



Optimizing Your Agency's Revenue Cycle for Improved Financial Performance



Home care providers continue to struggle with payment adequacy issues and ever-thinning margins. Agency leaders need an efficient and effective vehicle to focus on the areas of their revenue cycle that could be improved in order to maximize collections performance. In this workshop, you will learn how to analyze and target under-performing areas of the revenue cycle through the use of metrics as an efficient and effective means of improving revenue and cash flow.

Your agency's revenue cycle optimization review is important, but it's also vital to assess your internal capacity for sustaining revenue cycles at optimal levels. Are internal adjustments or procedural shifts all that's needed to reach your maximum efficiency or would your agency ultimately be best served by outsourcing such functions? Learn how to evaluate whether outsourcing revenue cycle management makes sense for your agency, including the pros and cons of outsourcing, determining the return on investment (ROI) and how to evaluate vendors and agreements.

Who should attend: Financial managers/directors and administrators.

ABOUT THE PRESENTER:

Phil Feldman is a CPA with over fifteen years of experience with progressively increasing responsibility in operational and financial management for national home healthcare agencies. Phil is presently Vice President, Revenue Management Solutions at Sandata Technologies, LLC, where he has executive responsibility for this Sandata business unit that provides end-to-end revenue cycle management services to home care agencies to improve revenue and cash flow.

September 13, 2017

Location:
**Visiting Nurse Service
of New York**
107 East 70th Street
(between Park and Lexington Ave)
New York, NY 10021

9:30 to 10:00am
**REGISTRATION AND
CONTINENTAL BREAKFAST**

10:00am to 12:00 Noon
PROGRAM



REGISTRATION – (Deadline August 30th)

Name: _____
Title: _____
Agency: _____
Address: _____
City/State/Zip: _____
Phone: _____ Ext. _____
Email: _____

Cancellations received by August 30th are refundable less a 25% administrative fee. Cancellations must be received in writing via e-mail to info@hcanys.org. No refunds after that time or for no shows. Substitutions are permitted.

In accordance with the **Americans with Disabilities Act** or special meal needs, please let us know how we can accommodate you:

REGISTRATION FEE

HCA Members **\$99** _____ Non-Members **\$199** _____

PAYMENT

____ MasterCard ____ VISA ____ American Express ____ Check*
*Make checks payable and mailed to: HCA Education and Research
388 Broadway, 4th Floor, Albany, NY 12207
Credit Card #: _____ Exp. Date: _____ Security Code: _____

Name and/or Company Name on Card

Billing Address of card (including City, State and Zip Code)

Authorized Signature

FAX TO: (518) 426-8788