

**MGMA**  
Medical Group Management Association  
Colorado

## Upcoming Events



May 14, 2015  
**CMGMA/PAHCOM  
Payer Day**  
Cielo at Castle Pines,  
Castle Rock, CO



September 24-25, 2015  
**Fall Conference**  
Beaver Run Resort  
Breckenridge

For more  
information, visit  
[www.cmgma.com](http://www.cmgma.com).

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Issue 15-01



# Colorado Connection

*The Official Newsletter of Colorado MGMA*

## From the President

*By Judy Boesen  
President, CMGMA  
Judy-boesen@comcast.net*



### *Happy New Year everyone!!*

The years seem to fly by faster and faster every year. This year will be no different and as medical practice administrators our plate will be plenty full again. Colorado MGMA is here to help you navigate through the many new regulations and requirements put on us (as if we didn't have enough already).

CMGMA started planning for an education/event packed year with our strategic planning meeting in November. We are in the midst of planning many events to enhance your education and networking opportunity.

The lunch and learns will continue and are coordinated by Margaret McGuckin. Our goal is to have a 3 month running schedule so you can see ahead of time what topics will be presented and plan to attend. If you have a burning topic that you want CMGMA to address feel free to email Margaret at [margaret.mcguckins@gmail.com](mailto:margaret.mcguckins@gmail.com)

We will also continue to have our monthly webinars that are free to our members.

January 20 is our Legislative reception. Melissa McCormick, legislative Liaison, is working on planning a great evening to allow us to network with our state legislatures. Look for information in our newsletter, for more details as we get closer to the date.

The annual salary survey will start soon and Jan Krause, our salary chairperson will have lots of information to help us participate. This year National MGMA will sponsor the state surveys. We all love the data from the survey but in order to get good data everyone needs to participate. This will be a much better survey than we have had the past 2 years. Look for information in the newsletter regarding the salary.

This year we are going to sponsor a new daylong event with our payers in May. Mark your calendars for May 14 for a daylong meeting in Castle Rock. In addition to the special location this is a co-sponsored event with Pikes Peak PAHCOM. For those unfamiliar with PAHCOM, it is a national association that has a very active chapter in Colorado Springs. PAHCOM stands for Professional Association of Health Care Office Management. Their mission is similar to CMGMA as they strive to keep their members educated regarding the changes, regulations, etc that all practice administrators need to be aware of. We will start a little later in the morning and finish mid afternoon to hopefully miss the traffic on both ends as we all meet in a central location. The exact location is being negotiated as we speak. We will announce it as soon as the time and place are firmed up. Stay tuned for the opportunity to network with your provider representatives.

*Continued on page 4*

# From the CMGMA Secretary

## New Year Resolution - Focus on Accounts Payable



Often we focus on negotiation of revenue agreements to combat inflation. As prices go up year over year the relatively small 3% increase in vendor contracts can have a significant long-term impact on the bottom line. Revenue increases are becoming scarce and do not keep up with inflationary pressures that all industries absorb in our community.

As a replacement for fresh revenue agreements try looking at vendor contracts to ensure they maximize value and have competitive rates. One way is to send out a request for proposal (rfp) for existing expenses. The rfp can identify new needs and see whether the current vendor can support the practice. The vendor can also showcase new capabilities unknown to the practice. Most of the time the sole objective of an rfp is not to reduce cost. Instead, an rfp can enhance a current partnership by building value.

Another way to build value is to join a group purchasing organization (GPO) for the practice's major medical sup-

plies. Often, this allows the practice to capitalize on substantial discounts for items purchased on a regular basis. Medical GPOs also have access to discounts on office supplies, cell phone services, printers, and other general office needs.

Finally, review the payment terms of each vendor to maximize the practice's cash flow. In some industries practices can negotiate terms for discounts when paying as little as 10 days early. By paying closer to the due date on an invoice, the practice's bank account balances will be higher, allowing for better negotiation of interest rates on mortgages and increasing revenue earned from interest on a money market account.

By focusing on your accounts payable, a practice can see a 1-3% decrease in expenses, excluding payroll. It is a nice resolution when most of the time they are headed in the other direction!

**Eric W. Speer MBAHA, CMPE  
Secretary of CMGMA**

The advertisement features a medical device on the left with labels for POWER, CONTROL (+), and HELP. A green swoosh graphic starts from the bottom right and curves upwards towards the top left, partially covering the device. A dark rectangular callout box contains the text "When you need it." Below the device, a horizontal line separates text from the swoosh area. The text reads: "Medical professional liability insurance specialists providing a single-source solution | ProAssurance.com". The ProAssurance logo, consisting of a green stylized 'P' and the text "PROASSURANCE Treated Fairly", is located in the bottom right corner.

## LEASE AND PURCHASE NEGOTIATIONS:

New Offices | Expansions | Relocations | Practice Acquisitions | Lease Renewals

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THE LEASE RATE AND I AM SAVING OVER  
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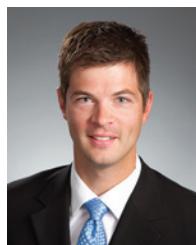
- ANDREAS EDRICH, MD  
HERITAGE HILLS FAMILY MEDICINE

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## From the President

Continued from page 1

We are all anxiously awaiting news on whether ICD-10 will be implemented in 2015 or not. Once we know, CMGMA is prepared to offer an ICD-10 boot camp to get up and running in time for the implementation date. At this time CMS is telling us they will implement on October 1, 2015, however, congress may have something to say about that.

Our fall Conference is scheduled in Breckenridge September 25<sup>th</sup> and 26<sup>th</sup>. Gena Weir, Education Chairperson is working hard on the agenda. We have scheduled our keynote speakers; they are Frank Cohen and Elizabeth Woodcock. Be sure to mark your calendar for the conference. We are also changing up that conference a bit to allow people to attend all of the events. We will start on Thursday at 10 AM instead of 1 PM and end on Friday at 12 Noon so you can get home before the evening rush hour in Denver. If there are burning topics you

want Gena to include in the fall conference program please email her at [genaweir@centura.org](mailto:genaweir@centura.org)

Hopefully, I have wet your appetite for participating in as many events as possible in 2015. This is by no means and all inclusive list of events planned for the year. Stay tuned for more opportunities to participate in your state organization.

On a business note; it was necessary to increase in dues to \$99 beginning January 2015. We have not raised our dues in many years. I have been a member of CMGMA since 1998 and I do not remember an increase in dues during that time. This is a nominal increase and our dues are still well below most of the other MGMA state affiliates.

I look forward to seeing you at our events over the next year.

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**January 20, 2015**  
**Come and Meet Your Legislators!**

***Colorado MGMA Annual  
Legislative Reception***

*CMGMA cordially invites CMGMA members and our Colorado  
Legislators to attend our annual Legislative Reception.*

*CMGMA membership is comprised of over 400 members who are  
Physicians and Practice Administrators for Colorado Medical Practices,  
and we want you there!*

*Please join us on Tuesday, January 20, 2015*

*At the University Club*

*1673 N Sherman (corner of 17<sup>th</sup> and Sherman)*

*Denver, CO 80203*

*303-861-4267*

*From 5pm – 7pm*

*Refreshments will be provided: Cost \$20.00*

*This is your opportunity to meet, mingle, and discuss healthcare issues  
and bills with our Colorado Legislators and to share an evening with  
Colorado's dynamic leaders in the Healthcare Industry.*

*RSVP to CMGMA [www.cmgma.com](http://www.cmgma.com)*

# From the Legislative Liaison



Happy New Year to all of you. I hope this year brings all that you are wishing for. We have been working hard on the upcoming Legislative Reception. The reception this year will be held at the University Club in Denver on January 20, 2015. Please don't forget you need to register for this reception and that this is your opportunity to meet, mingle and discuss healthcare issues and bills with our Colorado Legislators and to share an evening with Colorado's dynamic leaders in the Healthcare Industry.

We welcome 2015 with new legislators in Colorado as well as in Washington, D.C. There are bills that we will be working on for the year 2015. The following are some of the bills we are aware of on the local level.

- Naturopath Doctors are wanting to have more control in writing prescription medication.
- Telehealth - what does the future look like as well as, what are the pros and cons of telehealth
- Nurse Practitioners are wanting to decrease the amount of hours required outside of schooling for their DEA licensing, currently they must have 1800 hours while in school and 1800 hours after graduation; the hours after graduation are the hours they are wanting to be reduced. The dignity of death and dying.

These are just a few things that we will be seeing in the state legislation. However, as the year progresses I will be updating and keeping you all abreast of the local and federal legislation. I am looking forward to a great year as your committee chair with Legislation as well as I am looking forward to seeing you all at the Legislative reception.

**Melissa McCormick**  
CMGMA Legislative Liaison



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# 2014 Medical Office Staff and Physician Comp Survey

## You are cordially invited to participate in The MGMA 2014 Compensation and Production Survey

Survey participants will receive access to a survey report for free – the participant will have access to the information that they have provided. For example, if you provide staffing compensation you will be able to access staffing compensation.

### WHEN:

Compensation Survey opens January 26, 2015  
Cost and Revenue Survey opens February 23, 2015

### WHERE:

<http://www.mgma.com/industry-data/participate-in-an-mgma-survey>

Participation benefits include complimentary access to the survey results.

For this year's survey Colorado MGMA is proud to be participating in a program that is combining a new Medical Office Staff Compensation Survey with the Physician Compensation Survey.

If you are not an MGMA member, you must create an account if you have not previously logged into the MGMA Web site. The user ID associated with your account will be your means to access the online survey and survey report results.

The State Staffing Salary Report will be available through the DataDive.

More info at <http://online.mgma.org/state2015>

**The deadline for receipt of your  
survey information is: March 7, 2014**



*Interested in getting more involved with CMGMA? We are always looking for an extra hand to help make this association thrive. Please contact Kristina at [cmsgma@cmsgma.com](mailto:cmsgma@cmsgma.com) to see how you can help!*