

It Took **Two Decades** for Private Payer Contracts to Erode the Bottom Line

Plan on a 2+ Year Comeback

Find out how on **March 19th**, during a **FREE** presentation by:
Penny Noyes, President of HBN

Over the past 2 decades:

- Managed care abandoned many utilization management programs due to admin costs
- Payers' most significant claims savings:
 - PROVIDER DISCOUNTS (Provider's Pocket)
 - PLAN DESIGN (Patient's Pocket)
- Employers have opted for self-insured plans
- Providers have signed contracts, commonly allowing only 30 cents on a dollar charged
- Physicians real income declines significantly
- Percent of Medicare RBRVS or RVU becomes basis for majority of payer/provider contracts
- 45+ million Americans do not have coverage
- Malpractice premiums skyrocket with slow tort reform
- Much political talk of "universal health care"
- Payer/TPA executives' enormous compensation packages come under fire

All of these factors played their parts in practices failing to notice the effects of their payer contracts on the bottom line. This session will cover:

- **How to get organized and set your timeline for the negotiation process**
- **How to analyze the old rates and determine what reimbursement your practice needs going forward**
- **What provisions in the body of the agreement really mean and what changes to request**
- **What steps to take to monitor your new contractual terms**
- **And far more...**



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 session of information that you don't want to miss.

Sponsored by

North Fulton MGMA

March 19th, 10 am–1 pm

Northside Hospital
Alpharetta Campus
3400-C Old Milton Pkwy
3rd Floor Education Rooms
Alpharetta, GA 30005

Lunch is provided but RSVP's are required via e-mail to lea@roswellpediatrics.com

Nancy Babbitt, President of the NF MGMA, welcomes other area MGMA chapters and physician office representatives.

"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."

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

Learn more: www.HealthBusinessNavigators.com

Tel 270-782-7272

Lunch provided by
Bob Chalmers of
Physician's Alliance, Inc.

