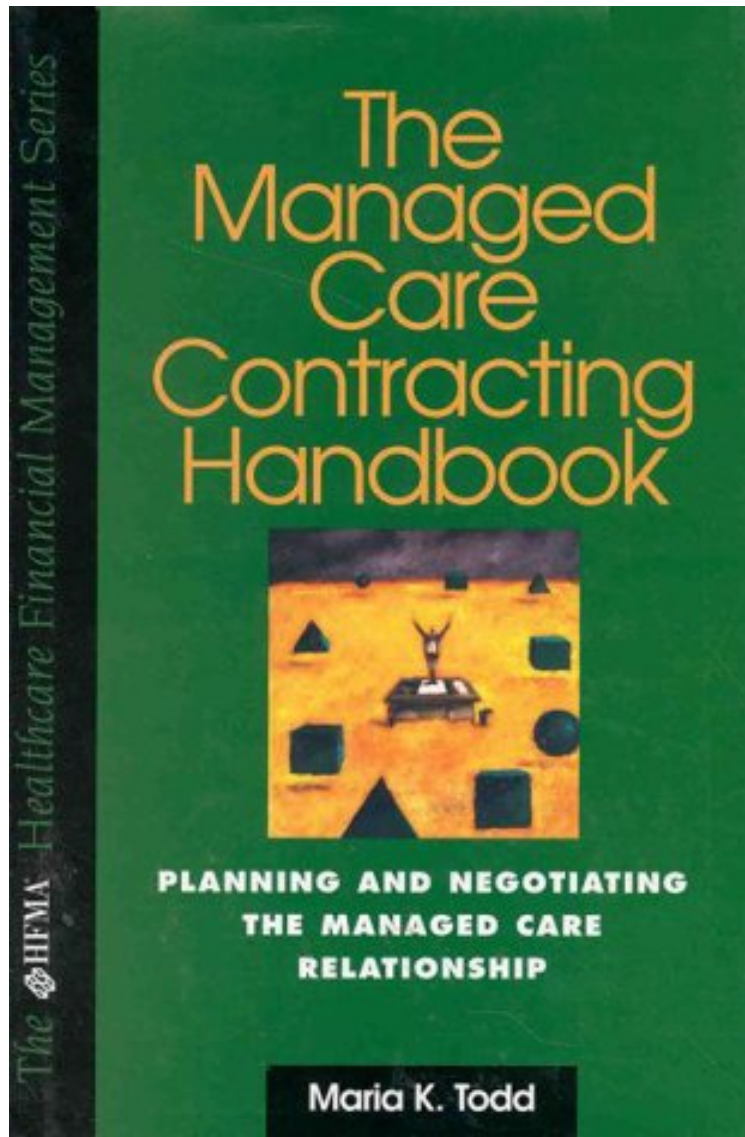


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Managed Care Contracting Handbook: Planning and Negotiating the Managed Care Relationship (Hfma Healthcare Financial Management Series)

Maria K. Todd

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Maria K. Todd : Managed Care Contracting Handbook: Planning and Negotiating the Managed Care Relationship (Hfma Healthcare Financial Management Series) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Managed Care Contracting Handbook: Planning and Negotiating the

Managed Care Relationship (Hfma Healthcare Financial Management Series):

0 of 0 people found the following review helpful. Recommended, Especially for Providers
By Alex Maria's managed care handbook has been very helpful. I've trained my staff using this book as a master guide. It's a good foundational reference guide to have especially for those on the provider's side who are looking to get the basics of managed care all in one book. This book is also equipped with tools and checklists one can use to augment a variety of managed care activities--including contract negotiations.
3 of 3 people found the following review helpful. Probably a good book on managed care for the beginner
By Jean Acevedo If you have no basic knowledge of managed care as an industry or some of the nuances of contracting this book may be for you.
1 of 1 people found the following review helpful. Good foundation book for contracting.
By Shawn MI work for a health plan and use this book daily.

Today's managed care contract arrangements require that the provider understand the mechanics, legal aspects and market share implications of single signature, network-oriented, capitated and discounted fee-for-service payment arrangements. This work provides this information and shows the reader how to: evaluate both payer-proposed and self-authored managed care agreements; position their facility and services to secure and maintain managed care agreements that will yield opportunity for more patients and new business; negotiate a profitable managed care contract using suggested techniques for evaluating the capitation rates provided by prospective payers; and develop a capitation rate from their own data and data supplied by the payer.

Maria Todd is the most gifted managed care negotiation resource I have ever had the pleasure of knowing. Maria's vast knowledge is as uncommon as it is welcomed to even the playing field between healthcare providers and payors. Those fortunate providers who take the time to participate in her educational sessions or read her books will undoubtedly achieve unparalleled results. Troy D. Roth, Senior Vice President, Revenue Management Strategy, Accuro, A MedAssets Company Maria Todd's *The Managed Care Contracting Handbook* is a must-have book for the non-attorney health care professional negotiating managed care contracts for providers. Dr. Todd combines a thorough discussion of managed care contracting basics with helpful hints and practical tools for contracting with all types of payor organizations all with an easy to comprehend style. Dr. Todd brings what could be very dry material to life. Ellen E. Stewart, MSHA, JD, FHFMA, Partner, Berenbaum, Weinshienk Eason, PC Denver, Colorado Many organizations struggle to optimize their managed care strategies to achieve operational and financial success. Maria Todd's new book could be the missing keystone to achieve that success. This is a must-read for every hospital executive involved in the managed care process - clinical and financial leaders alike. Clearly and concisely, Maria Todd lays out the background of managed care in all its complexity. Most importantly, she offers proven methods for planning, negotiating, executing, and evaluating managed care contracts that will withstand legal and operational challenges. Maria is well known for her knowledge, good judgment, and commitment to the industry, and her newest book should be used as a key part of any healthcare provider's managed care strategy. David Hammer, MBA, MHS, FHFMA, CHFP, Vice President, Revenue Cycle Solutions McKESSON Provider Technologies Dr. Todd does a marvelous job at taking the most complex issues of contracting and bringing them down to the level of understanding and simplicity. Using years of real life experiences and making them relevant to our world of contracts is brilliant. It is sad to have Dr. Todd point out how much trouble the insurance industry goes through to make us believe we are getting fair and useful contracts to manage our patients with. Lawrence M. Preston, MBA, FHFMA, President and CEO, Professional Medical Consultants, Inc. I have utilized Maria Todd's materials for many of my engagements. She has her finger on the pulse of the managed care industry and is an important resource for my consulting business. Catherine M. Zito, FHFMA, CPA, Healthcare Financial Consultant As a certified managed care professional, Maria Todd has done it again! The 2nd Edition is even better than before. For example, her process for setting case rates is pure genius! Until I read this section, I didn't fully grasp the ramifications of setting case rates without the requisite level of detail in the contract. In just a single passage, Maria Todd challenged me to dig deeper into an area in which I previously thought I had true expertise. ... this book is a must-read for improving the professional development of everyone dependent upon managing and negotiating accurate and real-world managed care contracts. David I. Samuels, FHFMA, MPA, 2008-09 President-Elect, HFMA/Nevada Chapter, President, Ethicare Breakthrough Solutions, Inc. *The Managed Care Contracting Handbook* should be required reading for ALL hospital managers regardless of the department they manage. The issues and solutions Ms. Todd addresses can mean the difference between barely surviving and successfully thriving for healthcare providers. Jackie Hodges, President, HRC Solutions I know I can rely on Ms. Todd to clearly define and simplify complex issues. Not only does it help my understanding, but assists me in conveying complicated issues to others. I have consistently found her recommendations and tools to be practical and useful. Ed Casteel, Divisional Managed Care Director, Mississippi Division, Health Management Associates
About the Author Maria K. Todd, PhD, MHA is a professional consultant providing the wealth of her knowledge and practical wisdom to more than 2000 hospitals, physicians, and therapists during the past 25 years. Possessing a depth and diversity of experience matched by few, she has earned a reputation

as a peerless expert on managed care. She worked as an EMT and a surgical tech before moving into medical administration and health plan coordination. In addition to degrees in health administration, she is a certified mediator and health law paralegal. A prolific author, she is in constant demand as an award-winning speaker. As a volunteer, she has directly assisted hundreds of senior citizens.