

# HomeTown Strong. HomeTown Proud.

23RD ANNUAL SPRING CONFERENCE

APRIL 12-14, 2023



JEKYLL ISLAND, GA



## Revenue Cycle Breakout Wednesday, April 12, 2023 3:15pm - 5:30pm

3:15pm - 3:20pm	Welcome	Sandy Sage, RN, Revenue Analyst, HomeTown Health
3:20pm - 3:40pm	<p><b>Reference Based Pricing</b></p> <p>Learn about payer strategies to push cost to providers and patients using referenced based pricing. Patients are unaware of their financial liability with these strategies. Find out about this trend and how hospitals should manage it.</p>	Gary Edwards, Director of Sales, Anthem
3:40pm - 4:15pm	<p>Trends in Medicare: Where is Medicare Advantage Headed?</p> <p>Medicare Advantage plans make up a majority of our payer mix. Find out where this is heading and how you can manage this patient population at your hospital.</p>	Raul Smith, East Region President, Medicare
4:15pm - 4:50pm	<p><b>Critical Thinking Skills</b></p> <p>In this session we will discuss how important critical thinking skills are in the Revenue Cycle. Never underestimate having a problem-solver on your staff. Learn how to recognize them and put them in positions to enhance your revenue.</p>	Sandy Sage, RN, Revenue Analyst, HomeTown Health
4:50pm - 5:20pm	<p>Meet Your Revenue Cycle Business Partners</p> <p>Join us for a Revenue Cycle Roundtable discussion where we will introduce you to our Business Partners who can help you in your hospital.</p>	Facilitated by Sandy Sage
5:20pm - 5:30pm	Closing Comments and Announcements	Meghan Williams, Customer Relations Coordinator, HTH