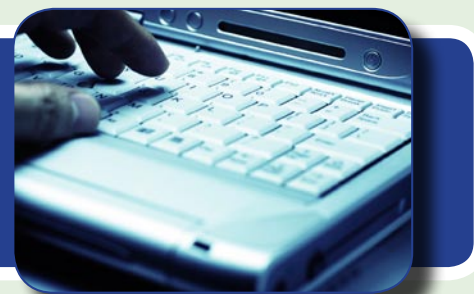


# NHA WEBINAR

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## Why Leading Hospitals Love RACs: Increasing Revenue Capture to Offset Audit-Related Losses

Webinar #072010-NE

### DATE AND TIME

July 20, 2010

1:30 p.m. - 3:00 p.m. CT

### OVERVIEW

In this program attendees will learn actionable techniques used by progressive hospitals to turn RAC and MIC audits into an opportunity to increase revenue capture. Region D hospitals are in the unenviable position of having almost their entire Medicare book of business subject to audit, a trend we are certain to see expand across regions in the near future. This program will condense vital learnings from the nationwide response to early rounds of RAC and MIC requests, demonstrating how select hospitals are turning the tables on RACs and using their own techniques to:

- Find underpayment areas representing opportunity to significantly increase revenue capture.
- Inform smarter clinical documentation improvement programs to ensure appropriate payments, even with limited resources.

### TARGET AUDIENCE

CEOs, CFOs, compliance officers, HIM directors, revenue cycle directors, patient accounting directors, case management directors, RAC coordinators other members of revenue integrity teams.

### OBJECTIVES

Webinar attendees will learn the specific techniques and areas of focus they can use to replicate these efforts at their institution, and will learn how to:

- Avoid undercoding and overly-conservative coding as you lower overpayment risk.
- Move beyond compliance to develop programs that reduce risk while generating revenue.

- Hardwire continuous clinical documentation improvement programs to prevent audit risk at the source.
- Adopt strategies from leading hospitals that view the RAC and other audits as a favorable opportunity.
- Understand how new health care reform regulations affect revenue integrity.

### FACULTY

**Malissa Bennett, Director**

Revenue Integrity Compass

Malissa Bennett is a Director with Revenue Integrity Compass, a division of The Advisory Board Company, a best-practice research firm that works with over 2,700 member hospitals across the country to uncover key solutions and solve current and future "up-at-night" issues. Ms. Bennett works with partner hospitals and health systems to identify and integrate process improvements in response to the RAC audits, and other forms of data-driven post-payment review. More broadly, Ms. Bennett provides ongoing training and supports the development of strategic best practices and deliverables to ensure that The Advisory Board is serving the objectives of cohort partner institutions in the revenue cycle terrain. Ms. Bennett has years of experience both in and out of the health care industry. As Managing Director of Membership & Communications at The American Orthotic & Prosthetic Association, she developed a solid health care background. As a Director at Social Technologies, she built client relations with Global 1000 companies, helping to identify future strategic business challenges and market opportunities.

### PRICE

\$195 per connection.

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