

Offering Two New FREE Virtual Classes in June 2023

Your Practice Manager: Your Most Profitable Partner and Negotiating Effective Contracts

Negotiating Effective Contracts | June 6, 2023 | 3 - 5 p.m. | Zoom

Managed care contracts are the lifeblood of practice finances, but understanding and managing these contracts is a time-consuming and intricate process. Negotiating Effective Contracts will introduce both providers and new practice managers to the organization and management of this important process.

Objectives

By the completion of this two-hour virtual class, participants will:

1. Explain the effect and importance of contract negotiations on a practice's bottom line.
2. Define terms and concepts relevant to contract negotiation.
3. Enumerate the steps of the contract negotiation process.
4. Create and maintain appropriate documentation of the contract negotiation process.
5. Communicate effectively with staff and patients regarding changes resulting from contract negotiations.

Speaker

Becky Ayers, PhD, with over 40 years of healthcare experience from the US Army to inpatient hospital, and outpatient clinic operations, Dr. Ayers has earned a Doctor of Healthcare Administration (DHA), Master of Health Administration (MHA), a Master of Business Administration (MBA), and Fellowship in the American College of Medical Practice Executives (FACMPE). She performs healthcare consulting and continues to teach as a university professor in Healthcare Law, Fiscal Reimbursement, Medical Management and Administration Foundations, plus Leadership in undergraduate and master's level classes.

Credit

Accreditation: The Southern Regional AHEC is accredited by the NCMS to provide continuing medical education for physicians.

CME Credit Statement: The Southern Regional AHEC designates this live activity for a maximum of 2.0 *AMA PRA Category 1 Credit(s)*[™]. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

Additional Credit: Other health professionals will receive Southern Regional AHEC CEU and/or contact hours and a certificate of attendance from an *AMA PRA Category 1*[™] activity. These certificates are accepted by the NC boards for physician assistants, nurse practitioners, and nurses. License requirements are subject to change. Southern Regional AHEC recommends that participants contact their licensing board with specific questions. Southern Regional AHEC will provide 0.2 Continuing Education Units (2.0 contact hours) to participants upon completion of this activity.

Disclosure Statement: The Southern Regional AHEC adheres to ACCME Standards for Integrity and Independence in Accredited Continuing Education regarding commercial support of continuing medical education. None of the planners, faculty, and others in control of content have relevant financial relationships with ineligible companies. All financial relationships have been mitigated. Speakers are also expected to openly disclose a discussion of any off-label, experimental, or investigational use of drugs or devices in their presentations.

Your Practice Manager: Your Most Profitable Partner | June 8, 2023 at 6 - 7 p.m. | Zoom

Your Practice Manager: Your Most Profitable Partner will educate providers regarding how effective practice managers not only shape the experience of primary and specialty care patients, but also how they can effectively work with a practice manager to improve patient care and the practice's bottom line.

Objectives

By the completion of this one-hour virtual class, participants will

1. Define the responsibilities of a practice manager.
2. Enumerate the attributes of an effective practice manager.
3. Discuss best practices for hiring and retaining a practice manager.
4. Describe strategies for collaboration and cooperation between practice managers and providers.
5. Identify training resources for new practice managers.

Speaker

Matt Johnson, MA, MBS, has worked as a clinician and administrator in the healthcare industry for over thirty years. He received his first Master's in Speech-Language Pathology at Marshall University in Huntington, West Virginia. After several years as a practicing clinician, he moved into a full-time management role for a large multi-specialty physician group and a community hospital in southeast Ohio. Matt furthered his education with increased administrative responsibilities by receiving his second master's degree, a Healthcare MBA from the University of St. Thomas in Minneapolis, Minnesota.

In June 2014, Matt joined Wake Internal Medicine Consultants, Inc. as the new Chief Administrative Officer for one of the premier physician-owned multi-specialty groups in Raleigh, North Carolina. Since assuming this new role, the group has been instrumental in forming one of the first and largest ACOs in the country.

In 2015, under Matt's leadership, Wake Internal Medicine Consultants was awarded the North Carolina Practice of the Year by the NC Medical Group Management Association (NCMGMA). In 2017, Matt was awarded the NC MGMA Administrator of the Year. Matt has been on the Board of the NC MGMA since 2018 and served as the 2022 President.

Matt prides himself on modeling the characteristics associated with servant leadership. He is committed to people's growth and serving others' needs while acting as a steward that holds an organization's resources in trust for the greater good.

Credit

Accreditation: The Southern Regional AHEC is accredited by the NCMS to provide continuing medical education for physicians.

CME Credit Statement: The Southern Regional AHEC designates this live activity for a maximum of 1.0 *AMA PRA Category 1 Credit(s)*[™]. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

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Register Today!

Negotiating Effective Contracts <https://www.southernregionalahec.org/courses-and-events/71234>

Your Practice Manager: Your Most Profitable Partner <https://www.southernregionalahec.org/courses-and-events/71236>

For More Information

Contact Jane Moran at jane.moran@sr-ahec.org or (910) 678-0113