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Topic List

Keynotes

Emerging Trends in Healthcare: Medical Tourism
Emerging Trends in Healthcare: Consumer Driven Health Care
Emerging Trends in Healthcare: The New Managed Care Contracts
Emerging Trends in Healthcare: Managed Medicaid
Emerging Trends in Healthcare: Managed Medicare
Emerging Trends in Healthcare: Pricing Transparency
Emerging Trends in Healthcare: Technology Driven Front-End Redesign

Popular Topics for Breakout Sessions / Audio Webcasts 90 - 120 minutes

Troubleshooting Self-Funded Employer Health Plan (ERISA) Reimbursement
Solutions for Consumer Driven Health Plan Reimbursement
Managed Care Contract Analysis for Physician Practices: Step-by-Step
Taming the Silent PPO Monster: Controlling Access to Your Discounts
Getting Paid for New Technology, Drugs, and Supplies
Improving Managed Care Reimbursement - How To Get What You Negotiated
Eliminating Loopholes: Techniques for Reducing Denials and Appeals with Contracted Payers
Developing Payer Report Cards
Consumer Driven Health Plans and Managed Care: Contracting Implications
Where's My Money? (How to Get What You Negotiated)
Finding Answers to Tough Questions in Contracted Reimbursement
Negotiating and Renegotiating Managed Care Contracts

HOSPITAL

Contract Renegotiation Strategies
Developing Business Rules for Contracted Reimbursement
How to Evaluate Payer Performance
Analyzing Contracts with New Payers in the Market
Direct to Employer Contracting
Establishing A Medical Tourism Program at Your Hospital
Executive Wellness Program Development: A Wealth of Opportunities
Stored-Value Card Programs to Enhance Patient Loyalty
Shortening the Managed Care Revenue Cycle
Kill The Silos! Communications Improvement Between Departments
Hospital Board Retreat Facilitation
Dealing with Service Line Carve Outs in Contracted Reimbursement
Establishing a Bariatrics Program at Your Hospital: Step-by-Step
Best Foot Forward: Focus on Special Needs Populations (SNPs) with Medicare Advantage
High Deductible Health Plans: What To Tell the Front Lines
Preparing Your Physicians for Consumer Driven Health Plans
Is Gainsharing in Your Future?

Redesigning the PHO for the Consumer Driven Marketplace
Hospital Leadership Retreat Facilitation
Executive Coaching for the CFO: Private Lessons in Managed Care Contracts and Reimbursement
Executive Coaching for the CFO: Private Lessons in Consumer Driven Health Plan Financial Strategies
Executive Coaching for the CFO: Contracted Reimbursement Strategies and Business Rule Development
Executive Coaching: How to Evaluate Managed Care Contract Negotiator and Analyst Performance
Dispute Resolution: How to Fight Unreasonable Denials and Prevent Reoccurrence

MEDICAL PRACTICE MANAGEMENT

Managed Care Specialty Series

Managed Care Contracting for Orthopedics
Managed Care Contracting for Ophthalmology
Managed Care Contracting for Urology
Managed Care Contracting for Gastroenterology
Managed Care Contracting for Plastic and Reconstructive Surgery
Managed Care Contracting for Physical Medicine and Rehabilitation
Managed Care Contracting for General Surgery
Managed Care Contracting for Pain Management
Managed Care Contracting for Neurology
Managed Care Contracting for Radiology
Managed Care Contracting for Anesthesiology and CRNAs
Managed Care Contracting for Emergency Medicine
Managed Care Contracting for Pathology
Managed Care Contracting for Dermatology
Managed Care Contracting for Cardiology
Managed Care Contracting for Interventional Radiology
Managed Care Contracting for Cardiac and Vascular Surgery
Managed Care Contracting for Hand Surgeons
Managed Care Contracting for Spine Surgeons
Managed Care Contracting for Podiatry
Managed Care Contracting for Chiropractic Physicians
Managed Care Contracting for Internal Medicine and Family Practice
Managed Care Contracting for Pediatric Specialists and Surgeons
Managed Care Contracting for Pediatric Physicians
Managed Care Contracting for Endocrinology

MEDICAL PRACTICE MANAGEMENT (continued)

Managed Care Specialty Series

Managed Care Contracting for Rheumatology
Managed Care Contracting for Obstetrics and Gynecology
Managed Care Contracting for Hematology and Oncology
Managed Care Contracting for Pulmonology
Managed Care Contracting for Ear, Nose, and Throat Specialists
Managed Care Contracting for Physical and Occupational Therapy
Managed Care Contracting for EMS and Ambulance Services
Managed Care Contracting for Toxicology
Managed Care Contracting for Allergy and Immunology
Managed Care Contracting for Occupational Medicine
Contract Negotiation Techniques

Medical Practice Business Management

Medical Practice Marketing and Referral Development
What To Do When Managed Care Says "No"
Building Your Medical Practice Website: Step-by-Step
Medical Collections Improvement
Dealing with Problem Patients
Dealing with Problem Employees
How to be a Great Medical Receptionist
Best Practices: Insurance Billing and Follow up
Best Practices: Termination of Employment
How to Write an Employee Manual for your Practice
How to Write a Fraud and Abuse Compliance Manual for your Practice
Adding an New Physician to your Practice
Physician Employment Contracting
Joining an IPA or PHO
Writing a Medical Error Reduction Policy
Reduce Your Credentialing and Recredentialing Headaches
How to Find and Hire the Best Employees for your Practice
Reducing Pilferage and Embezzlement Opportunities
Getting Paid for New Technology, Drugs and Supplies
Capitation: Here it comes ...AGAIN!
"My Patient Went Where for Surgery?" (Medical Tourism)

HIPAA

HIPAA Privacy and Security Training for New Hires
HIPAA Privacy and Security Refresher for Existing Employees

Practice Management Skills

Leadership Skills for the New Practice Manager

How to Manage a Medical Practice 101

Making Sense of Managed Care Reimbursement

Understanding Equipment Vendor and Lease Agreements

PHARMACEUTICAL COMPANIES

Special Reimbursement Troubleshooting for Injectable Drugs

Special Reimbursement Troubleshooting for Radiopharmaceuticals

Helping Physicians get Paid for Your Products

MEDICAL DEVICE MANUFACTURERS

Avoiding Surprises: How to get paid for new technology and supplies

Help Your Clients Help Themselves: Managed Care Contracted Reimbursement

Supply Chain Impacts with Medical Tourism and Global Health Sourcing