MASTER YOUR REVENUE CYCLE
AGENDA - ENT

Agenda Topics	4-Hour Course*
Case Study Review • Revenue Cycle Pain Points • Provider Trends	**1:00 PM - 1:30 PM**
Let the Remodel Begin • Fee Schedule Review/Analysis • Financial Policies • What's on your website? Is it driving business?	**1:30 PM – 2:00 PM**
Cleaning Up the A/R Report • What information do you need? • Where do we start in order to reduce patient A/R? • Are there coding issues? How do we spot them?	**2:15 PM – 2:45 PM**
BREAK	**2:45 PM - 3:00 PM**
Key Metrics Review • What reports should we review? How often? • How do we use that data to drive decision making? • How to classify the money • Identify revenue leaks	**3:00 PM - 3:45 PM**
Ready, Set, Action! • Implementing a plan to collect patient balances • Setting up a workflow to maximize patient collections • Surgery deposits – how and when to present them to patients	**3:45 PM – 4:15 PM**
Denial, adjustments, appeals…oh my! • Why aren't we getting paid? • Common denial reasons and pitfalls • Adjustments – when do use them • Impact of denials • Appeals – how to do them well and see results	**4:15 PM - 4:45 PM**
Questions & Answers	**4:45 PM - 5:00 PM**