



PROFESSIONAL CLAIMS COMPLIANCE TRAINING PROGRAMS

CONCENTRATED INTENSE TRANSFORMING

What People Are Saying...

"Thanks for coming!! Many members commented that yours was the best program we had had in years. I have given your contact information to the President of the medical staff at Good Samaritan Hospital. I advised him to ask you to speak at one of our general staff meetings, because what you have to say needs to be more widely disseminated to physicians of all specialties." - Barry P., San Jose Surgical Society

TRAINING COURSES:

- ❑ **PCCP I: "HOW TO PUT LEGAL PAYMENT PRESSURE ON HMOs"** (An intensive boot camp on California Health & Safety Codes that relate to timely reimbursement.)
Public Tuition: \$299.00 per person
TRAF Early Out Member Tuition: \$199.00 per person
- ❑ **PCCP II: "ENFORCING CLAIMS PAYMENT COMPLIANCE WITH HEALTH PLANS AND IPAS"** (An intensive boot camp on AB 1455 Regulations under California Code of Regulations Title 28 that prevent improper denials and clarify prompt payment laws.)
Public Tuition: \$299.00 per person
TRAF Early Out Member Tuition: \$199.00 per person
- ❑ **PCCP UR: "STREAMLINING KNOX KEENE COMPLIANCE THROUGH THE FRONT END PROCESS"** (An intensive boot camp on laws that govern HMO, PPO, MA, ERISA AND VA ER post-stabilization care, disagreements, authorization timeframes and negligent utilization/medical reviews.)
Public Tuition: \$399.00 per person
TRAF Early Out Member Tuition: \$299.00 per person
- ❑ **PCCP WC: "MASTERING THE WORKERS' COMPENSATION APPEAL AND REVENUE PROCESS"** (An intensive boot camp on Labor Codes, California Code of Regulations Title 8 and Silent PPO Legislation that prevent Workers' Compensation payment delays and stall tactics.)
Public Tuition: \$299.00 per person
TRAF Early Out Member Tuition: \$199.00 per person
- ❑ **PCCP VA: "MASTERING VA EMERGENCY REIMBURSEMENT LAWS"** (An intensive boot camp on Federal laws that enforce prompt payment to non-VA facilities for emergency and post-stabilization services and care and avoid stoppages of cash flow.)
Public Tuition: \$299.00 per person
TRAF Early Out Member Tuition: \$199.00 per person
- ❑ **PCCP ACCELERATED: "MASTERING APPEAL, DISPUTE AND PROMPT PAYMENT LAWS"** (An intensive boot camp on statutory laws that governs four (4) common payor jurisdictions (Knox-Keene Licensed-Health Plans (HMOs), PPOs and Indemnity Carriers, Medicare and Medi-Cal HMOs, and ERISA Payors) and prohibits plans from engaging in unfair payment practices.)
Public Tuition: \$349.00 per person
TRAF Early Out Member Tuition: \$249.00 per person

(714) 995-6900 ext. 6925

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TRAF Member Discounts

The Reimbursement Advocacy Firm is the representation arm of NCRA. TRAF Members outsource their internally exhausted cases that need to be escalated to our Claims Compliance Audit Unit. Our Audit Unit's primary responsibility is to send Enforcement Campaigns through the Payor PDR process (that you have not appealed in writing) and handle all cases where an underpayment or denial has been triggered from your office. To qualify for a TRAF Member discount, **providers must have a signed representation contract on file, meet annual submission threshold requirements and/or actively submit cases for audit and case review.**

Seminar Discount Policy

Register fifteen or more individuals from your organization at the same time for the same training course and receive 15% off of the regular seminar rate.

Government Discount

To allow employees of federal, state and local governments to take advantage of the unique learning opportunities offered by NCRA, we offer a 25% discount off the regular seminar rate. To receive this discount, your registration form and payment must be accompanied by a letter, on agency letterhead, requesting the government discount.

Faculty

Ed Norwood is President of ERN/The National Council of Reimbursement Advocacy. He has been recognized as a unique and distinctive authority in administrative laws that govern the healthcare delivery process.

Few have blazed the trail of success in the same inimitable style as Ed. With an entrepreneurial story which is both entertaining and inspiring, Ed has a seasoned, realistic perspective that inspires employees to advocate for medically appropriate healthcare for patients and become the best in their industry. Ed delivers a daring, transforming, no-nonsense message to bring practical solutions, change and powerful strategies for initiating corrective action with plans and bolstering your appeal letter writing process.

He has worked with:

The UCI-Physicians, Healthcare and Law Program, The Chapman University Managed Care Program, Tenet Healthcare, Catholic Healthcare West, Adventist Health, the University of California Healthcare System, Avanti Health, Presbyterian Intercommunity Hospital, Cedar Sinai, Good Samaritan Hospital, Sutter Health, MemorialCare, TVHD, HFMA, AAHAM, CAHAM, the California Ambulance Association, San Jose Surgical Society and many other members of the healthcare community.

Ed is also an active member and selected author and speaker for NCRA, HFMA and AAHAM.

Increase Cash Flow and Regulatory Compliance

All boot camps include:

- A six-hour session (**8:30am to 3:30pm**) of in-class training with attendees able to come back to FREE Quarterly Claims Compliance Forums to increase their skills in claims compliance mastery over the course of one (1) calendar year and prepare for NCRA Professional Certification (*15 hours of training in ERN Certified Courses required.*)
- Dream team dispute writing workshops for 2-3 of the topics covered (***These interactive sessions provide denial appeal simulation that concentrates on letter/script writing and verbal communication skills needed to overturn challenging denials.***)

We Can't Afford to Fail

The process of creating appeals, collecting payment and bringing plans into compliance with **statutory and case law** requires an intense and sophisticated approach to achieve financial survival and the continuous provision of

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quality health care. Each dynamic program offers take home materials, such as **Sample Appeal/Demand Letters, Affidavits of Compliance, Policies and Procedures** and **Case Studies** to get you off to the right start!

Who Should Attend

These boot camps are for physicians, hospital and healthcare provider CFOs, VPs of reimbursement, VPs of finance, directors and/or managers of patient accounts, admissions, managed care, health information systems and operations professionals responsible for managing the front and back end process (**Minimum of 10 attendees required.**)

Continuing Education Credit

0.6 professional development units will be awarded for this offering by ERN Enterprises, Inc. for complete attendance of the program. Other participants will receive, upon successful completion of this program and the assessment test, a certificate documenting the completed continuing education/clock hours.

Train For Free

You can DEDUCT the costs of qualifying work-related education as business expenses. This is education that meets at least one of the following two tests: **1.The education is required by your employer or the law to keep your present salary, status, or job. The required education must serve a bona fide business purpose of your employer.** **2. The education maintains or improves skills needed in your present work.** (Click here: <http://www.irs.gov/publications/p970/ch12.html> or talk to your accountant for more details.)

Registration

Fax (714) 995-6901

- TRAF MEMBER
- NON MEMBER

Organization: _____ # of Attendees: _____

Contact: _____ E-Mail Address: _____

Phone: _____ Address: _____

City / State / Zip: _____

Visa / MasterCard /AMEX/ Check (circle one) #: _____

Name on Card (please print): _____

Expiration Date: _____ CVV Code (3 digit code): _____

Charge Amt.: \$ _____ Signature: _____