



## Health e Connections Newsletter

### Hello and Happy Fall!

This month's newsletter is packed with insights and opportunities to help you thrive in the ever-evolving healthcare landscape. Dr. Anne Hirsch, our Medical Director, shares essential strategies for accurate medical coding in her article "[Medical Coding Done Right: Improving the Bottom Line](#)," while CEO Jill Arena reflects on her recent presentation at the CPOMP Annual Meeting. We also invite you to explore our innovative [CodeMastery](#) program, which helps clinicians maximize revenue at no upfront cost. Don't miss out on our upcoming appearances at top industry conferences, and be sure to tune into our [Medical Money Matters](#) podcast for expert advice on growing your practice. Plus, learn about our diverse educational programs designed to elevate leadership and revenue management in your clinic.

We hope you enjoy this month's newsletter. [Contact us](#) to let us know what topics you would like to see us include in future newsletters. We want to hear from you!

### Featured Article

#### **"Medical Coding Done Right: Improving the Bottom Line" by Anne Hirsch, MD, FACP**

This month, our Medical Director, Dr. Anne Hirsch discusses the importance of accurate coding, the financial risks of undercoding, and strategies to increase revenue through precise coding. She emphasizes how accurate coding is essential for maximizing reimbursement and **ensuring clinicians are properly compensated for the work they have already done**. [Click here to read](#) more about how you can improve your bottom line.

Want to learn strategies to improve the accuracy of your coding? Health e Practices developed CodeMastery, a program to help clinicians understand how to code and avoid leaving money on the table. What's even better? There is no upfront cost. [Check out CodeMastery here](#) and improve your confidence in your coding abilities! If you have questions, [contact Dave Beatty](#), Director of Sales for more information.

[Click here to read Anne's article](#)

## Health e Practices on the Road

### Highlights from the CPOMP 2024 Annual Meeting: A Talk by Our CEO

We're excited to share that Health e Practices' CEO, Jill Arena, recently delivered an educational and inspiring talk at the **Congress Of Physician Owned Medical Properties (CPOMP) Annual Meeting**.

She had the privilege of presenting on "[Faking Financial Acumen: Identifying the Signs in Your Group and How to Address Them](#)." Jill looks forward to further collaboration with medical professionals and sharing insights on the business side of medicine.

## Exciting Conferences Ahead: Join Us!

We're delighted to announce our participation at several conferences next month. Here's where we'll be:

- **10/6 - 10/9: MGMA Leaders Conference** - We're excited to be exhibiting at the MGMA conference in Denver, CO! Be sure to visit us at booth [#758](#). We look forward to connecting with you!
- **10/26: Oregon Medical Association Conference** - Stop by our booth at The Oregon Golf Club and say hi! We'd love to see you.
- **10/28 - 10/30: athenahealth Thrive Conference** - The team will be in Austin, TX, circulating around the show floor. Come find us in the crowd - we'll be the ones wearing purple shirts and scarves covered with CPT codes!

## About the *Medical Money Matters* Podcast

### Demystifying the Business of Outpatient Medicine

Join Jill Arena, CEO of Health e Practices, and other healthcare industry experts in our weekly podcast, [Medical Money Matters](#).

This month's episodes include:

- Mastermind Groups and Why Physicians Might Want One - a Conversation with Shandy Welch, FNP, PCC - [episode #92](#)
- [Exploring Works' Compensation and MVA as Lucrative Lines of Business](#)
- [Keep it In House or Outsource? That is the Question](#)
- The Best Time for Physicians to Buy Real Estate - a Conversation with James Winchester - [episode #95](#)

Listen to *Medical Money Matters* on all major podcast platforms, or [listen here](#).

**Prefer reading?** Check out our [podcast blog](#) for episode transcripts and more.

[Click here to listen](#)

# Educational Programs

## Unlock New Opportunities for Growth and Development

Our educational programs cater to various sectors of your clinic:

- [Revenue Cycle Leadership Series \(RCLS\)](#): Integrating best practices in financial and revenue cycle management
- [Medical Administrators Performance Series \(MAPS\)](#): Taking leadership performance to the next level
- [Front Office Revenue Cycle Education \(FORCE\)](#): Understanding the impact your front desk has on your clinic's bottom line
- [Physician Leadership Project \(PLP\)](#): Building a confident, skilled, and well networked community of physician leaders

[Visit our website](#) to see these programs and more!

[Visit our website](#)

Have questions about any of our programs? [Book a Discovery Call here](#)

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