**Agenda**

### Monday, May 22

- **8:30 – 4:00 pm**
  - CT HFMA Golf Tournament & Reception at Fox Hopyard Golf Club [see insert]

- **6:00 – 8:00 pm**
  - Conference Registration (at Mohegan Sun)

### Tuesday, May 23

- **7:00 am**
  - Conference Registration
  - Exhibit Hall Opens

- **7:00 – 8:00 am**
  - Hot Buffet Breakfast Sponsored by **BKD CPAs & Advisors**

- **8:00 – 8:30 am**
  - Opening Remarks

- **8:30 – 9:30 am**
  - **(T1) Keynote Address** Sponsored by **Bank of America Merrill Lynch**
    - *A book signing will be held at the conclusion of this presentation.*

- **9:30 – 10:00 am**
  - Break with Exhibitors

- **10:00 – 11:00 am**
  - **(T2) Industry Update**

- **11:00 – 11:15 am**
  - Break with Exhibitors

- **11:15 – 12:30 pm**
  - **(T3) Breakout Sessions**

- **12:30 – 1:45 pm**
  - Lunch

- **1:45 – 3:00 pm**
  - **(T4) Breakout Sessions**

- **3:00 – 3:15 pm**
  - Break with Exhibitors

- **3:15 – 4:30 pm**
  - **(T5) Breakout Sessions**

- **4:30 – 6:00 pm**
  - Networking Reception Sponsored by **Cleverley + Associates** and **RevSpring, Inc.**
    - *Relax and network with colleagues. Light appetizers will be served with cash bar.*

- **6:00 – 8:30 pm**
  - **$ Add-on Activity ($50):** Murder Mystery Dinner
    - Sponsored by **BerryDunn** and **Penn Credit Corporation**

### Wednesday, May 24

- **7:30 – 8:30 am**
  - Hot Buffet Breakfast

- **8:30 – 9:30 am**
  - **(W1) Capstone Address** Sponsored by **Baker Newman Noyes**

- **9:30 – 9:45 am**
  - Break with Exhibitors

- **9:45 – 11:00 am**
  - **(W2) Breakout Sessions**

- **11:00 – 11:15 am**
  - Break with Exhibitors

- **11:15 – 12:45 pm**
  - **(W3) Closing CEO Panel Discussion**

- **12:45 pm**
  - Raffle Drawings & Conference Conclusion *Must be present to win!*

  - Box Lunch Available

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Learn More & Register

[www.HFMARegion1.org](http://www.HFMARegion1.org)
Learning Objectives:
- Why prioritizing personal goals is vital to your wellbeing, the wellbeing of those around you and your career.
- How to unbury your dreams and keep them unburied.
- How to accomplish seemingly impossible goals.

Ben Nemtin is on a mission to achieve the unthinkable. From playing basketball with President Obama to streaking a soccer field, from raising over $400,000 for charity to placing a record-breaking $250,000 bet on roulette, Ben's bucket list quest has inspired millions to strive for greatness. Ben weaves the compelling story of how The Buried Life grew from 100 impossible dreams scribbled on a piece of paper into a global movement of millions and skillfully connects his story to the fabric of our daily lives.

Ben's message of radical possibility combined with his "5 Steps To Make The Impossible Possible" leaves audiences not only inspired but also equipped to tackle the seemingly insurmountable. Ben's system of achieving any impossible goal demystifies daunting tasks and turns "dreams" and "projects" by creating a digestible pathway to success. Mediocre is crowded, raise your bar and surprise yourself.

How to accomplish seemingly impossible goals.

STAY UP TO DATE
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@NHVTHFMA

#HFMAR1
This presentation will highlight circumstances where, despite a well-designed revenue cycle, difficult to detect errors can occur that lead to lost revenue. Examples include challenges with charge capture, diagnosis, and procedure coding, CDM Design, unique payer contract provisions and requirements, unintended bill edit effects, contract management system limitations, among several others. The presentation will include real examples and solutions taken from hospital clients across the country. The goal of this presentation is to equip hospital revenue cycle leaders with actionable items that will yield additional revenue in an otherwise high performing revenue cycle.

Learning Objectives:
- Correct methods of billing inpatient claims for Part B reimbursement to Medicare and outpatient series claims for appropriate commercial payer reimbursement.
- Specific methods of finding lost implant revenue due to missing charges and conflicting CDM requirements for skin substitutes.
- Ways revenue leakage can occur throughout the billing and coding requirement cycle for new drugs.

As CMS continues with the use of Medicare cost report Worksheet S-10 to determine a provider’s UC Factor 3 reimbursement per the FFY 2019 IPPS final rule, ensuring the accuracy of Worksheet S-10 reporting is essential for all Medicare DSH-eligible hospitals, as this data source now drives a nearly $8.3 billion reimbursement program. This presentation will examine the FFY 2019 IPPS Final Rule as it pertains to the Medicare DSH/Uncompensated Care calculation and will also provide trend analyses and impacts associated with qualifying DSH hospitals. Additionally, since CMS audits of S-10 data have started for the first time, SCA will also provide a timely, detailed discussion surrounding the challenges hospitals are encountering in calculating, accurately reporting and documenting auditable support for their Uncompensated Care Factor 3 distributions.

Learning Objectives:
- Examine the current Medicare prospective payment rules with regards to Medicare DSH & Uncompensated Care payments.
- Identify trends to consider and dollar impact shifts for budgeting.
- Demonstrate best practices for initial and revised cost report completion with audit compliance in mind.

In this session, Jennifer Carney will share lessons learned from an ACO’s journey bringing real-time analytics to the frontlines of health care delivery.

Learning Objectives:
- Learn the various business intelligence tools and infrastructure needed to successfully bring analytics into the physician practice workflow.
- Identify areas of focus for analytics that will have the greatest impact, drive ROI, and align physicians and hospitals to ensure they are working toward shared goals.
- Set, implement, and monitor performance targets that meet the various quality measures within risk-based reimbursement contracts, and help achieve population health goals.

Increasing federal and state regulations are causing many hospitals to struggle to stay up-to-date with ever-changing coding and compliance rules, as well as developing and maintaining a defensible and transparent pricing strategy. This presentation is designed to define the Chargemaster (CDM) and help you determine next steps to defend your CDM including written criteria, policies and procedures specific to common risk areas, in addition to key industry trends that impact CDM structure, price transparency and revenue. We will also address next steps for you to consider when implementing an effective Internal Audit and Monitoring program to ensure compliance and optimize reimbursement long term.

Learning Objectives:
- Understand the role the CDM plays in the hospital revenue cycle.
- Identify risk areas and develop a plan to proactively defend your CDM structure and negotiate payer contracts.
- Understand your payer contracts and how net revenue is impacted.
- Identify key elements of an Internal Audit and Monitoring program to ensure a compliant CDM with accurate and complete charge capture.

Attendees will gain an understanding of the Medicare wage index and how it impacts the Medicare reimbursement for their hospital. They will learn about exceptions to the standard geographic designations and how recent strategies have impacted the wage index. Data and examples from each of the New England states will be reviewed. The program will also demonstrate specific items to focus on in the data in order to optimize their reimbursement rates. An up-to-date status report of the wage index for New England will be provided.

Learning Objectives:
- What is the Wage Index and how is it calculated?
- Impact of the Wage Index on the bottom line.
- Scrutinizing your data (and that of your neighbor)

To unlock the power of data-driven care, providers must leverage health care analytics in a meaningful way. First, organizations must invest in infrastructure and tools to deliver accurate and comprehensive data analysis. But where should they focus analytics efforts to achieve the greatest impact — and drive an ROI? How can providers use insights to meet the various quality measures within value-based contracts?
Optimize decision support in your organization by enabling users to tap into available resources. This session will explore how providing the proper training and guidelines for decision support to users throughout your organization can facilitate a data driven culture to improve strategic planning and root cause analysis.

**Learning Objectives:**
- Be able to identify best practices for providing users with the proper tools and understanding to fully utilize underlying data.
- Determine what procedures can help ensure data is accessed consistently and correctly.

### TUE | 3:15 PM - 4:30 PM

**REVENUE CYCLE TRACK**

**T5A** The E Factor: Cultivating an Engaged Revenue Cycle Team to Drive Strong Performance  
Lynne Mahony, MBA, MFA | Managing Director, Studer Group/Huron  
Robert Parris | Managing Director, Studer Group/Huron

Lynne and Robert will share Evidence-Based Leadership™ principles and best practices of high performing revenue cycle organizations. Attendees will gain insight into how to create and sustain high employee engagement that empowers the organization to meet and exceed revenue cycle targets. Come prepared to this interactive session to learn and discuss high impact leadership practices that increase employee engagement, foster a culture of professional development and growth that advances organizational objectives across a balanced scorecard.

**Learning Objectives:**
- Learn practical methods for continually connecting your team to the “WHY” of their work—how revenue cycle is vital to the execution of the organization’s mission, vision and values.
- Gain insight into research on what employees want from their leader and the practical how-to’s for meeting those expectations.
- Understand the theory and practice of aligning goals and incentives to outcomes-based training.

**REIMBURSEMENT TRACK**

**T5B** Telemedicine and 340B Update: CMS Giveth and Taketh Away  
Gary Rosenberg | Counsel, Verrill Dana, LLP  
Rachel Weisblatt | Associate, Verrill Dana, LLP

This session will cover two areas that are of great interest to providers that are constantly changing. Learn the current status of Medicare’s expanded coverage of telemedicine services as well as payment reductions and other changes to the 340B drug pricing program.

**Learning Objectives:**
- Learn the current national landscape on telehealth reimbursement and update on proposed Medicare expansion of telehealth coverage and potential obstacles.
- Recent Medicare payment cuts for 340B drugs.
- Final regulation setting pharmacy ceiling prices and monetary penalties.

### WED | 9:45 AM - 11:00 AM

**REVENUE CYCLE TRACK**

**W2A** Surprise Billing Laws: How to Protect Your Organization and Your Patients  
Carmen Jule, Esq. | Associate, Garfunkel Wild, P.C.  
Debra Silverman, Esq. | Partner Director, Garfunkel Wild, P.C.

This session will (i) provide an overview of the genesis of surprise bill laws and their purpose as consumer protection statutes; (ii) outline and compare New England states’ respective surprise bill laws, as well as similar proposed federal legislation, and (iii) describe the necessity for compliance with such laws.

**Learning Objectives:**
- Obtain foundational knowledge of the requirements of surprise bill laws.
- Attain heightened awareness for the pitfalls of non-compliance.
- Discuss approaches for how to comply.

**REIMBURSEMENT TRACK**

**W2B** Update of Key Legal Developments Impacting Finance & Reimbursement  
Vincenzo Carannante | Partner, Shipman & Goodwin LLP  
Joan Feldman | Partner, Shipman & Goodwin LLP

This session will provide an update of key legal developments impacting finance and reimbursement.

**Learning Objectives:**
- Learn about legal developments that may impact business decisions.
- Learn about legal developments that may impact compliance.
- Learn about key legal changes that may impact finance and reimbursement.

### FUTURE STATE TRACK

**T5C** Transforming VBC Population Health via Telehealth: Positive ROI Lessons Learned  
Panelists | Sheila Johnson, RN, MBA | Vice President, Population Health Clinical Operations, Trinity Health  
Asif Zaman | Managing Director, PPC Enterprises  
Debra Silverman, Esq. | Partner Director, Garfunkel Wild, P.C.

The increasing importance to effectively and efficiently manage outcome based population health within evolving value-based care, consolidations, and consumerism has created a critical dependence on telehealth. Telehealth’s adoption within person-centered care models is associated with organizational enablement of outcomes, provider/patient satisfaction, improved long distance patient/client contact, engagement, interventions and monitoring. The potential for additional benefits and positive ROIs can be further realized with advancements of telehealth technology and ability to integrate with electronic health records, devices, m-health, evidence-based approaches, patient data repositories and holistic care.

Each panelist will provide a brief perspective about the current state and their recommendation for an ‘art of the possible’ sustainable model.

**Learning Objectives:**
- Provide participants with current to future state perspectives about how varying levels of telehealth can continue to enable clinical outcomes, efficiencies and positive ROI within a VBC/population health transformation.
- Understand evolving definitions of ROI/value definition evolution as viewed by converging stakeholders; patient/person, clinicians, consumers, payers, providers, Congress, taxpayers.
- Facilitate a discussion about future proof best practices that are flexible and adaptable to continual VBC evolution.
This conference contains a maximum of 10.50 CPE credits if all possible sessions are attended. All sessions have a CPE Fields of Study of Specialized Knowledge & Application, unless otherwise noted. Continuing education credits for NASBA will be sponsored and issued by the Massachusetts-Rhode Island Chapter. HFMA Massachusetts-Rhode Island Chapter is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org

**HFMA MA-Ri National Sponsor Registry Number:** 129053

To receive NASBA CPE credits, you must scan in and out of each individual session you attend. General Certificates will be available to each participant following the conference. Keep a copy of this program along with your certificate for your records.
REGISTRATION

Register online at:
www.HFMARegion1.org

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Add-On:
Murder Mystery: +$50.00

Payment Methods:
At the time of registration, you can choose to pay securely online with a credit card or be invoiced and pay by check. All payments are due prior to attending.

Refunds & Cancellations:
All cancellation notices must be received no later than May 10, 2019 to receive a refund, minus a $100 handling fee. Cancellations made after that date will be charged the full conference fee. Anyone with a balance due that does not cancel will be held responsible for the balance. Registrants must submit cancellation/refund requests by email to HFMAReg1@camihq.com or using the self-cancel link in your registration confirmation email. Phone and voicemail are not valid forms of cancellation communication.

Questions:
HFMA Region 1 Office | 781-786-8448 | HFMAReg1@camihq.com

VENUE

Mohegan Sun
One Mohegan Sun Blvd
Uncasville, CT 06382
www.mohegansun.com

Parking
Free valet parking is available onsite.

HOTEL ROOM BLOCK
You are responsible for making your own hotel reservation including changes and cancellations.

HFMA Region 1 has reserved a block of rooms at Mohegan Sun, our conference venue. While rooms are available, a preferred rate of $159 per night, plus tax and facility fee, will be honored until April 30, 2019. You MUST book through the resort directly, and use the Group Code: HFMAR19 to ensure your preferred rate.

Book by Phone: 1-877-664-3426
Book Online: https://book.passkey.com/go/HFMAR19
Group Code: HFMAR19
Rate: $159 per night, plus tax and facility fee
Deadline: April 30, 2019*

*Reservations are accepted on a space and rate availability basis; therefore, available inventory may sell out prior to cut off date.

Your credit card will be charged the first night’s room and tax upon booking. You will also be required to provide a valid credit card upon arrival. Reservations must be cancelled 2 days (48-hours) prior to arrival or it will result in a charge of one night’s room plus tax and full package.

Thank You to our Brochure Sponsor

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Contact: Lisa Wynne at 800-462-0282 or l.wynne@gragil.com
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HFMA Region 1
465 Waverley Oaks Road, Suite 421
Waltham, MA 02452
Imagine Tomorrow!!

You Say That We Are Dreamers, But We’re Not the Only Ones
We Hope That Day You’ll Join Us, And You’ll Hit A Hole-in-One!!

*NOTE NEW DAY AND TIME - MONDAY MORNING May 20, 2019*

Become part of the kickoff to the Region 1 HFMA’s Annual Healthcare Conference at Mohegan Sun Resort on May 21 and 22, 2019. The Connecticut Chapter is holding its Golf Outing on Monday, May 20, 2019 at the Fox Hopyard Golf Club in East Haddam, Connecticut, a short drive from Mohegan Sun. Fox Hopyard is consistently rated one of Connecticut’s finest courses and this promises to be an exciting event.

Schedule
8:30 am  Registration/Continental Breakfast
9:30 am  Golf Play Begins
3:30 pm  Reception, Awards and Prizes

Event Details
• Scramble Format
• Shotgun Start
• Prizes for Gross and Net plus Closest to the Pin and Longest Drive
• Fee of $250.00 per Golfer Includes:
  o Breakfast
  o Driving Range/Practice Facility
  o Golf with cart
  o Roving refreshment cart
  o Lunch Reception
• Reception only $35.00

Sponsorship Levels
• Tournament Sponsor  SOLD OUT
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• Lunch Sponsor
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* Call for Details on all the Sponsorships Available

For More Information Contact
Beth Ann Wetherell
Office: (860) 970-6683
bawetherell@gmail.com

Michael Rosadini
Office: (860) 539-6055
michael.rosadini@yahoo.com

Registration Form
You may register online at www.CTHFMA.org or complete the registration form below.

Company ___________________________________________________________

Address ____________________________________________________________

Phone _____________________________________________________________

Email ______________________________________________________________

Players Name ($250/golfer)  Handicap #
1 _________________________________________________________
2 _________________________________________________________
3 _________________________________________________________
4 _________________________________________________________

☐ I will attend the Reception Only ($35/person)

Grand Total $________________

Checks are to be made payable to: HFMA CT Chapter and mail to: HFMA CT Chapter
701 Hebron Ave, 3rd Floor, Glastonbury, CT 06033

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