



# Health e Connections Newsletter

This month, we're focusing on what your numbers are really telling you. In today's healthcare environment, disciplined financial insight isn't optional — it's essential for stability and long-term growth. This month's article touches on this.

Have you ever looked at your financials and thought, "*We're profitable... so why does it still feel tight?*" If so, this edition — and our featured podcast episode — is for you.

You'll also find additional tools and educational opportunities designed to strengthen financial leadership across your organization.

We invite you to explore the sections below — each offers practical insight to support stronger decision-making. And if any of these topics connect to challenges you're facing, our team is always here as a resource.

Kind regards,  
Jill Arena  
CEO, Health e Practices

[Book a strategy call](#)

## New Article:

### **Financial Leadership in Healthcare - Bringing Discipline to Complexity**

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

Financial clarity is a stabilizing force in healthcare. With constant pressures from reimbursement changes, staffing challenges, and growth decisions, disciplined financial insight is essential.

Often the issue isn't a lack of data - it's a lack of structure around it. Clear reporting, realistic forecasting, and strong financial leadership help

organizations move from reacting to planning with confidence.

Many organizations strengthen this foundation through financial consulting - whether through advisory support, interim CFO leadership, or an embedded financial partnership. The goal is always the same: reduce uncertainty and enable confident, informed decisions.

[Learn how strategic financial guidance can support your organization.](#)

[Read the full article](#)

## New on the Medical Money Matters Podcast The Story Behind the Numbers

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If you've ever looked at your financial statements and thought, "**We're profitable... so why does it still feel tight?**" - episode 171 of *Medical Money Matters* is for you.

Profit doesn't always tell the full story. Cash flow does.

A practice can look profitable on paper and still feel financially uneasy. That disconnect always comes down to cash flow. In this episode Jill walks through what your numbers may already be signaling about the year ahead and how to use forecasting - including Assertive, Expected, and Defensive scenarios - to plan with intention instead of reacting under pressure

### Where to find it:

[Listen on our website](#) or your favorite podcast platform

[Read the transcript](#) - this is a quick read and a great way to revisit key points and write anything down you may have missed

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On the podcast, Jill breaks down the business side of running a medical practice in a way that's practical, actionable, and grounded in real-world experience. Our goal is simple: to help you understand your numbers so you can lead your practice with clarity and confidence - not guesswork.

[Listen now](#)

## Continuing Education

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**Educational programs for administrative and medical staff include:**



**Revenue Cycle Leadership Series (RCLS)**

- brings healthcare leaders together in a monthly online cohort to strengthen financial and revenue cycle best practices
- learn from industry experts, collaborate with peers, and apply insights that drive real results.



**Medical Administrators Performance Series (MAPS)**

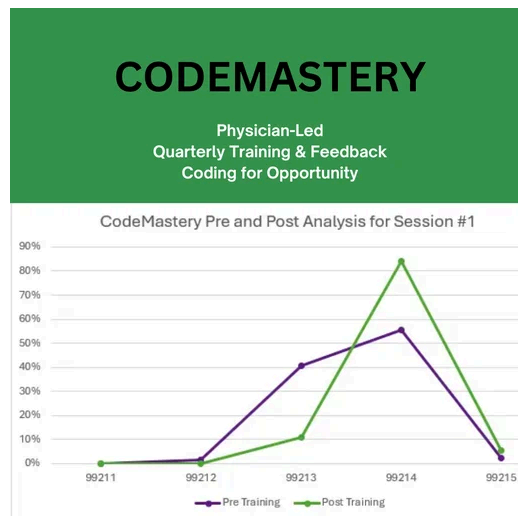
- a monthly program for medical admins to help you elevate leadership and practice performance
- learn, discuss, and connect through self-paced coursework, expert-led group discussions, and 1:1 mentorship

# FRONT OFFICE REVENUE CYCLE EDUCATION

\$195 per month, per person.  
2-hour, expert-led course.  
Certificate of completion.

## Front Office Revenue Cycle Education (FORCE)

- an in-depth, expert-led course
- teaches front office staff how accurate patient information, effective collections, and insurance understanding can boost your practice's bottom line
- participants who complete the training and exam receive a certificate of completion and support better financial outcomes from the front office



## CodeMastery

- a year-long, physician-led program
- helps clinicians master coding and documentation with confidence and accuracy to maximize revenue and financial performance
- designed by physicians, for physicians
- training blends quarterly online sessions and personalized feedback to ensure clinicians get paid for the care they already deliver

[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](mailto:info@healtheps.com)

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