

The Tennessee Orthopaedic Society
proudly presents:

PAYER CONTRACTING:

TAKING CONTROL,
GETTING IT DONE,
& MAXIMIZING RETURNS

Payers and providers are on a pathway to new contracting relationships: There **IS** money on the table and there **WILL** be winners and losers!

*During this one-hour live webinar, we will present **six proven negotiation strategies**, **six avoidable pitfalls**, and answer the most frequently asked questions about payer contracting:*

- How are favorable fee-schedule adjustments negotiated?
- What research must be done initially to increase leverage during the negotiation process?
- What are the legal safeguards that should be in provider-payer contracts?
- How will health payment reforms impact orthopaedic practice revenues?
- What should be done in preparation for accountable care contracting?



Register now at: www.RelianceCG.com

HOSTED BY:

THE TENNESSEE
ORTHOPAEDIC SOCIETY



Featured Speakers



John P. Schmitt, Ph.D.
CEO & Managing Director
Reliance Consulting Group

Dr. Schmitt has more than 30 years experience in healthcare management, managed care consulting, and payer fee schedule development. He has worked directly with many specialist groups to develop contracting strategies and successfully renegotiate payer contracts. He is a member of the MGMA Payer Contracting Society and his contracting methodologies have been highlighted in recent articles in trade journals published by HFMA and the AMGA.



Robert W. Keen, Esq.
Legal Counsel
Reliance Consulting Group

Mr. Keen has been a practicing attorney for over 27 years, specializing in business and commercial law. Mr. Keen's practice history reflects his understanding and appreciation of the importance of balancing health care cost management with the provision of high quality of care and appropriate compensation. His client base over the years has consisted of both health care providers and payers.

Don't miss this
FREE Webinar!!

Date: MAY 15

Time: 11:30am CST

Cost: None!



www.RelianceCG.com