

2nd Annual

Downstate Meeting and Payer Update

Wednesday, March 30, 2011

Crowne Plaza Springfield

Springfield, IL



Medical Group
Management
Association

MGMA[®]

Illinois

A State Affiliate

We are all working toward the same goals – decreasing costs, increasing access to health care and providing high quality service. Planned to provide easy access for central and southern medical professionals, the 2nd Annual Downstate Meeting and Payer Update provides a place where practice managers and other supervisors and administrators can gain valuable industry information. Hear first-hand from payers about policy changes, administrative and operational processes and procedures, and how to minimize overall administrative hassle so you can get back to your most important job: caring for patients. **Please plan to join us on March 30th in Springfield and bring your billing/coding staff too!**

EARN CE CREDIT - American College of Medical Practice Executives (ACMPE) credit hours have been assigned to this program.

AGENDA

7:45am - 8:30am	Registration & Breakfast for Attendees
8:30am - 8:40am	Welcome - Illinois MGMA
8:40am - 9:05am	Payer #1 - United Healthcare
9:05am - 9:30am	Payer #2 - BCBS Illinois
9:30am - 9:55am	Payer #3 - Healthlink
9:55am - 10:20am	Payer #4 - Humana
10:20am - 10:45am	Networking break with Exhibitors and Payers
10:45am - 12:00pm	Q & A with Payer Panel
12:00pm - 1:00pm	Networking Luncheon
1:00pm - 1:45pm	"State Legislative Update" , Jim Tierney, Vice President of State Legislative Affairs, ISMS
1:45pm - 2:45pm	"Speed Up Collections from Patients and Plans" , Cheyenne Brinson, MBA, CPA, Karen Zupko & Associates
2:45pm - 3:05pm	Networking break with Exhibitors and Payers
3:05pm - 3:15pm	Door Prize Giveaway
3:15pm - 4:15pm	"How to Get Physicians Engaged by Analyzing Industry Trends, Improving Financial and Operational Performance" - Curt A. Mayse, Principal, LarsonAllen
4:15pm - 4:20pm	Closing Announcements

*Note: The following payers have been **invited but not yet confirmed** – actual confirmed agenda may vary: **HFS, WPS, Health Alliance**. Each payer has been asked to be represented by someone from management, operations and medical policy, when appropriate to effectively answer all of your questions.*

Meeting Location & Overnight Accommodations

Crowne Plaza Springfield
3000 South Dirksen Parkway
Springfield, IL 62703
(217) 875-5115/29-7777
www.cpspringfield.com

Illinois MGMA is proud to hold our 2nd Annual Downstate Meeting and Payer Update at the Crowne Plaza Springfield. A special room rate of \$125 per night + applicable taxes, single/double occupancy, has been arranged. Reservations at our special rate will be accepted through **Tuesday, March 8, 2011 or until room block is filled**, whichever comes first. To make your hotel reservation please call: (800) 589-2769 and mention group code: "MGM"

SPEAKERS

Jim Tierney
Vice President of State Legislative Affairs
Illinois State Medical Society (ISMS)



Jim Tierney is currently the vice president of state legislative affairs for the Illinois State Medical Society. He is responsible for overseeing the lobbying activities of ISMS in Springfield. This involves the development of legislation on matters of interest to the state's physicians, implementing ISMS policy as it relates to pending legislation and directing the medical society's response to all matters introduced in the Illinois General Assembly.

In addition to his lobbying responsibilities, Jim also oversees the operation of the Illinois State Medical Society Political Action Committee known as IMPAC.

"State Legislative Update"

Receive a report on current happenings in Springfield that may directly affect your medical practice.



Cheyenne Brinson, MBA, CPA
Karen Zupko & Associates, Inc.
Past President, Illinois MGMA

Cheyenne draws upon her experiences in the field as a practice management consultant and delivers relevant, timely, and anecdotal information in a friendly and upbeat fashion. When Cheyenne is not teaching, she focuses on helping physician practices ranging in size and specialties improve operational and financial efficiency. Her goal is simple: to help practices build solid internal controls, reduce overhead, and increase revenue.

Cheyenne works extensively with Orthopaedics, Plastic Surgery, Otolaryngology, Vascular, General Surgery and Neurosurgery practices to increase efficiencies to improve collections and leverage overhead costs. Prior to joining KarenZupko & Associates, she was a Director in a primary care practice where she turned around the practice from operating in the red to a profit in less than one year. She led an implementation team to open a new clinic site – fully functional on an EMR.

"Speed Up Collections from Patients and Plans"

Patient responsibility portions are soaring and bad debt is looming. Are you doing everything you can to collect what is owed to your practice? We'll take you from the starting line at registration through the payment posting process, showing you how to ensure fast, accurate payments that are posted correctly. Learn to be savvy about creating payment plans for un- and -under-insured patients and financial counseling techniques for patients with high deductibles. Discover if your fee schedule is a barrier to collections.

Curtis A. Mayse, MBA, FACMPE, CPC
Principal, LarsonAllen



Curt Mayse has more than 20 years of experience in health care management. He was previously CFO of a twenty-five physician primary care group, Executive Director of a twenty-five physician multi-specialty surgical group, mainly orthopedic and plastic surgery, and Executive Director of a forty physician multi-specialty group before becoming a national consultant these past 9 years.

Curt has an undergraduate degree in Accounting from University of Missouri – Columbia and a Masters of Business Administration (MBA) from Maryville University. He is an advisor for numerous practices nationally, frequent speaker on practice management topics and professor for MHA programs.

"How to Get Physicians Engaged by Analyzing Industry Trends, Improving Financial and Operational Performance"

We will cover these relevant and complex topics in which to engage physicians with your practice:

- Current state for physician groups and their potentially key impending decisions
- Industry Trends with regard to financial benchmarking for physician practices
- Proven ways to improve financial and operational performance in the medical group
- Levels of engagement – How strategic planning with physician groups can benefit the practice and the community



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REGISTRATION FORM

Please print clearly! For faster registration you may also register and pay online at www.ilmgma.com

Practice/Organization: _____ Name: _____

Job Title: _____ Professional Designations: _____

Email: _____ Phone: _____

Address: _____
City State Zip

REGISTRATION: Not an Illinois MGMA Member? Join now and save on meeting registration for you and your staff + receive the benefits of Illinois MGMA membership for the remainder of 2011! Annual Dues are \$100 per year. Fill out membership application (attached) and submit along with meeting registration.

POSTMARKED OR FAXED **BEFORE WEDNESDAY, MARCH 16, 2011:** _____ ILMGMA Member \$120 _____ Non Member \$170

Additional Staff of: ILMGMA Members Non Members

Additional Staff \$120 \$170 Name/Title: _____ / _____
Email: _____

Additional Staff \$120 \$170 Name/Title: _____ / _____
Email: _____

REGISTRATION, POSTMARKED OR FAXED **AFTER WEDNESDAY, MARCH 16, 2011:** _____ ILMGMA Member \$170 _____ Non Member \$230

Additional Staff of: ILMGMA Members Non Members

Additional Staff \$170 \$230 Name/Title: _____ / _____
Email: _____

Additional Staff \$170 \$230 Name/Title: _____ / _____
Email: _____

_____ Please check here if you need any special accommodations in order to fully participate and someone will contact you prior to the meeting!

Total Registration Costs \$ _____

CREDIT CARD payment, fax to secure line: (770) 516-2459

MEETING REFUND POLICY: Cancellations received prior to Friday, March 11, 2011 are subject to a \$50 cancellation fee. Cancellations after Friday, March 11, 2011 and no-shows cannot be refunded. Cancellations must be sent by email to main@ilmgma.com.

Credit Card Type (circle one): VISA MasterCard AMEX

Card Billing Address: _____

City, ST Zip: _____

PAYMENT OPTIONS:

Credit Card Number _____

CHECK payable to **Illinois MGMA** and mail to:

Expiration Date _____

ILMGMA

Conference Coordinator

First & Last Name on Card _____

P.O. Box 1460

Woodstock, GA 30188-1460

Signature _____

ILLINOIS MEDICAL GROUP MANAGEMENT ASSOCIATION
MEMBERSHIP APPLICATION

Please type or print clearly

For convenience, you may also submit a membership application & pay by credit card online at: [www.ilmgma.com / membership](http://www.ilmgma.com/membership)

Name(First//Last) _____ Title _____

Professional Designations _____ Organization Name _____

Address _____

_____ Work Phone # _____

City _____ State _____ Zip _____

Work Fax # _____ Email _____

I was referred by _____ (please list name)

MEMBERSHIP CATEGORY:

_____ Applying for **ACTIVE Membership**, Membership Dues: \$100 per year.

Active Member Criteria: Any individual who works or formally supports (eg. consultant or accountant) on the administrative staff of a medical group, which is defined as an organized group of at one (1) licensed physicians who are engaged in the practice of medicine as a legally recognized entity, sharing business management, facilities, records and personnel.

Thank you for your interest in Illinois MGMA!

Your member benefits begin when your application is processed and payment has been received. Please submit completed application and payment by check to:

Illinois MGMA
P.O. Box 1460
Woodstock, GA 30188-1460

Membership renewal is effective on January 1st of each year. First year members pay the full membership dues, which also covers the cost of initial processing. If you have any questions about joining Illinois MGMA e-mail: main@ilmgma.com or call our office at (773)322-6358.

Illinois Medical Group Management Association (ILMGMA) is an affiliate chapter of MGMA, the leading professional association representing medical group practice management.