

July 2016  
Issue 16-042

**MGMA**  
Medical Group Management Association  
Colorado

# Colorado Connection

The Official Newsletter of Colorado MGMA

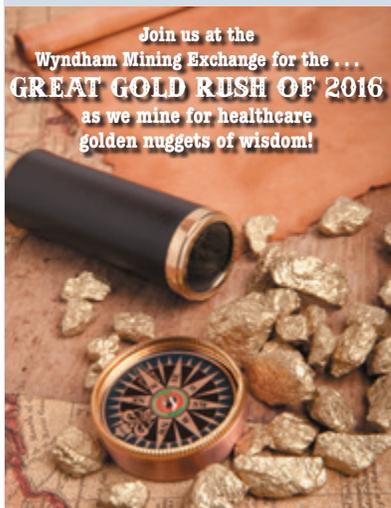
*Upcoming  
Events*

Join us for the Colorado MGMA



**ANNUAL GOLF  
TOURNAMENT**

**Wednesday, September 7**  
Cheyenne Mountain Resort  
1:00pm Shotgun Start



Join us at the  
Wyndham Mining Exchange for the ...  
**GREAT GOLD RUSH OF 2016**  
as we mine for healthcare  
golden nuggets of wisdom!

**September 8-9, 2016**  
**Fall Conference**  
Wyndham  
Mining Exchange  
Colorado Springs

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

## From the President



By Paula Aston  
President, CMGMA  
[paston@southdenverspine.com](mailto:paston@southdenverspine.com)

Welcome to Summer Everyone. As much as I'm enjoying the beautiful lawns and gardens in full bloom, I can honestly say I'm anxious for fall to get here with the "slightly" cooler evenings and the beautiful fall colors.

Last week I took some time to go back through several of our archived newsletters. In case you haven't done this, they are all located on the CMGMA website, and we have them dated back to 2010. It was fun to see some of the changes that we've all been through in our healthcare careers. Since this is the last newsletter I will

write as your president, I wanted to recap a bit, look ahead for our future and thank those that came before me in this role to make CMGMA such a fantastic organization.

In 2011, John Milewski spoke about the escalating cost of healthcare and the upcoming programs that Washington was introducing to "improve health care and decrease costs." Well, 5 years later I can honestly say that the only decrease in costs I've seen in healthcare are those associated with reimbursement for providers. My personal insurance premiums have increased dramatically and I'm not so sure if I can measure any improvement in the quality of care. John – thank you for presenting me to the executive board for nomination way back when. I appreciate tremendously the help and advice you've shared over the years.

In 2012, Lance Goudzwaard spoke about the upcoming changes with the implementation of Obamacare and he made the following statement "we don't know what the future will bring...but it doesn't look good for you!" Lance, I have to laugh. How true that statement seems to be again today. I'm not so sure how successful the stimulus packages were for our members, but from the many comments I've heard, it cost us all significantly more than the return. Thank you Lance, for once again bringing some laughter and fun when I'm around you and for your many wise words over the years.

In 2013, Jennifer Souders participated in the signing of a new law establishing a prior authorization process for submitting and receiving requests of approval for drug benefits. This bill was sponsored by Senator Irene Aguilar, who this year is also sponsoring amendment 69, the single payer system. It is my opinion, which may or may not reflect the opinion of the executive board, that the intent with this amendment is good, however it could have dramatic effects on healthcare for all Colorado citizens, as well as making Colorado the highest state income tax rate in the country. I strongly urge everyone to research the pros and cons of this amendment. Jennifer, you have been a wonderful mentor and someone whom I've always looked up to. It's been fun working with you.

As an organization, we have been privileged to have Judy Boesen serve as our president for 2 years. In 2014, Judy spoke about Meaningful Use, stage 2, which is currently in its sun setting stage, being replaced by MACRA and continued value based processes. Again I ask myself, are we as individuals getting a greater value for our healthcare dollar? And as practice administrators, are we all getting prepared for the potential new financial ramifications Macra will have on our practices. Judy – you are a wealth of information. I wish I had your brain for healthcare as well as your experience. Thank you for paving the way for me.

I am very thankful for the many people I have met over the years with CMGMA. I am looking forward to seeing everyone in September for our fall conference in Colorado Springs. Join me on the golf course September 7 for a great day of fun on the links. Come meet fellow administrators and friends at the conference which will spotlight "Leadership through Crisis." I can only imagine what the next few years will bring in healthcare. I hope we endure and weather the future crisis of our changing times. And help me to welcome our new incoming President – Eric Speer. I look forward to seeing you soon.

# From the Immediate Past President



By Judy Boesen  
Judyboesen@gmail.com

This is my final newsletter as a board member. It has been my privilege to serve on the executive board of CMGMA for the past 5 years. (It was supposed to be 4 years but then Eric Chappell up and moved to Phoenix just as he was getting ready to serve as president). The executive board is a 4 year commitment starting as Secretary, then President Elect, President and Immediate Past President. When a board member leaves during their succession, the board decides

how to fill the vacancy. In the case of Eric, Jennifer Souders and I stayed an additional year for board continuity. Well enough for my history with the board.

I has been a great 5 years; I have learned a lot, met a lot of new people and thoroughly enjoyed serving the organization and you the members.

Some of the highlights include;

- **Membership:** In 2011, my first year on the board, we had 412 members at the end of the year. Membership dropped until 2015 when membership increased 13%. 2016 membership continues to increase. With all the changes in health care it is important to take advantage of as many education opportunities as you can.
- **Educational Opportunities:**
  - CMGMA continues to provide monthly **Lunch N Learns**. In 2016 Lunch N Learns are expanding to Colorado Springs.
  - We participate with 9 other state MGMA organizations in presenting **webinars**. They are extremely valuable and allow you to listen from your desk. The most recent presentation was on MIPS; a very complex process for Medicare payments in the future. If the current schedule prevails, reporting for MIPS begins 1/1/2017 with bonus or penalty applied to 2019 payments.
  - In 2015 CMGMA, and Pikes Peak PAHCOM hosted the first annual **payer day** at Cielo's in Castle Rock. It was a huge success with 115 attendees. It was a half day conference with all major Colorado payers in attendance. Because it was so successful, the second annual payer day was held at Cielo's in May 2016.
  - This year CMGMA co-hosted our annual **legislative conference** with Colorado HFMA. We had the most legislators ever attend.
- **Coming events:**
  - **Annual Conference:** This year's annual conference is scheduled in Colorado Springs. The planning committee has worked very hard to provide a schedule filled with information. The date is September 8 and 9, at the Wyndam Mining Exchange Hotel in downtown Colorado Springs. This year we will have a golf tournament the afternoon prior to the conference. Be on the lookout for the conference brochure.

I want to thank all the board members, committee chairs, project managers, liaisons, and vendors for making CMGMA the vibrant organization it is today and my term so enjoyable. To all members, I invite you to become involved as a volunteer with the organization (we are all volunteers). CMGMA offers education, networking, and advocacy opportunities; all necessary to achieve success as a practice administrator.

See you in September!!

CMGMA

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# What Should You Know About the New Quality Payment Program?

Just when your physician practice successfully participated in the Physician Quality Reporting System (PQRS) or used your electronic health record correctly, beginning next year your practice will be evaluated for the data you report in 2017, which will effect payments in 2019. The good news is that you are moving in the right direction by participating in PQRS and meaningful use now. The work you are doing for those programs will help you transition to participating in either the Merit-based Incentive Payment System (MIPS) or an advanced alternative payment model (APMs). What do you need to know now to start to prepare to make the transition?

Lucky for you, the Centers for Medicare & Medicaid Services has created several documents and resources to help you become familiar with components of the new Quality Payment Program, which encompasses the Medicare Access and CHIP Reauthorization Act of 2015, MIPS and APMs. Visit CMS.gov for the following resources:

Quality Payment Program Overview

Quality Payment Program Fact Sheet (PDF)

CMS Presentation on Medicare Access and CHIP Reauthorization Act of 2015, Merit-based Payment Incentive System and Advanced Payment Models (PDF)

Visit the Value-Based Improvement and Outcomes Learning and Action Network ([www.tmfqin.org/Networks/Value-Based-Improvement-and-Outcomes](http://www.tmfqin.org/Networks/Value-Based-Improvement-and-Outcomes)), hosted by the TMF Quality Innovation Network, to stay up to date on the latest quality reporting and incentive program updates. Network membership is free.

## Upcoming Events

The TMF Quality Innovation Network is hosting the following upcoming events for the benefit of physicians and hospital health care professionals. Mark your calendars and plan to attend. You can learn more by visiting [www.TMFQIN.org](http://www.TMFQIN.org) and clicking on the Events tab.

**Tuesday, July 26, 12:30-1:30 CT**

### ***Secrets Revealed: Improving your Quality Resource Use Reports using CMS Benchmarks***

Learn from Adrian Nedelcut, quality improvement manager at the University of Texas Health Science Center at Tyler, who will provide more information about achieving Value Modifier financial incentives by drilling down into the components of the health system's Quality Resource Use Reports, identifying quality and cost improvement areas and using benchmarks from the Centers for Medicare & Medicaid Services. Physician practices, and physician and hospital quality improvement staff are encouraged to attend this presentation.

**Tuesday, Aug. 16, 2016, 12:30 – 1:30 p.m. CT**

### ***The Quality Payment Program: What do MIPS and APMs mean for your organization?***

Attend this presentation to hear from a representative with the Centers for Medicare & Medicaid Services who will provide more information about the Quality Payment Program, the Merit-based Incentive Payment System and incentives for participation in Advanced Alternative Payment Models. Physicians and physician and hospital quality improvement staff are encouraged to attend this presentation.

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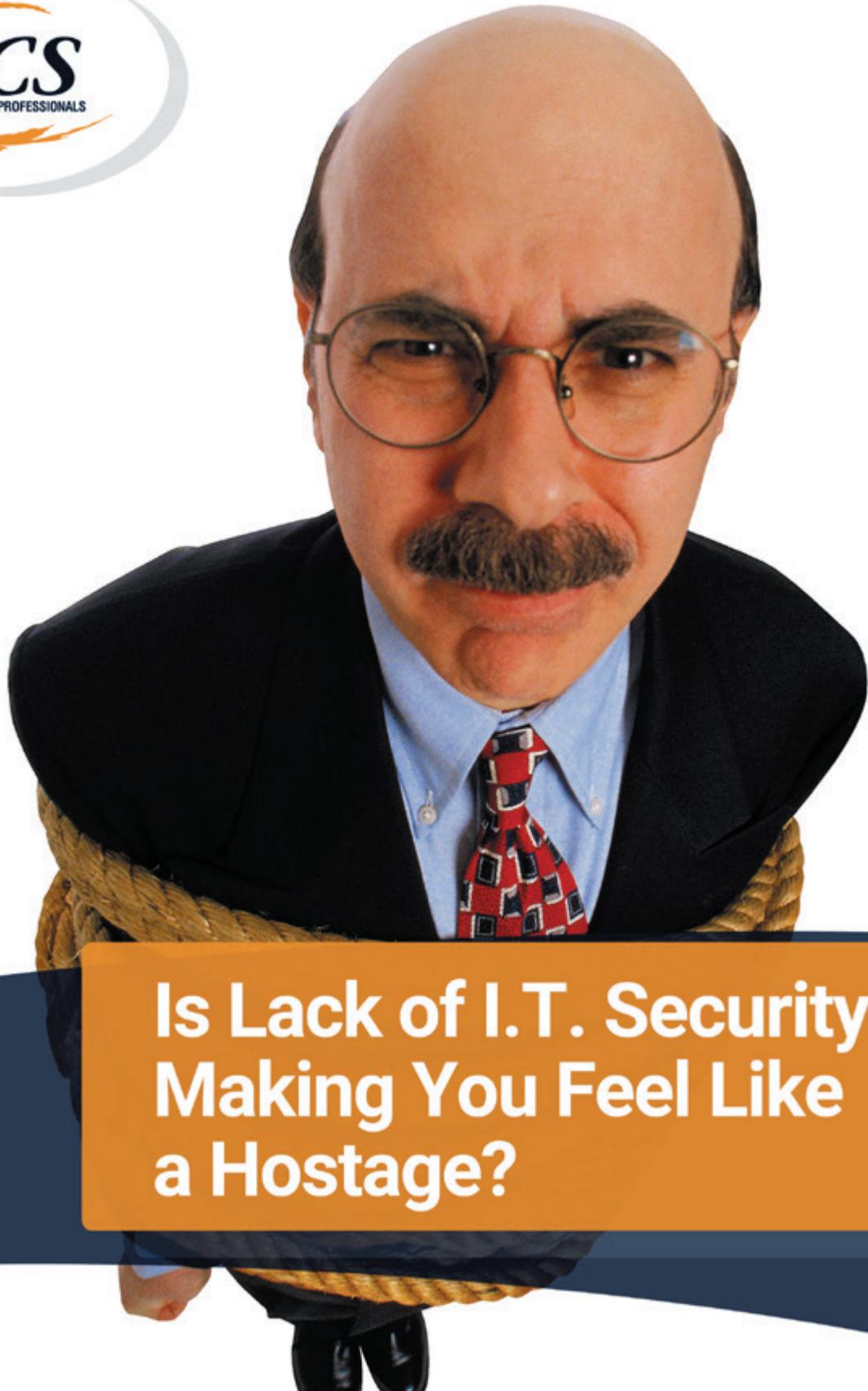
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**Is Lack of I.T. Security  
Making You Feel Like  
a Hostage?**

## Do you feel like a hostage in your own business?

Sadly, that's what so many cybercriminals today are aiming for. They want you to be scared; they can strike at any time, and so many businesses simply don't have the proper defenses to stop them.

The major question is why? What's holding you back from utilizing the most effective security solutions possible? Do you even know what type of threats you're up against?

One of the most pervasive issues facing businesses both large and small today is ransomware. Put simply, it's malicious software designed to block access to a computer system or set of files until a sum of money is paid. Essentially, it holds your data and resources hostage until you pay the hackers to unlock your files.

## What can you do?

So how do you stop yourself from falling victim to these criminals? The most effective way to combat the damage that ransomware does is with preventative measures. **Colorado Computer Support (CCS)** knows that the only way to truly secure your files 100% is with reliable backups – so that even if your data does get trapped by online criminals, you always have a quick and easy way to get back to work without lost resources.

On top of that, our team offers a wide range of innovative security solutions designed to stop ransomware and other intrusive bugs before they strike.

One important step is to realize how ransomware infects users in the first place. Traditionally, it comes from one of several ways:

- Spam Emails
- Hacked or compromised web pages
- Infected removable drives (such as USBs or external hard drives)

The key is to be diligent. Don't ever click on links or downloads in Emails that you weren't expecting or that seem suspicious – and always ensure you're only visiting trusted websites, especially with a device that contains any sensitive files.

CCS offers services such as Email and network security to help ensure that you're able to get work done online without having to worry; but some extra caution is always advised, even when you're working with protection.

**Want to learn more about threats like ransomware and how you can keep your business protected?**

**Don't neglect your security needs any longer!**



**Reach out to CCS to speak with our team of I.T. experts at [info@coloradosupport.com](mailto:info@coloradosupport.com) or (719) 439-0599 about crafting a strategic plan to keep your network safe from intrusive bugs that threaten your productivity and livelihood.**

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# Lunch, Breakfast and Learns



**July 27, 12-1pm**

**CoBiz Bank DTC**

**You won't get another chance to hear a nationally recognized MACRA expert speak right here in Denver. Space is already half full, RSVP now!**

Hear nationally recognized MACRA expert, Dave Wofford, Senior Manager at ECG Management Consultants, MACRA overview. This is critical and timely. MACRA impacts physician compensation. And it's just around the corner.

Beginning in 2019, CMS will be making significant changes in the way it reimburses for physician services under Medicare Part B, pursuant to the passage of the Medicare Access and CHIP Reauthorization Act (MACRA) in 2015. Though these changes seem like a long way off, they will actually be based on providers' performance in earlier years...most likely, 2017. Dave Wofford will describe the changes that are coming and what provider organizations need to do to prepare for them.

*Lunch will be provided by Colorado Business Bank*

**Breakfast and Learn**

**August 11, 9-10:30am**

**CoBiz Colorado Springs**

**Telehealth Update**

*Breakfast will be provided by Colorado Business Bank*

**August 24, 12-1pm**

**Eide Bailey- Denver West**

**Telehealth Update**

Samantha Lippolis is the Telehealth Director for Centura Health. Centura Health serves individuals, families and neighborhoods across Colorado and western Kansas through our 16 hospitals, medical group, senior living communities, health neighborhoods, physician practices and clinics, home care and hospice services, rural affiliate hospitals and Flight For Life® Colorado. As Telehealth Director, Samantha is responsible for strategy, planning and implementation of Centura's telehealth program.

Prior to joining Centura, Samantha worked on telemedicine efforts across Colorado at University Physicians Inc., Children's Hospital Colorado and Kaiser Permanente. She was named a Rural Health Fellow in 2012 by the National Rural Health Association and a fellow in telehealth by the Clinton Global Initiative University in 2010. She received her Master of Public Administration from the University of Colorado, Denver in 2010.

Samantha believes telehealth can leverage the network of urban and rural health care services to provide high level and specialized services to all. In 2015 Samantha worked directly with and testified in the Colorado House, Senate and Medical Board to provide reimbursement parity and modernize medical board guidance for telehealth. Geography and proximity don't need to be a barrier to receiving top-notch medical care. As we continue to reach toward population health, she believes innovative service delivery can be a powerful tool.

*Lunch will be provided by Colorado Business Bank*

**Lunch and Learns are FREE for CMGMA Members!  
\$25 for non-members. Visit our website to RSVP today!**

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as we mine for healthcare  
golden nuggets of wisdom!

**SAVE  
THE  
DATE**

**MGMA**

Medical Group Management Association  
Colorado

**CMGMA Fall Conference**  
**September 8th & 9th 2016**

**Wyndham Mining Exchange • Colorado Springs**

## CMGMA Fall Conference

# GREAT GOLD RUSH OF 2016

## Mining for healthcare golden nuggets of wisdom!

September 8th & 9th 2016

Wyndham Mining Exchange • Colorado Springs

### Wednesday, September 7

1:00pm-5:00pm Golf Tournament

### Thursday, September 8

7:30am Registration

8:00am-9:00am Breakfast in Exhibit Hall

9:00am-10:45am Key Note Speaker: **Frank DeAngelis** - *"Leadership Through Crisis"*

10:45am-11:15am Break in Exhibit Hall

11:15am-12:15pm General Session: **Mary Kelly** - *"In Case of Emergency, Break Glass"*

12:15pm-1:15pm Lunch

1:15pm-2:15pm General Session: **Dr. Scott Conard** - *"The Art of Medical Leadership"*

2:15pm-3:15pm Breakout Session A: **CHP/CORHIO** - *"Real-Time HIE Data Supporting Value-Based Care Management"*

2:15pm-3:15pm Breakout Session B: **Mary Stuart** - *"Employment Law Updates"*

3:15pm-3:45pm Break in Exhibit Hall

3:45pm-4:30pm Breakout Session A: **Dr. Scott Conard** - *"360° Assessment of Value Based Leadership"*

3:45pm-4:30pm Breakout Session B: **Kevin Peters** - *"Reviewing Physician Agreements/Contracts"*

4:30pm-5:30pm General Session: **Joe Deeden** - *"What to do When Your Employee/Patient Goes Postal"*

5:30pm-7:00pm Networking Reception in Exhibit Hall

### Friday, September 9

7:30am-8:00am Business Meeting

8:00am-9:00am Breakfast in Exhibit Hall

9:00am-10:00am General Session: **Traci Brown** - *"Spotting the Liar"*

10:00am-10:45am Breakout Session A: **Traci Brown** - *"Body Language Confidential"*

10:00am-10:45am Breakout Session B: **El Paso County Medical Society** - *"Practice Transformation"*

10:45am-11:30am Break and Prizes in Exhibit Hall

11:30am-12:30pm General Session: **Suzanne Falk** - *"MGMA Washington Update"*

12:30pm-1:00pm Closing Key Note: **Governor's Office**

Participate in our Refer-A-Friend Membership Drive for a chance to win a \$1,000 Gift Certificate to the beautiful Broadmoor Resort!

*Winner will be announced at the Fall Conference*

# CONFERENCE SPEAKERS



**Frank DeAngelis**

***Leadership Through Crisis***

"Our lives are not determined by what happens to us, but how we react to what happens; not by what life brings to us, but by the attitude we bring to life. A positive attitude causes a chain reaction of positive thoughts, events, and outcomes. It is a catalyst...a spark that creates extraordinary results."(anon) The tragedy at Columbine redefined the nation. Frank DeAngelis tells his story from the events to the aftermath. This presentation reveals the leadership lessons he learned in the focus of an international fire storm. This blunt straight-forward account provides invaluable insights into managing the after-crisis with students, staff members, community members and never ending media attention. A positive attitude and a passion for his job, allowed him to work at Columbine from 1979 to 2014. He shares how he was able to build a community that worked together for his kids; the students at Columbine High School. The take-aways from this presentation should be required for every leader in the nation. Frank retired in June of 2014 after spending 35 years at Columbine High School.



**Mary Kelly**

***In Case of Emergency, Break Glass!***

A systematic and humorous program to organize important life documents. 5 out of 5 people surveyed discovered that none of us are going to live forever. If something catastrophic happened to you today, would your family know what to do? Would your office staff know what actions to take? If you had to evacuate, could you grab all of your important paperwork in less than 30 seconds?

The reality is, no one wants to think about the time when they are not around. No one ever thinks anything tragic is going to happen to them. Great leaders need to make sure they are personally prepared, that their families are protected, and that their employees have their important life documents in order.

Can we do all of this in less than an hour? Yes!

Can Mary guide us through what we need to know? Yes!

Can it be funny and entertaining? Yes!

**Learning Outcomes:**

- Understand and assemble an organized system of life paperwork including letters of instruction, wills, trusts, health care directives, insurance, and end of life planning with Mary's In Case of Emergency, Break Glass! workbook.
- Assess the needs of a personal business plan that does not involve you.
- Design a legacy plan that encompasses your business's specific needs and protects your family.
- Get the important paperwork and critical information in ONE place so your personal representative can start right away working on your behalf and protecting everything you work for.

Less than 40% of Americans have a current will, and a will is only the beginning. Don't be left unprepared!

Not sure if you need this session? Take the 30-second "Are You Legally Organized?" quiz at [www.Organize-You.com](http://www.Organize-You.com).



**Dr. Scott Conard**

Healthcare costs are disabling America. High cost, low value healthcare must be corralled, contained, and cured. As the founder and president of healthcare corporations, an advisor to corporations, or as a board member Dr. Conard assesses, advises, and directs corporate initiatives to cross the chasm from volume to value based care. His experience as a successful entrepreneur, corporate executive, doctor, and healthcare strategist allows Dr. Conard view the challenges from multiple perspectives and to relate to other executives, healthcare providers, board members, and employees to assess the current situation, formulate an effective strategy, and execute on increasing quality, service, safety while eliminating unnecessary services, and lowering the cost of healthcare.

***"The Art of Medical Leadership"***

The medical leadership model utilized during medical training often creates a strong bias and perspective on medical leadership that continues into a practitioner's career. This carries not only through the academic institutions but also into hospitals and medical offices. During the session an alternative perspective for leadership will be explored. The results of this philosophy of leadership as it was deployed through a 510 provider medical practice from 2007-2010, and an 80 physician medical group in 2015 will be explored. At the end of the session participants should be able to: 1. Appreciate and be able to contrast the model of leadership currently often utilized during medical training, versus a more collaborative approach. 2. Understand and articulate key principles that facilitate the creation of a team-based approach, and 3. Appreciate metrics and goals that can be established for the realistic cultural and individual shift that occurs when this methodology is adopted.

**Learning Objectives:**

1. Transforming the medical community or practice in a time of significant change
2. Review and share important mindset management strategies to successfully facilitate practice transformation
3. Share examples and methodologies of these principals

***"360 Assessment of Value Based Medicine"***

There's a lot of discussion about "value-based medicine" today. What does this really mean? How do employers view this? What can medical groups do to strengthen the relationship with employees directly? How does that affect employees? This interactive session will focus on defining value-based medicine from the perspective of the health system, the medical practitioner, the employer, as well as the patient/employee. At the end of the session the participants should be able to: 1. Understand a more global perspective on value-based medicine. 2. And if there are opportunities within their communities, to work more directly with employers. 3. Set realistic expectations and goals as well as a timeline for these efforts.

**Learning Objectives:**

1. Discuss values from multiple stakeholders' perspectives
2. Define value in a way that all stakeholders can embrace
3. Examples of real life scenarios from which stakeholders can create a value based system

## CHP and CORHIO

Community Health Partnership (CHP) is a community collaboration of local health providers with the enduring purpose to improve the health of the Pikes Peak region through collaboration.

### **Real-Time HIE Data Supporting Value-Based Care Management**



#### **Mark Carlson**

Director of Product Management

Mark Carlson is the Director of Product Management at CORHIO where he defines, designs and prioritizes product solutions as well as educates community healthcare professionals about health information exchange (HIE). In his role, Mark translates national and local trends, such as shifting payment models, ACOs, clinical quality improvement associated with health IT and HIE, to develop internal strategies to link CORHIO products and services to the market. With more than 14 years of experience in health information technology, Mark has led teams focused on developing strategic initiatives using technology to improve care delivery. Mark has a master's degree in business administration from the University of Colorado.



#### **James Calanni, J.D., MBA**

Chief Technology Officer

James Calanni brings a 25 year career in health information technology leadership, with a Juris Doctorate (J.D.) in law, a Masters in Business Administration (M.B.A.) and Bachelor's of Science (B.S.) in Bio-Chemistry. His healthcare industry experience includes developing and guiding strategic planning initiatives resulting in sustainable growth and efficiencies through planning and technology enablement. James is an executive board member and Secretary at Invisible Disabilities Association and an advisory board member at MDValuate.

### **Value-Based Payment and Clinical Quality Reporting through Data Exchange**

A regional care collaboration organization (CHP) and their local health information exchange (CORHIO) will discuss how they worked together to improve an information-based, population-oriented care model that draws upon information from the HIE to provide interventional care management to Medicaid beneficiaries. The two organizations will demonstrate how they partnered to overcome technology, stakeholder buy-in and workflow barriers, through innovation, to effectively integrate community-wide patient health information into the structure of an accountable care organization.

#### **Learning Objectives:**

- Describe the development of an integrated data architecture, technology, and process for population health management through the use of data from a public health information exchange to identify those patients who need intervention or follow-up from care managers.
- Demonstrate the role health information exchange can play in providing customized technology solutions, including patient event notification reporting, to support population health management.
- Illustrate the benefits and challenges of integrating data

from a health information exchange into an accountable care organization's workflow, including gaining stakeholder buy-in, incorporating provider-level evidence-based changes, and scaling care management activities to include interventions based on recent encounter data.

- Recognize the outcomes in cost savings and care manager workflow advantages associated with the utilization of HIE for data analytics.
- Summarize future implications affecting the emergency medical services (ambulance) of the ACO and how the organizations plan to integrate this data in the health information exchange to inform better care coordination of frequent ED users.



#### **Joe Deeden**

##### **What to do When Your Employee/Patient Goes Postal**

Joe Deeden was employed as a Law Enforcement Officer with the Jefferson County Sheriff's Office, Colorado, from 08/2002 to 06/2010. He was a tactical operator with the Jefferson County Regional SWAT team from 2005-2009. In May of 2007 Joe received the Medal of Valor for his actions during an officer involved shooting with a barricaded gunman. In May of 2008 Joe received the Distinguished Service Medal for his involvement in a high speed chase and apprehension of a shooting suspect. In February of 2011 Joe completed a mission in Afghanistan with the Marine Corp as an Embedded Police Mentor. Since 2007 Joe has built, coordinated and conducted active shooter and S.W.A.T. training for officers from several hundred different agencies in 20 states, as owner and lead instructor of TAC\*ONE Consulting.



#### **Traci Brown**

Traci Brown is a Body Language and Unconscious Persuasion Expert. Through dynamic presentations she assists groups across all industries learn the tools to hear "Yes!" more easily and more often.

Traci is a frequent guest on local and national TV shows decoding body language of celebrities, politicians and those involved in current events. She even trains lawyers how to pick and persuade a jury based on body language.

Traci is a high-content, high energy speaker who is sure to motivate, educate and entertain at your next meeting. She enjoys using the body language and unconscious persuasion skills she teaches in her presentations in all sorts of business negotiations, with personal clients and has even adapted the skills to talk herself out of an embarrassing number of traffic tickets.

#### **Body Language Confidential**

Tactics every secret agent, salesperson and kindergarten Teacher should know. People are hiding things from you...

It's only confidential unless you've been to Traci's program.

Discover Strategic Body Language so you uncover secrets hidden in plain view and hear 'Yes!' more easily and more often during:

- Interviews
- Networking Events
- Staff Meetings
- Negotiations
- Conversations With Your Office Staff, Kids or Spouse

## ***Liar Liar, Pants on Fire***

Can You Tell When Someone is Lying?

Let Body Language Expert Traci Brown Show You How!

Are you winning the game of Two Truths and a Lie?

You play every day and don't even know it.

Win the game with your patients, doctors and team to dramatically improve your bottom line...and detect fraud before it happens.

Do doctors really like your ideas? Do they like the job you did?

Are your employees telling you the truth?

Are they telling you all of their needs?

Are they really who they say they are in the first place?

And most importantly, did your kids eat those donuts ... or did the dog?

In this fast paced keynote you'll learn how to use Traci's system to separate the lies from the truth in today's headlines ... and in your own life.

### **It's Time to Put the Fires Out. Here's How:**

- Instantly tell if someone is lying
- Know which lies are important
- Quickly uncover the truth
- Know which lies you should tell



### ***Employment Law Updates to Guide Office Managers***

#### **Mary H. Stuart**

Mary's practice encompasses all aspects of commercial litigation and labor and employment, the Employee Retirement Income Security Act (ERISA), and employee-benefits litigation. She

has obtained defense judgments for employers in multiple jury and bench trials and arbitrations, represented employers in dozens of labor arbitrations, advised corporate directors in ERISA class action lawsuits, and drafted and counseled on executive employment agreements and noncompete agreements.

Mary's litigation experience provides a solid base for advising clients in the energy and healthcare industries on best employment practices for avoiding litigation by:

- Consulting on employee issues from hiring to discharge
- Training of HR staff on compliance and investigations
- Advising on and litigating employment claims
- Advising on purchase and sale agreements on employee-related issues
- Drafting corporate and employment policies



### ***Reviewing Physician Agreements and Practice Contracts***

#### **Kevin Peters**

As a longtime healthcare attorney, Kevin focuses on Medicare/Medicaid certification and reimbursement, facility licensure, commercial transactions, regulatory compliance and the purchase, sale and

financing of health care facilities and businesses. He holds an advanced law degree in taxation and draws from his experience in taxation and as a former certified public accountant to maintain a strong healthcare transactional practice, which includes managed care contracting, provider contracting and real estate, including leasing, secured financing, mergers, acquisitions and sales.

## **El Paso County Medical Society**

### ***Practice Transformation***



#### **Suzanne Falk**

As Associate Director of MGMA Government Affairs, Suzanne serves as a liaison between MGMA and its members by coordinating Association grassroots efforts, frequently speaking at MGMA state and national meetings, and serving as an informational resource to members, helping to navigate complex details of new federal regulations and legislation.

As part of her role, she also works closely with her D.C. colleagues to represent the medical group practice voice in Washington, converting member feedback into direct advocacy with policy makers. Suzanne holds a degree in government from the University of Maryland and a Master of Public Policy from Georgetown University, where she specialized in healthcare and domestic economic policy. She has been with MGMA since 2012.

### ***MGMA Washington Update***

This update will provide timely information on the status of pertinent healthcare issues under consideration by Congress and federal regulatory agencies. Attendees will learn about recent legislative and regulatory developments affecting medical groups, gain a deeper understanding of these changes and their impact on the day-to-day activities of medical group practices, and be directed to clarifying resources. Specific topics include: payment changes under the final 2016 Medicare Physician Fee Schedule, key updates to federal quality reporting programs and what the future of the Medicare program looks like post-SGR repeal, among others.

#### **Learning Objectives:**

- Identify how legislative and regulatory initiatives affect your daily work
- Learn about new or pending policy changes
- Describe the resources available to assist you

#### **Topics Will Include:**

- SGR repeal and the Medicare Access and CHIP Reauthorization Act of 2015 (MACRA)
- Medicare Changes
  - Medicare Physician Fee Schedule
  - Medicare Enrollment
- Federal Quality Reporting Programs
- Healthcare Reform
- Compliance issues
  - HIPAA
  - ICD-10

# CONFERENCE INFORMATION

## CONFERENCE FACILITY

**Wyndham Mining Exchange**  
Colorado Springs, Colorado

Make your hotel reservations by calling: **719-323-2051** and reference CMGMA to receive the discounted group rate. The hotel group block closes on August 12, 2016.

**Room Rate:** \$165

## CONFERENCE REGISTRATION

### Early Bird Special!

**Register by July 15 to take advantage of our Early Bird Special and receive \$25 off of your registration fee!**

**CMGMA Members - \$200**

**Non-Members - \$300**

**Business Partners/Affiliates (not exhibiting) - \$500**

*Special discount for practices registering more than one attendee!*

Additional attendee rate for CMGMA Members - \$150, Non-Members \$250

Join CMGMA today by visiting our website at [www.cmgma.com](http://www.cmgma.com). Annual membership dues are only \$99!

**Register Two Ways:** **By mail:** Complete registration form and mail with payment to:

**Colorado MGMA**  
P.O. Box 380084, Birmingham, AL 35238

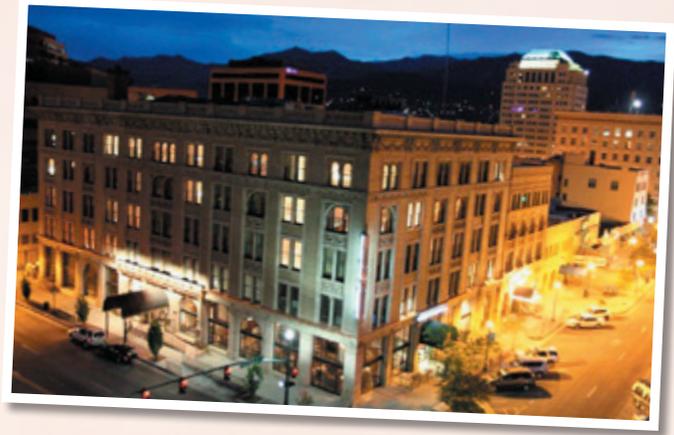
**Online:** [www.cmgma.com](http://www.cmgma.com)

## REFUND POLICY

Cancellations received prior to August 24, 2016 are subject to a \$50.00 processing fee. Cancellations after August 24 cannot be refunded. Substitutions from within the same group are acceptable. Please submit requests for cancellation or substitution in writing via email to: [kristina@m3solutionsllc.com](mailto:kristina@m3solutionsllc.com)

## ACMPE CREDIT

This two-day program is eligible for 10 American College of Medical Practice Executive (ACMPE) Credit Hours.



**Join us for the Colorado MGMA**

# ANNUAL GOLF TOURNAMENT

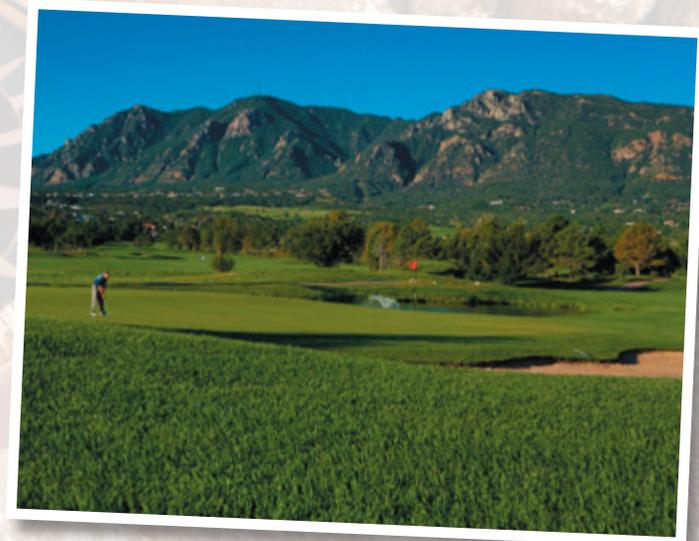
**Wednesday, September 7**

**Cheyenne Mountain Resort**  
3225 Broadmoor Valley Road  
Colorado Springs, Colorado

1:00pm Shotgun Start

Annual Golf Tournament in conjunction with the Fall Conference. Wednesday September 7th at the Country Club of Colorado located behind the Cheyenne Mountain Resort at 125 Clubhouse Drive, Colorado Springs. Join your colleagues and peers for a relaxing fun filled afternoon of golf and networking. Immediately following golf will be dinner and awards ceremony. Cost is \$120 per player which is all inclusive of the day, carts, golf, dinner and prizes.

Invite clients, colleagues and peers to set your own foursome or register as an individual and you will be paired with a group. For sponsorship opportunities please contact Scott Raberge at 970-347-5321 or [scott@pfccollects.com](mailto:scott@pfccollects.com). Visit our website to register today! [www.cmgma.com](http://www.cmgma.com)





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