



Health e Connections Newsletter

Welcome to 2026!

As you step into this year of caring for patients and leading your practice, Health e Practices is proud to remain your trusted partner in consulting and revenue cycle management. We support independent medical groups of every size and specialty nationwide.

When your practice is feeling the strain - whether from declining margins, staffing pressures, compliance concerns, or payer challenges - think of us as your on-call support team. From primary care to subspecialty groups, we deliver integrated financial, HR, and strategic solutions designed to help your practice thrive.

In addition to this monthly newsletter, you have on-demand access to our free podcast *Medical Money Matters with Jill Arena* and the companion blog, where you'll find full episode transcripts.

[Book a Strategy Call](#)

Hiring a Healthcare Business Consultant

by Eric Schulz, MBA - *Director of Consulting, Health e Practices*

Strong practices hit a point where growth outpaces systems, decisions slow down, and leaders spend more time keeping up than moving forward. This month's article explains when high-performing healthcare organizations bring in outside help, what they hire consultants to do, and how to choose wisely. This [practical guide](#) for boards, physicians, and practice leaders is worth a read before your next strategic decision.

[Read the Full Guide](#)

The Health e Practices Consulting Team brings together advanced education, real-world leadership experience, and relevant certifications to support organizations through periods of change. [Explore our team here.](#)

Struggling with Revenue Leaks, Staff Burnout, or Compliance Headaches?

You're not alone. We deliver real solutions for real practice challenges.

Business Consulting

Plan smarter, grow stronger

From startups to succession planning, we help you build a profitable, purpose-driven practice

Revenue & Financial Optimization

Stop revenue leaks before they sink your practice

We fix billing, renegotiate contracts, and streamline your revenue cycle

People, Compliance, & HR Support

Empower your team, protect your practice

Credentialing, HR, and compliance—stress-free and risk-free

[Schedule A Free Consultation Now](#)

Telehealth Cliff Extended to Jan 30

CMS has officially pushed the “Telehealth Cliff” to January 30, 2026. This extension maintains all current Medicare telehealth flexibilities, including:

- geographic and originating site waivers
- the patient’s home qualifying as an originating site
- expanded eligible provider types
- audio-only coverage

This buys practices time — *but it also creates retroactive implications* for claims already submitted.

What You Should Do Now

For unpaid or denied Medicare telehealth claims dated on or after October 1, 2025:

1. **Identify all affected claims.**
2. **Review denial codes** tied to telehealth requirements.
3. **Hold any action** until CMS releases formal reprocessing instructions.
4. **Track everything internally** so your team can act quickly once the billing guidance drops.

Why This Matters

Retroactive extensions almost always lead to administrative headaches — and preventable revenue leakage — if practices aren't ready to move the moment CMS clarifies next steps.

If you're unsure how this extension affects your billing workflow or financial exposure, [reach out to Eric](#) for help interpreting the impact on your practice.

Ask Eric Your Questions

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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