

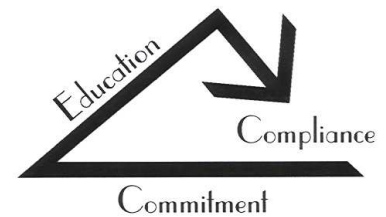
AR Systems, Inc.

“Finding HealthCare Solutions...Together”

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## **Welcome To AR System’s Audio Training Library**

Winter Series 2009/2010

A **dynamic** training opportunity for your facility!

**Day Egusquiza**, President of AR Systems, Inc – a national speaker on reimbursement systems with an operational focus for department heads, patient financial services and all areas of the revenue cycle - will be joined by **Virginia Gleason**, JD/MPA, CHC, LPN; **Karen Kvarfordt**, RHIA; and **Michael Frith**, MBA – all faculty at AR Systems’ Annual Boot Camps

Sign up today to reserve your spot for each of these Eight (8) upcoming audio classes:

Fri, Dec 11<sup>th</sup> “**CMS’s 2010 OPPS Final Rule**”

FOCUS: Mike will present the final rule including: changes in payment rates, outlier threshold, quality indicators and impact of reporting or not reporting, impacts on drugs, devices and biological, with or without pass thru status; clarification of physician supervision policies, payment for cardiac and pulmonary rehab, changes to the inpt only procedures, changes affecting Type B ER departments, and impacts on partial hospitalization programs. More darn fun!

Thurs, Jan 7<sup>th</sup> “**Living with RAC – Moving Forward While Looking Back.**”

FOCUS: Day will present audit findings from the numerous audits her team has been performing. Areas to be included: ER E&M leveling, 1 day, 3day SNF, Observation, high volume/high vulnerability DRGs plus other areas of focus to be watching and evaluating. Educational focus on ideas to reduce risk plus CMS updates will be shared. Learn how to engage leadership and staff in the ‘fix what is broken efforts.’

## Tues, Jan 12<sup>th</sup> “Physician E&M 101”

FOCUS: Karen will teach us the basics of physician E&M leveling. This class is for both facilities conducting E&M leveling as well as the physician practices.

Are you selecting the correct level of the pt visit? Are you familiar with the guidelines that will help pick the most appropriate code? This class will provide an overview of the E&M documentation requirements for all five levels and will give you real tips for everyday problems physicians have with correct code selection.

Points covered in this class: Importance of E&M coding; clarifies differences between the often confusing 1995 & 1997 E&M documentation guidelines; new – established ; consultation office visits; E&M coding components.

## Thurs, Jan 14<sup>th</sup> “CPT 2010 Coding Update”

FOCUS: Karen will share the 224 new codes and hundreds of other changes as announced by AMA thru the CPT 2010 updates. Will you be ready? In this class, we will take a look at all of the upcoming CPT changes which will go into effect Jan 1, 2010.

Points covered in this class: CPT 2010 overview for outpt hospital coding staff; Major CPT changes by body system; CPT 2010 resequencing principles; evaluation and management services; changes to CPT modifiers and how to apply these tricky coding conventions.

## Tues, Jan 19<sup>th</sup> “RAC Appeals: To Appeal or Not To Appeal.”

FOCUS: Better practice ideas, decision making choices from the receipt of the results letter thru all 5 levels of appeal will be discussed. Is this denial/recoupment correct? Do we fight and do it within the first 30 days and have the impact of Transmittal 141 and pay interest? Or do we develop a different strategy ? What will the pt impact be and how will we communicate same? Day will teach the basics of the appeal levels will be discussed in the operational based class.

## Thurs, April 1<sup>st</sup> “The Basics of Patient Status – Why is this so difficult?”

FOCUS: Ginny will teach this tough, but excellent outline of Patient Status. A pt is sick and needs to be treated in the hospital setting. So, the physician admits them to the hospital. Sounds easy ,right? In the world of post-payment medical necessity reviews and audits this is far from easy; yet, it is one of the most highly scrutinized decisions providers are making at a time when many would say the focus should be on pt care. In this class we will discuss: definitions of inpt, outpt receiving care in a bed and OBS; appropriate patient status beyond Level of Care Criteria; both physician and hospital roles in pt status; learn from the records: we will look at great detail at case studies from actual medical records and learn by example.

Tues, April 6<sup>th</sup> **“Health Information Technology for Economic and Clinical Health Act (HITECH Act) – from breach notification to meaningful use, the new era of privacy and security.”**

FOCUS: The HITECH Act brings with it heightened provisions for security and privacy. Along with these provisions come higher penalties for non-compliance and significant new notification provisions related to ‘breaches.’ The HITECH Act significantly changes interaction between covered entities and business associates as well. Compliance with HITECH will require changes to current operating practices, policies and procedures as well as business associate agreements. In this class Ginny will discuss: HITECH impact on privacy and security practices; operational changes necessary to meet the HITECH requirements; enforcement measures and penalties for non-compliance; HITECH impact on EHR implementation; what is ‘meaningful use’ and why to you care?

Thurs, April 8<sup>th</sup> **“Medicaid Integrity Contractors – Have you been so focused on RAC that the MIC snuck in the back door unnoticed?”**

FOCUS: The Medicaid Integrity Program is the first coordinated federal enforcement effort within the state-operated Medicaid program. Most providers are unfamiliar with the Medicaid Integrity Program yet audits are already underway. While most providers have been focused on RAC preparedness, the Medicaid Integrity Contractors started requesting records and even conducting onsite audits. Ginny will share: How the Medicaid Integrity Program works in conjunction with states; audit process and the key differences between MIC and RAC audits; procedure rights and appeals; current focus areas and areas of risk; and how to prepare.

Thurs, April 8<sup>th</sup> **RAC: Physician and Hospital Joint Risk**

FOCUS: This class will walk thru the issues of joint risk – from pt status, to orders, to completeness of directing care, to audit findings that putting both the hospital and physician at risk

**BIOs:** **Day Egusquiza** brings over 30 years experience in health care reimbursement, hospital business office operations, contracting and compliance implementation. Additionally, her experience includes eight years as a Director of a Physician Medical Management billing service and most recently completed an integrated business office between a hospital and a large physician clinic. She has been an entrepreneur in hospital and physician practice accounts receivable management and a leader in redesigning numerous organizations. Her work includes providing guidance as a compliance & APC educator while providing operational insight on the revenue cycle impacts of HIPAA. Additionally, she has been instrumental in researching and preparing national education on the impact of the Prescription Drug Benefit to hospitals and nursing homes. And let’s not forget operational guidance on implementation of RAC – in both facilities and practices.

Ms Egusquiza is a nationally recognized speaker on continuous quality improvement (CQI), benchmarking, redesigning, reimbursement systems and implementing an operational focus of compliance- both in

hospitals and practices. She has been on the AAHAM National Advisory Council, HFMA National Advisory Council, chair of the AICPA Health Care conference, CCH Board member, is a past President of the Idaho HFMA Chapter & recently received the Lifetime Achievement Award. She has been highlighted in JCAHO's *Six Hospitals in Search of Excellence*, Zimmerman's *Receivable Report*, HFMA's *HFM and Patient Account Receivables*, *AHIA Prospective*, and numerous healthcare newsletters along with a contributing author to *2006 Health Law and Compliance Update*. She received the Idaho Hospital Association "Distinguished Service Award" for her legislative work and training on new indigent law. Attendees at HFMA's ANI rated her in the top 25%, earning her the 'Distinguished Speaker' recognition for each year she has presented.

Her greatest accomplishments are her four wonderful children and her eight fabulous grandchildren.

What makes her unique? She has been in the trenches with us!

Karen Kvarfordt, RHIA, President of DiagnosisPlus, Inc. has over 19 years experience working in the Health Information Management (HIM) field and during that time has functioned in numerous roles related to the efficient operation of HIM/Medical Record Departments in both acute and long-term care settings. Such roles included Coding Supervisor, DRG Coordinator and HIM Department Director for both acute and long-term care. She has also served as JCAHO Coordinator and HIPAA Privacy Officer. Within this timeframe, she also served as Office Manager in a group physician practice management setting.

Michael Frith, MBA has over 26 years experience as Director of Business Services at two significant Regional Medical Centers in Idaho. This included professional consulting with hospitals, covering all aspects of revenue cycle management, development of systems and procedures for more efficient and effective operations, chargemaster and charge capture reviews, organizational structuring and performance improvement.

Virginia Gleason, JD/MPA, CHC, LPN Virginia Gleason has greater than 15 years of healthcare experience and brings a nursing and administrative background to her regulatory consulting practice. Ms. Gleason provides health care regulatory compliance consulting to healthcare organizations including teaching and research hospitals, county healthcare organizations, Critical Access Hospitals, and physicians. Following her eight-year private legal practice which focused exclusively on healthcare regulatory law, Ms. Gleason served as the Compliance Officer for a seven-state regional Medicare Part D contractor during the implementation of the Part D program. Ms. Gleason has dedicated her professional practice to healthcare regulatory compliance and her experience includes assisting clients with compliance plan implementation, compliance audits, medical staff issues, JCAHO compliance, Health Insurance Portability and Accountability Act (HIPAA) compliance, Emergency Medical Treatment and Active Labor Act (EMTALA) compliance, Medicare and Medicaid billing compliance, physician contracting, managed care contracting, risk management and organizing complex corporate structures to meet the current regulatory environment.

----- Register Today -----

**Audio Series Registration**

Please sign me up for the following classes:

- |     |                              |   |
|-----|------------------------------|---|
| ___ | <i>Dec 11<sup>th</sup></i>   | <i>2010 OPPS Final Rule/Frith</i>                     |
| ___ | <i>Jan 7<sup>th</sup></i>    | <i>Living with RAC/Day</i>                            |
| ___ | <i>Jan 12<sup>th</sup></i>   | <i>Physician E&amp;M 101/Kvarfordt</i>                |
| ___ | <i>Jan 14<sup>th</sup></i>   | <i>2010 CPT coding update/Kvarfordt</i>               |
| ___ | <i>Jan 19<sup>th</sup></i>   | <i>RAC appeal – to appeal or not to appeal/Day</i>    |
| ___ | <i>April 1<sup>st</sup></i>  | <i>- new date - Basics of Pt Status/Gleason</i>       |
| ___ | <i>April 6<sup>th</sup></i>  | <i>- new date - HIGH Tech Act/Gleason</i>             |
| ___ | <i>April 8<sup>th</sup></i>  | <i>- new date - Medicaid Integrity Audits/Gleason</i> |
| ___ | <i>April 13<sup>th</sup></i> | <i>- new - Physician and Hospital Joint Risk</i>      |

**Cost:** \$289 per session, **per line** or purchase packages:

- |     |                               |        |
|-----|-------------------------------|--------|
| ___ | Purchase 6 and save \$75      | \$1659 |
| ___ | Purchase 7 and save \$100     | \$1923 |
| ___ | Purchase all 8 and save \$125 | \$2187 |

**Time:** Each audio will be approximately 90 minutes.

Start times per time zone:

8:30 am pacific; 9:30 mountain; 10:30 central; 11:30 eastern

Handouts & sign in instructions will be sent via email prior to each class.

**CD's are available:**

\_\_\_ Each CD for the sessions can be purchased for \$199 or package pricing:

- |     |                       |        |
|-----|-----------------------|--------|
| ___ | 6 CDs = \$50 savings  | \$1144 |
| ___ | 7 CDs = \$75 savings  | \$1318 |
| ___ | 8 CDs = \$100 savings | \$1492 |

CD ordered: (list each CD or the package) \_\_\_\_\_

**TOTAL \$ SENT:** \_\_\_\_\_

**Registration information: This is the contact person for handouts/sign in as well as mailing address for the CD**

Facility \_\_\_\_\_  
Complete Mailing  
Address \_\_\_\_\_  
Contact name \_\_\_\_\_  
Contact phone # \_\_\_\_\_  
Contact email address \_\_\_\_\_

**Payment Method: NOTE – The name of the Card holder MUST be the contact person's name**

Visa (name on card, # and expiration date, # on back)

Master Card (name on card, # and expiration date, # on back))

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**NOTE: The name on the receipt will be AR Systems, Inc**

Check \_\_\_\_\_

Money order \_\_\_\_\_

Payment must be made prior to the conference.

Payment should be made to: AR Systems, Inc. at the below address.

Fax (208-423-9036) or mail registration to AR Systems, Inc. Box 2521,  
Twin Falls, Id 83303

Call 208-423-9036 with any questions or send us an email at  
[daylee1@mindspring.com](mailto:daylee1@mindspring.com).

Go to our educational website for online registration:  
[www.healthcare-seminar.com](http://www.healthcare-seminar.com)

(Note: All classes will integrate Critical Access hospital issues too.)

**We would love to have you join us!**

**Thanks!**

