



Health e Connections Newsletter

Transform Your Practice: New Insights & Partnerships!

Big things are happening at Health e Practices, and we're excited to share them with you! From our CEO Jill Arena making waves on conference stages to a new partnership that promises to elevate healthcare training in the Pacific Northwest, there's no shortage of news. Plus, we've got some incredible educational opportunities lined up to help your practice thrive and services to assist with payer contract negotiations. Let's dive into what's new and noteworthy this month!

[Contact Us Here](#)

Easing a Practice Pain Point: Payer Contracting

by Barbara Tauscher, MHA, FACMPE

Were your insurance payer contracts updated BC (before COVID)?

Have your requests for a meeting with your payer representatives gone unanswered?

Is it difficult to calculate whether your practice would be better off changing RVU years with the same conversion factor or staying on the current RVU year with an increase in the conversion factor?

Health e Practices can help. In this article, Senior Consultant Barbara Tauscher, MHA, FACMPE shares insights into our two service models designed to **make your payer contract negotiations a breeze**. [Dive into the article for details!](#)

Whether you're leaning towards the **"self-service"** or **"full-service"** model, or if you're somewhere in between, we're here to support you.

[Visit our website](#) to watch a video and [schedule an appointment](#) to discuss our Contract Visualizer and Contracting Service. We look forward to connecting with you!

[Read the Full Article](#)

Speaking Engagements

Jill Arena Takes the Stage at Multiple Conferences

April 1 - Healthcare Training Leader Conference

Live Webinar

In just a few weeks, Jill Arena will be sharing her insights in a presentation titled "Practice Administrator: Understand How Your Practice Gets Paid."

May 29 - MGMA State Chapter Conference

Bellevue, WA

The theme for this conference is all about *Redefining Excellence: Leadership and Innovation in Healthcare Management*. We're excited for Jill Arena to deliver an inspiring keynote and lead an engaging breakout session. Stay tuned for more updates!

Health e Practices In The Industry

April 13-15 MGMA Focus Financial Conference

Join us as Health e Practices proudly sponsors the Education Room at the MGMA Financial Conference in Washington DC. We can't wait to see you there!

In Case You Missed It...

Health e Practices announces new partnership with Practice Management Institute to enhance healthcare training in the Pacific Northwest

Health e Practices is thrilled to announce our new partnership with the [Practice Management Institute \(PMI\)](#). This partnership will bring PMI's healthcare training content to private practices in Oregon, Washington, and Idaho.

Through this partnership, Health e Practices and PMI will offer a series of training sessions and certification programs tailored to the unique needs of private practices in the PNW. These programs aim to improve practice operations and enhance patient care.

Stay tuned for upcoming courses, workshops, and certifications—all tailored to meet the growing needs of healthcare practices in our region.

Read more about this exciting partnership in the press release below.

[Read Now](#)

Continuing Education

Educational programs for administrative and medical staff include:

- [Front Office Revenue Cycle Education \(FORCE\)](#): Understanding the impact your front desk has on your clinic's bottom line

- [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
- [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 growing your practice, improving your processes, or developing your staff? [Book a Discovery Call here](#) or email info@healtheps.com

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