

# PRACTICE MANAGEMENT: TIP OF THE MONTH



## Don't lose revenue by not working denials.

It's no secret that claim rejections and denials can result in a significant amount of lost revenue. While it might not be feasible for a solo or small physician group to appeal every single denial or rejection, practices can significantly reduce potential lost revenue by identifying and addressing the three most common reasons for denial or rejection. For more information, see "[How much revenue is your practice losing by not working denials?](#)" available free to members at [www.cmanet.org/ces](http://www.cmanet.org/ces).



## CMA ON-CALL

CMA's online health law library contains thousands of pages of On-Call documents in hundreds of chapters containing valuable information for physicians and their staff. Access to the library is free to members in the resource library at [www.cmanet.org/cma-on-call](http://www.cmanet.org/cma-on-call) or by calling CMA's member help center, (800) 786-4262. Nonmembers can purchase documents for \$2 per page.

## TROUBLE GETTING PAID? WE CAN HELP!

CMA's Center for Economic Services (CES) is staffed by a team of practice management experts with a combined experience of over 125 years in medical practice operations. Our goal is to empower physician practices by providing resources and guidance to improve the success of your practice.

**Access to CMA experts is a FREE, members-only benefit.**  
**Call (800) 786-4262 or email [memberservice@cmanet.org](mailto:memberservice@cmanet.org).**

### Meet Your Advocate: Elishah Thompson

Elishah, a research associate in CMA's Center for Legal Affairs, is one of the newest members of the CMA team. When members call CMA's Legal Information Line, he will be on the other end ready to help you find the information you need. You can reach Kerry and the rest of the team at (800) 786-4262 or [memberservice@cmanet.org](mailto:memberservice@cmanet.org).



“CMA provides unlimited access to a comprehensive health law library as a free benefit to our members. If you need help navigating this invaluable resource, please call us! We're here to help.”

**Elishah Thompson, Research Associate**