

# Advanced Risk Management and HCC Coding for Value Based Payments

**APPROVED BY THE AMA, AAFP, AAPC and CCMC**  
**Earn 7.0 CEUs, 5 CMEs and/or 5.5 CEs**

New DATES ADDED	Virtual Workshops	Upcoming WORKSHOPS
<b>LIVE Virtual WORKSHOPS with “On-Demand” Option</b>	New Dates Added  9:00 AM – 4:00 PM	<ul style="list-style-type: none"><li>▪ Friday, February 19, 2021</li><li>▪ Friday, March 26, 2021</li><li>▪ Friday, April 23, 2021</li><li>▪ Friday, May 28, 2021</li></ul>

## JOIN US FOR A DAY OF RISK ADJUSTMENT

### KEY TOPICS INCLUDE:

- Vast changes are coming to Medicare risk adjustment in 2022 and beyond. Is your team ready? What are the potential impacts to your revenue?
- Discuss the importance of managing HCCs year over year. What resources are available from CMS to help?
- What are the components of a risk score and how is it calculated? What is the impact of the payment count?
- Review NEW HCCs and see what documentation is needed to validate payment.
- Simple steps for optimizing risk adjustment operations and associated revenue.
- Take a deep dive into the grey areas and red flags of HCC coding and clinical documentation. See what your team should and should not be coding.

### EACH ATTENDEE WILL RECEIVE:

- ✓ Color Presentation
- ✓ CME / CEU Certificate
- ✓ HCC Coding Tools Download
- ✓ 25% off any HCC Tools ordered within 14 days of the event.

**REGISTER TODAY AND SAVE with EARLY BIRD!**

### Bring the WHOLE TEAM and SAVE!!!



### ☐ SAVE 10% on THREE or MORE

- GROUP DISCOUNT IS APPLIED AUTOMATICALLY AT CHECKOUT

### WHO SHOULD ATTEND?

- Physicians and Other Providers
- Coders, CDI Specialists and Auditors
- Nurses, Medical Assistants and Scribes
- Medical Directors and CIOs
- MA, Medicaid and Commercial Plans
- ACO, MSO and IPA Teams
- Hospitals and Academic Centers
- Community Health, RHCs and FQHCs
- Health Alliance Members

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**Sample Schedule**

**8:45 – 9:00      Welcome – Virtual Meet and Greet**

**9:00 – 10:30**

## **Risk Adjustment Model Review**

- Medicare Advantage and Accountable Care Organizations
- Understand the RAF and Calculating a Risk Score
- Shifting to Value Based Care
- CMS Resources to Help

**10:30 – 12:00**

## **Risk Adjustment Operations**

- Managing Risk Adjustment Operations
- Optimizing the Workflow – CT2RAE
- Reconciling Monthly Reports
- Closing the Loop
- Risk Adjusted Quality Metrics
- Tools for Implementation

**12:00 – 12:30      Lunch Break**

**1:00 – 2:30**

## **HCC Coding and Documentation**

- HCC Coding Demystified
- Understanding the ICD-10 Coding Guidelines
- Top 20 CMS-HCC Categories per MedPAC Data
- Grey areas and red flags of HCC Coding and clinical documentation.
- Group Chart Review: Does the documentation support the HCC Code?

**2:30 – 3:30**

## **Optimizing your Practice**

- Updated strategies and workflows for value-based reimbursement.
- Evaluating the cost side of the equation.
- Navigating Compliance Hot Spots
- Contracting in a Value Based World
- Tools for Staff Training
- Group Discussion: Solving Your Specific Challenges

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Consistently Rated 4.9 / 5.0 Stars By Attendees



"Extremely informative. BIG Thank you for sharing your expertise!"

Fort Lauderdale –



"Seminar was 100% helpful... I will use what I learned right away. Thank you!"

Boca Raton, FL –



"Excellent presentation!"

Tons of great information. I loved the tools! I will be back for another workshop!"

Orlando, FL –



"Kameron and Todd did a great job! Very informative and entertaining seminar..."

Fort Lauderdale, FL –



"Great workshop... The information presented is worth a million dollars!"

Chicago, IL –



**Kameron Gifford, CPC**  
CEO, ERM Consulting Inc.

Kameron is the founder and Chief Executive Officer of ERM Consulting and mHealth Games, an online learning company. Over the last 17 years she has worked hand in hand with physicians, managed care organizations, hospitals and health plans to develop efficient billing practices, implement value added processes and improve the entire experience of care for their patients. Kameron is passionate about risk adjustment and a strong advocate for frontline staff.

Kameron is also a primary author of the following national risk adjustment workshops presented by RISE and Healthcare Education Associates:

- Risk Adjustment 101
- HCC Coding Accuracy

And Co-author of the new RISE Workshop

- Advanced HCC Coding



**Todd Gifford, MBA, Ph.D, CRC**  
Managing Director,  
mHealth Games

Prior to joining ERM, Todd was the Director of Finance for a large Medicare Advantage MSO based in Miami, Florida. He joined them in 2007 as Managing Director of Health Solutions UK, a joint venture with Humana. During his two and a half years in London he worked hand in hand with the NHS to transform the way care was delivered. From 2010 to 2012, Todd oversaw the start-up expansion into Texas. In this role, he was responsible for 12,500 MA members and a budget of \$75m.

Todd graduated from the University of Arkansas with a B.A. in 1991, and received his MBA from Webster University in 2001. He was awarded a Ph.D in Business from Woodfield University in 2013.

In addition, Todd is also the Co-founder of mHealth Games, an innovative technology company headquartered in Miami, Florida.

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**REGISTER TODAY!**

[www.ermconsultinginc.com](http://www.ermconsultinginc.com)

**EARN AMA, AAFP and AAPC Credit!**

## Advanced Risk Management and HCC Coding for Value Based Care

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

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Please bill my: ☐ MC ☐ VISA ☐ Send Invoice

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☐ Check\* ☐ CC

\*Make checks payable to  
ERM Consulting, Inc.

### Registration

(Early Bird ends 30 days before event)

\$99 / \$49 – Early Bird

Date: \_\_\_\_\_

Please mail completed registration and payment to:

ERM Consulting, Inc.  
1203 SW Tiburon Way  
Palm City, FL 34990

**LIMITED SPACE...  
DON'T WAIT!**

Please email names of all attendees to

[orders@ermconsultinginc.com](mailto:orders@ermconsultinginc.com) if purchasing more  
than 1 ticket.

Questions

Email: [kgifford@ermconsultinginc.com](mailto:kgifford@ermconsultinginc.com)