



“Building a Managed Care Contracting Strategy”

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The practice leadership and management must agree upon and communicate these concepts and guiding principles to those who will review and negotiate the organization's contracts.

Learn to formulate an overall contracted reimbursement strategy so that your contract analysts and negotiators have a set of guiding principles by which they can negotiate the best interests of the organization.

A sample worksheet and 40 model business rules will be provided.

Learning objective(s):

1. Discuss the importance of developing a written contracted reimbursement strategy and business rules, taking into account all sources of contracted and managed reimbursement sources.
2. Examine more than 40 contracting business rules successfully implemented and negotiated by hospitals around the nation
3. Review a 7-page pre-contracting due diligence worksheet that you can implement immediately after class.

Target audience: Medical Practice Managers, Administrators, etc.

Level of subject matter: Appropriate for all levels