



# 42<sup>nd</sup> Annual State Institute!

## When:

Wednesday December 6th-Thursday December 7th, 2023

## Where:

Holiday Inn and Suites Conference Center

101 Holiday St.

East Peoria, IL 61611

1-309-698-3333

Rooms-\$ 129.00+tax

Rooms Blocked until November 21st! Block ID: ILA

## Meeting Cost:

\$150.00 for AAHAM members

\$200.00 for non-AAHAM members

\*\*\$50 Membership Appreciation Reception Ticket Only

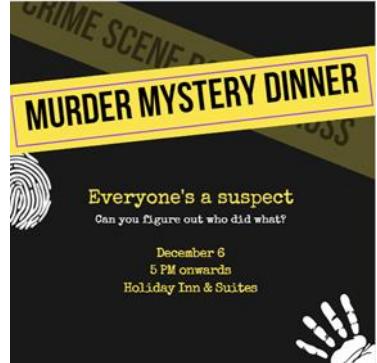
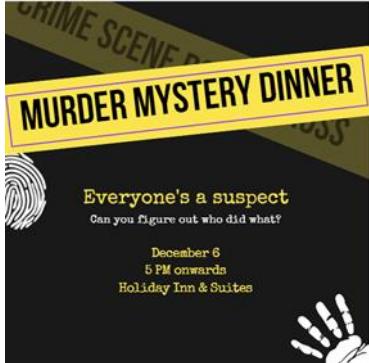
\*\*\$50 Students/Retired Members

Meeting Attire: Business Casual

## Entertainment Theme:

**Murder Mystery Dinner | Holiday Attire**  
**It's a Wonderful Death**

Join us December 6<sup>th</sup> as we celebrate our membership and unravel a mystery while networking, enjoying cocktails/food and induct your new board. December 7<sup>th</sup> is packed full of quality education, interacting with our corporate partners and wrapping up with our silent auction winners.





# **CHARITY SILENT AUCTION**

**GIVE Generously!**

## **CHARITY SILENT AUCTION!!!**

**This Year's ASI Charity is Dream Center Peoria!**

**<https://www.dreamcenterpeoria.org>**

**Dream Center Peoria is a faith-based nonprofit organization located in Downtown Peoria, Illinois. The mission is to impact families living in poverty, starting with kids and youth.**

**Wednesday December 6, 2023**

**1:00pm-3:00pm**

**Board Meeting-Holiday Inn & Suites Conference Center**

**2:00pm-4:00pm**

**Vendor Exhibit Hall Set-Up**

**5:00pm-6:00pm**

**President's Networking Reception**

**6:00pm-10:00pm**

**Annual Membership Appreciation Reception - 2023**

**Join Us For an Event to Die For! (Holiday Theme)**

**Murder Mystery Dinner, New Board Induction, Awards**



**Thursday December 7, 2023**

**8:00am-8:30am**

**Breakfast and Registration**

**8:30am-9:00am**

**Presidents Welcome**

**9:00am-10:00am**

**Healthcare Administrative Management is a Marathon**

**Matt Jones | Keynote Speaker**

**DESCRIPTION:** Be encouraged, inspired, and motivated in the marathon of Healthcare Administrative Management to deal with the changing climate in healthcare through the lessons Matt Jones learned conquering cancer three times, going through a bone marrow transplant, and completing a marathon on every continent, including Antarctica. Matt will also share practical strategies you can use in life and management from the field of Positive psychology.

**ABOUT MATT:** Matt Jones is known as the “Eight Continent Marathon Man.” He went from being a three-time cancer conqueror to relearning how to walk, to going through a bone marrow transplant, to completing eight marathons on eight continents. This includes Antarctica and the newly discovered continent of Zealandia. Matt was diagnosed with cancer on September 11, 2002. After spreading to the fluid in his brain doctors did not think he would live. After victoriously conquering cancer, he was told by his doctor, no one has gone through what he did and be alive one year later. Baseball Hall of Famer George Brett said, “Matt is a true champion and his story inspires others to be a true champion.” Olympic Gold Medalist Scott Hamilton said, “Matt Jones has done what anyone would consider impossible. Conqueror. Overcomer. Champion. Superhuman. None of those words do him justice.” Matt is the author of numerous books and his latest one is, “Happiness is a Marathon: 26.2 Ways to be Happier at Work and in Life. For more information about Matt please visit his website at [www.MatthewDJones.com](http://www.MatthewDJones.com)

**10:00am-10:30am**

**Vendor Networking Opportunity/Break**



**Thursday December 7, 2023**

**10:30am-11:30am**

**Keeping Score: Using KPIs to Transform Your  
Revenue Cycle**

**Lori Zindl, President, OS inc.**

**Overview:** Managing employees without key performance metrics is like playing a baseball game and not keeping score. Staff goals and performance metrics should be aligned to the financial goals of the hospital. In this session, learn how to report key performance indicators across the revenue cycle, increase accountability, and implement results-oriented employee performance evaluations. Serving as an early warning and continuous feedback system, the scorecard empowers employees to act, problem-solve, and impact the organization through their contributions.

**Learning Objectives:** Participants will learn how to utilize scorecards to report key performance indicators across the revenue cycle, set goals and performance accountability for staff that is aligned to the financial goals of the hospital and implement results- driven employee performance evaluations.

**About Lori:** An entrepreneur and industry leader, Lori Zindl built OS inc., her thriving Wisconsin-based business, on the principles of valuing both clients and employees – equally. Under her direction, OS inc. has become one of the foremost authorities in revenue cycle management for hospitals, clinics and other healthcare providers. Lori has over 25 years of experience in the revenue cycle management field. She is a nationally recognized speaker, seminar leader, consultant and trainer. Lori has developed well-received training A/R collection and billing programs and has authored several articles for various industry trade journals.

Never one to shy away from innovation, Lori spearheaded the development of efficientC – OS inc.’s state-of-the-art proprietary claim processing and denial management software. Building on the success of efficientC, strong client partnerships, a talented staff and proven business philosophies, OS inc. effectively manages billions in client receivables while maintaining GDRO in the 30’s and 40’s.

OS inc. clients who are hospital or clinic providers often contribute as guest presenters on many topics. Please inquire, if interested in including Lori as a guest speaker.

**11:30am-12:30pm**

**Lunch**



**Thursday December 7th, 2023**

**12:30pm-1:30pm**

**IHA Updates**

**Elizabeth Nelson, Director, Healthcare Finance Policy**

**Overview:** This presentation will cover significant issues that have impacted the hospital community at the federal, state, and local level over the past year.

**About Elizabeth:** Public sector professional with diversified skill sets covering project management, budgeting, policy analysis, fundraising, and program evaluation.

**1:30pm-2:30pm**

**Provider Panel**

**Collaborate with Your Colleagues on NSA,  
Price Transparency and Denials**

**2:30pm-3:00pm**

**Vendor Networking Opportunity/Break**

**3:00pm-4:00pm**

**Legislative Updates!**

**Marcus Morrow, Partner, SAC**

**About Marcus:** Mr. Morrow serves as a litigation attorney in the Chicago office of SAC. He represents healthcare providers in arbitrations, mediations, and state and federal court proceedings against health plans, insurance companies and the government and is licensed in twelve states, including his home state of Illinois. While attending Loyola University Chicago Law School, Mr. Morrow was a Beazley Institute for Health Law and Policy Fellow and earned a Certificate in Health Law and Policy. Currently, he serves on the Board of Directors and advocates on behalf of the Alzheimer's Association's Illinois Chapter and is the ad-hoc legal counsel for AAHAM's Illinois Chapter and serves on the board of Directors for the Illinois Association of Healthcare Attorneys.

**4:00pm-4:30pm**

**Silent Auction Winners**

**4:30pm-5:00pm**

**Closing Remarks and Adjourn**

**10 AAHAM CEUs  
for attending this conference**