



# Educational Activity

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## PAYOR CONTRACTING: A LASER APPROACH

Presented by: Blue & Company, LLC, in cooperation with the Ohio Hospital Association

**Sept. 27**

10 - 11 a.m.

OHA Members ONLY

### OVERVIEW

There are innumerable Payors in the health care market, and countless contracts to be negotiated. Most hospitals do not have the resources – time, personnel or data – to manage them all effectively. This seminar will help you address the most crucial pieces of the contracting puzzle, enabling you to negotiate reimbursement you can live with, administrative requirements you can actually manage and contract language that will not sabotage your bottom line - and all without spending more time than you can spare on the negotiations.

### LEARNING OBJECTIVES

- Identifying lost potential revenue through payor contract audit and a master contracting plan
- Understanding what elements are most important in a payor contract
- Understanding how to manage negotiations for a timely result

### WHO SHOULD ATTEND

OHA member hospital CFOs, accountants, director of PFS, director of Revenue Cycle, director of Coding, directors of Revenue/Reimbursement, Analysts, Coding, and Claims.

### PRESENTER

**Michael R. Montgomery, BS, HIA, Manager, Reimbursement, Blue & Company, LLC**

Michael advises hospitals and other large health care providers as they negotiate managed care contracts with payors. Michael has 36 years of experience in the insurance industry, having worked at Anthem Blue Cross and Blue Shield, Wellpoint, Coventry, Magellan Behavioral Health, Aetna, CareSource, and Wellcare of Kentucky. Michael was the senior underwriter for Blue Cross / Blue Shield of Kentucky, managing a \$175 million dollar book of business prior to moving to Network Management in 1994. For the next 27 years, he

oversaw teams handling provider contracting efforts for commercial, Medicare, Medicaid, and Exchange product lines across the states of Kentucky, Ohio, West Virginia, Indiana, and Arkansas. A former professional broadcaster and public speaker, Michael has won 22 public speaking awards, and finished just shy of competing in the finals of the World Championship of Public Speaking in 1998. Today, Michael still occasionally teaches public speaking classes, and he is in his 42nd year of broadcasting high school sports in northcentral Kentucky

### REGISTRATION FEES

This webinar is available only to OHA members and there is no cost.

### REGISTRATION

All attendees must register online. Go to our events page at [ohiohospitals.org/events](http://ohiohospitals.org/events) to register for the webinar, click on the event and login to your OHA member account. After registering, you will receive a confirmation email containing information about joining the webinar.

### CONTINUING EDUCATION CREDITS

Participants can be awarded up to 1.2 continuing professional education credits. OHA is registered with the Accountancy Board of Ohio. CPE Sponsor #235. Please contact [Casey.Strader@ohiohospitals.org](mailto:Casey.Strader@ohiohospitals.org) for more information on continuing education credits.

### CANCELLATIONS

If you find you are unable to attend, please contact Sherri Cohen at OHA at 614-221-7614 or [Sherri.Cohen@ohiohospitals.org](mailto:Sherri.Cohen@ohiohospitals.org).

### QUESTIONS?

Please contact Quyen Weaver at OHA at 614-221-7614 or [Quyen.Weaver@ohiohospitals.org](mailto:Quyen.Weaver@ohiohospitals.org).