

What Lurks Beneath Your Payer Contract Language?

Find out on March 20th, during a **FREE** presentation by:
HBN President, Penny Noyes

This session will cover:

- Brief industry history that has led to the contracts that payers offer to practices today
- Summary of financial analysis issues and payer approaches to reimbursement that you might not know
- How to request a new agreement from a payer
- The negotiation process timeline—how to set it and hold yourself and the payer to it
- Detailed list of hazardous contract provisions
 - How to spot them—where they lurk—how they connect to each other
 - What they really mean—with actual scenarios
 - What alternative language to request
 - What to expect the payer to say and how to reasonably respond
- What to do to monitor the agreement terms after you negotiate them

BRING AN AGREEMENT WITH YOU – We'll walk through some provisions and you can use your agreement to search for some sections and language that need attention.

Plan to leave this session with the knowledge and confidence to tackle the toughest of negotiations!

This is strictly educational and not a sales pitch.



About Penny Noyes

Penny Noyes is founder and president of Health Business Navigators, a firm focused on creating an even playing field for providers in their negotiations with payers. She has over 30 years of healthcare industry experience, with 18 years on the payer side, where she was responsible for 180,000 provider contracts nationwide. She spent 6 years at Blue Cross Blue Shield of Massachusetts and another 11 years with a commercial payer that was a partner in Private Healthcare Systems (PHCS). Her knowledge of both the financial and administrative aspects of payer contracts, coupled with her negotiating savvy, make for a jam packed hour of information that you don't want to miss.

**Sponsored by
Sumner County
MGMA**

WHEN:

Thursday, March 20th

TIME:

11:30 am Lunch Meeting

WHERE:

**Hendersonville Holiday Inn
Express
615 East Main Street
Hendersonville, TN 37075
Front Desk: 615-824-0022**

"Flat or declining fees from both public and private payers appear to be a major factor underlying declining real incomes for physicians.

"Negative real income trends stand in stark contrast to the trends experienced by workers in professional, specialty, and technical occupations. Between 1995 and 2003, wages and salaries for these workers increased about 7% after adjusting for inflation."

June 2006

Ha T. Tu, Paul Ginsburg Center for Studying Health System Change

Learn more: www.HealthBusinessNavigators.com

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