When submitting a request to open a contract renegotiation discussion, best practice is to present a “business case” as to why the payor wants to keep your practice in the network. Failure to present a business case often results in a quick reply from the payor indicating that they are not in a position to renegotiate at this time. Join us to learn how to prevent the “auto-reply” and to create and submit a thoughtful renegotiation request.

– Presented by Kristine Marck
Associate Director, Center for Economic Service

LUNCH & LEARN UPCOMING TOPICS
November 2, 2016
CMA Legal: New Laws for 2017 & How They Will Affect Your Practice
January/February 2017
Medicare Changes
May/June 2017
Getting Paid: A Physician’s Guide To Taking Charge of Accounts Receivable

Questions? Contact Rachel Pandolfi at 707-525-4375 or rachel@scma.org.

*The quarterly PMF Lunch & Learn seminars offer attendees a broad array of topics related to medical staff services, office management, billing and coding, human resources, accounting and back office support. Nonmembers, and/or their staff, are welcome to attend a seminar at no cost to experience one of the many valuable benefits that come with SCMA membership ($25 thereafter).