

Quarterly Communicator

The Official Newsletter of Colorado MGMA

Past President's Column **By Susan Young Donahue, FACMPE**

Even though I am not a fan of Michael Moore, I decided to luster up enough courage to sit through his latest movie about the industry that we all are so intimately involved in, the United States healthcare system. If you put aside many of Mr. Moore's political bias, the movie does point out many of the problems and frustrations we all face both as consumers and administrators of healthcare in addition to having everyone in the audience asking the question "Why?".

The United States healthcare system is clearly broken and each and every one of us has a responsibility to try and fix it. So let's get involved. The MGMA government affairs department is once again hosting their "Bringing the Message Home Campaign". This program is designed to help medical practice administrators coordinate a face-to-face meeting with Colorado members of Congress to discuss our concerns with the current healthcare system including such items as declining reimbursement and increasing health insurance premiums.

Meeting with a member of Congress or even a member of his or her congressional staff is a very effective way to voice our concern and hopefully start the process of resolving many of our problems.

If you would like to be involved and you would like some help in coordinating a meeting with one of our congressional leaders, please send me an email at www.rmpcmso@idcomm.com and I will be more than happy to help you facilitate your meeting. National MGMA has developed some guidelines and information that will help you be successful.

I hope to hear from you soon.

President's Column **By Mike Bergerson**

Hello Colorado MGMA!

It is a nice and toasty 100 degrees today in Fort Collins. My boys are young, and we have spent most of the months of May and June attending 6 and 8 year old baseball games. We're looking forward to a few family trips and some fishing this summer. Hopefully you are able to take some time this summer for a vacation with family and/or friends as well. There certainly are many beautiful and interesting destinations in our own state of Colorado!

Considering our current weather, Fall and Winter seem a long time off. But your CMGMA leadership is already preparing for our 2007 fall conference. Again a reminder to please mark your calendars for the 2007 Fall CMGMA Conference to be held on the evening of Thursday September 20 and Friday September 21, 2007. The conference will be at the Radisson Hotel Denver Southeast, Denver. This will be another high quality event for education and networking. We are currently looking at speakers in the areas of strategic planning, legal updates, motivational, and possibly a discussion panel. Much more on the conference will be coming out in the next month or so. Come and mingle with your peer medical group leaders.



Your CMGMA leadership also continues to work on a number of other ongoing priorities as determined from the CMGMA annual planning retreat. The CMGMA salary survey is being compiled at this time. Excellent participation again this year from our membership! The CMGMA 2nd annual golf tournament is scheduled for Monday August 20th at the Ranch Country Club in Denver. This is an excellent networking opportunity and, at least for me, a chance to leave some big divots on another golf course. Relationships continue to develop between CMGMA and other complimentary health care organizations such as the Colorado Medical Society. Planning is underway for a legislative event to be held in conjunction with MGMA's national Medical Group Practice week in January 2008.

(Continued on page 3)

2007 and 2008 Conference Schedule

Fall Conference
September 20-21, 2007
Radisson Denver
Southeast
Denver, CO

Spring Conference
March 13-14, 2008
Sheraton Hotel
Colorado Springs, CO

Visit www.cmgma.com
or call
303-756-8380
for more
information

CMGMA Board of Directors

Michael Bergerson, President
Orthopaedic Center of the Rockies
2500 E. Prospect Rd.
Ft. Collins, CO 80525
970-419-7006 fax: 970-419-7160
mbergerson@orthohealth.com

Janet McIntyre, FACMPE, President-Elect
Colorado Rehabilitation & Occupational
Medicine, LLC
830 Potomac Circle, Ste.. 290
Aurora, CO 80011
720-858-6463 fax: 720-858-6427
jmcintyre@coloradorehab.com

Mary Jo Bock, FACMPE, Secretary
Cherry Creek Pediatrics
4900 E. Kentucky Ave.
Denver, CO 80246
303-756-0101 fax: 303-756-1408
mj_bock@med3000.com

Susan Young Donahue, FACMPE, Past President
Rocky Mountain Primary Care
8753 Yates Dr. #110
Westminster, CO 80030
303-205-0113 fax: 303-205-0124
rmpcmso@idcomm.com

Judith Spurgeon, Member-At-Large
Southern Colorado Clinic, P.C.
P.O. Box 9000
Pueblo, CO 81008
719-553-1808 fax: 719-553-2213
jspurgeon@scc.md

Julie M. Kjack, FACMPE, College Forum Rep.
Northwest Neurology, PC
3550 Lutheran Pkwy., #200
Wheat Ridge, CO 80033
303-597-4444 fax: 303-577-1444
j.kjack@nwneuro.net

Scott Raberge, Corporate Affiliate Rep.
Professional Finance Co., Inc.
5754 W. 11th St., #100
Greeley, CO 80634
970-352-5000 x321 fax: 970-352-7972
scott@pfccollects.com

The College Corner By Julie Kjack, FACMPE

Happy Summer everyone! Summer arrived with a blast of hot air and we are feeling the heat! And I imagine that some of you who are CMPE's are feeling the heat to get your paper submitted. The current goal for the American College of Medical Practice Executives (ACMPE) is to have 100 new Fellows recognized in Philadelphia. The 2007 MGMA annual conference in Philadelphia is October 28 thru the 31st. Philadelphia is a beautiful historic city and the conference is going to be outstanding. You can get more information from the MGMA website – www.mgma.com and click on Annual Conference Registration and Web site. In order to advance to Fellow this year your outline had to already be submitted and your final manuscript is due by August 31, 2007.

CMGMA is offering a \$200 expense reimbursement for all CMGMA members who receive Fellowship this year and walk the stage in Philadelphia! CMGMA did this last year and your board of directors voted to make the offer permanent. This is a wonderful incentive and it is my sincere hope that many of you take advantage of this marvelous gesture.

Those of you who are Nominees and are ready to advance to CMPE can test on July 28th. The testing is done locally at the MGMA office and you must register in advance. Registration deadline is July 13th. When I tested in 1993 I had to travel to Seattle and now you can test in our own state. Testing will also take place in Philadelphia on October 28, 2007.

In May, I had the privilege of attending the Washington-Oregon MGMA joint conference in Vancouver, BC. Oregon and Washington have put on a combined conference for many years and it has been very educationally and financially rewarding for both groups. The vendors also appreciate that they can see members of both states at the same time. Their meeting compared with our previous Western Section meetings and I was amazed at the quality of speakers and general program. There is always more to learn in our profession and I love meeting all the people. It also makes me feel so proud of Colorado when I am asked about CMGMA. Everyone is interested in how things are done in other states.

The following Colorado statistics are current as of March 2007:

- Nominees – 92. This is a 22.7% increase since 2006 when there were 75 Nominees.
 - Certified Members – 30. Same as 2006.
 - Fellows – 14. This is a 16.7% increase over 2006 when there were 12 Fellows.
- ACMPE membership nationally as of May 2007:
- 3,003 Nominees
 - 1,539 Certified members
 - 487 Fellows

If you are thinking about joining the college or advancing from Nominee to Certified, or Certified to Fellow, and want to talk about it, please call me. I can be reached at 303-597-4444 or at j.kjack@nwneuro.net. It is career enhancing and personally rewarding to become part of the American College of Medical Practice Executives.

We want you!

Third Party Payer Report By: R.Todd Welter Third Party Payer Committee

Strategy: a carefully devised plan of action to achieve a goal, or the art of developing or carrying out such a plan

Having said that:

I was in an argument with a muckety muck of one of the big payers a couple of days ago (yes, I know how shocking this is!) My opponent, in this argument, was trying make the point that the patients belong to the payer and the physician should be happy with the rates being offered.

I informed him that the members may come through the payer, but the patients belong to the physicians. It is the health plans which are "selling" the physician's names in a book which in turn create value for the payer and allow for premiums to be collected. If it were not for the physicians and other providers, the payers would have nothing to sell, no premiums to collect, and no need to exist.

This is a fundamental truth in today's commercial healthcare financing, the payers may pay for the services being rendered but they do so, largely and exclusively in most cases, with the employers money.

Therefore PLEASE track your patient's employers! You are already collecting huge amounts of data when you register a patient. I will bet some of it has to do with employer or group. Knowing what the employers are doing for healthcare benefits on the provider side is enormously powerful when it comes to contracting for rates.

Employers and employer groups are...the paycheck of the health plans! They like their premiums and all of them are better at collecting premiums than they are at paying claims!

Payers, even big ones, like when new employers come onto their plans and when this happens they are very sensitive to network disruption!

So, when you track employers in your regular course of registering patients and see changes in benefits, be disruptive, and use it to your advantage when pushing for better rates.

Salary Survey Report

By: Jan Krause

Salary Survey Committee

Thanks to all the members who expended the extra effort to submit questionnaires this year! You have contributed to another success in progress!

Many thanks as well to our valuable sponsor, Compass Bank. Jason Baldwin, Vice President, is a strong supporter of CMGMA. This sponsorship has made possible our continued collaboration with the Colorado Medical Society, and iPods for winning participants.

iPod winners were:

- Judith Boesen, Administrator, Colorado Otolaryngology Associates, Colorado Springs;
- Nancy Timmons, Administrator, Front Range Center for Brain & Spine Surgery PC, Fort Collins;
- Rick Korf, VP Medical Services, Yuma District Hospital, Yuma;
- Brad McKane, Executive Director, Boulder Medical Center, Boulder;
- Jennifer Burnet, Office Manager, Montrose Surgical Associates, Montrose;
- Sandy Patsfield, Practice Administrator, Mountain West Dermatology PC, Grand Junction;
- Mary Jo Hartwell, Practice Administrator, Rocky Mountain Surgical Associates, Denver.

We here at Krause, Kirkpatrick & Bertrand, Certified Public Accountants, are conducting editing and data analysis, and you will receive your final reports in July.

The Colorado Medical Group Management Association (CMGMA), Colorado Medical Association (CMS) and the component medical societies:

Denver Medical Society,
Arapahoe/Douglas/Elbert Medical Society,
Aurora-Adams Medical Society,
Boulder Medical Society,
Clear Creek Valley Medical Society,
El Paso County Medical Society,
Larimer County Medical Society,
Pueblo County Medical Society,
Weld County Medical Society,
and the Western Slope Medical Societies (Mesa and Mt. Sopris)

are collaborating again this year to bring you the 2007 Colorado Physician and Healthcare Staff Salary Survey.

All member practices of CMGMA, that submit physician compensation information, will receive a FREE copy of the 2007 Colorado Physician Compensation Survey Report, and all CMGMA member practices will receive a FREE copy of the 2007 Colorado Healthcare Staff Salary Survey Report!

President's Column Continued

By: Mike Bergerson

(continued from page 1)

CMGMA continues to work on our options to enhance our voice at the state level through new and existing association relationships. CMGMA is also working hard to develop a system to better track and report on legislative activities via our Legislative Liaison Board position. This position was vacated this year for personal reasons. Please contact me or any of the CMGMA Board members if you would like to learn more about the benefits and duties of this important Board position.

Colorado MGMA was founded in 1947. 2007 represents 60 years in existence for CMGMA! Much has changed in medical group management over the past 60 years, including many more complex health care issues and many more state, national, and other agendas. The more you are involved in CMGMA, the more you will be able to learn and bring important information back to your physicians. With many of our planning retreats coming up again this fall, keeping up on market trends will greatly help your ability to keep your practice informed.

As always, we would ask that you continue to provide your Colorado MGMA Board with feedback on how to improve our Colorado Medical Group Management Association.

Stay connected and have a great summer!

CMGMA Conference Office



Aimee Madison & Debbie Cowen
Summit Meetings Inc.

Many of you recognize the women pictured above, but you may not know what they do. Summit Meetings, Inc. is an independent conference, meeting planning, and association management company hired by CMGMA to handle many of the conference and association needs.

Summit Meetings works closely with the board to handle the logistics and registration for CMGMA conferences. This includes site selection, menu planning, audio visual, and exhibit hall management.

They also manage the membership database, layout of the newsletter, marketing materials, and are the ones to answer your phone calls and emails.

Aimee and Debbie are here to assist the membership and provide a positive CMGMA experience.

CMGMA Committee Chair Persons

Jan Krause, FACMPE, Salary Survey Committee

Krause, Kirkpatrick & Bertrand
4155 E. Jewell Ave., #200
Denver, CO 80222
303-691-5090 fax: 303-753-1532
jkrause@kkb-cpa.com

John Milewski, Membership Committee

Colorado Allergy and Asthma Centers
125 Rampart Way, Ste.. 200
Denver, CO 80230
720-858-7431 fax: 303-753-1532
johnm@coloradoallergy.com

Todd Welter, Third Party Payer Committee

R.T. Welter & Associates, Inc.
9605 W. 49th Ave., Ste.. 201
Wheat Ridge, CO 80033
303-534-0388 fax: 303-534-0393
tw@rtwelter.com

Upcoming Events

Mark your Calendars!

Fall Conference

September 20-21, 2007 in Denver

By Janet McIntyre, FACMPE, President-Elect

Once again, CMGMA is hosting a Fall Education and Networking Conference in Denver, Colorado. This year, we will be at a different venue from previous years. The Radisson Hotel, conveniently located at I-225 and Parker Road, will host the Thursday evening networking event and the all day Friday education sessions. The hotel is beautiful (recent renovations) and has given us very reasonable overnight rates. Look for details in the flyer (US mail and email) to come out later this month.



We are particularly pleased to have secured a great keynote speaker in Bob Vosburgh from 9g Enterprises. Several of us were able to hear Bob speak in Denver a few months ago and immediately decided to secure him for our conference. Bob will be doing his Organizational Excellence workshop, a workshop that receives great reviews and has been presented across the county to organizations of all sorts. This presentation is valuable because it includes a survey of your leadership environment. Yes, specifically, your

leadership environment. We'll be sending you some interactive electronic material soon. It is a great opportunity for your practice—your self and others (managers, physicians, key team members)—to learn more about your team and organization and make plans for improvement. Not only is it a great team-building and morale-boosting exercise, but it is also F-U-N. Bob will meet with individuals and/or teams the afternoon of the conference and even the following Saturday morning. Take advantage of this unique opportunity for you and your team. Have your management team take the survey and bring them to this conference.

The rest of the conference is also excellent. We'll have Bruce Johnson, Esq. from Faegre and Benson giving us an update on Stark III (if it's out) or other key legal issues facing practices. Towards the end of the day, we have an outstanding panel of experts doing a presentation on contracting and getting paid. We want to be sure practice administrators are ready to take full advantage of the tools available from Senate Bill 79—Fair and Transparent Contracts. This law goes in to affect 1/1/08. The panel will present different facets of both processes, contracting and getting paid, and allow plenty of time for audience participation and discussion. Think about your difficult issues with insurance contracting and getting paid. We'll have a panel of experts that can answer your questions. You won't want to miss this!

Be on the lookout for the US mail and email flyers on the conference. Mark 9/20 and 9/21 on your calendars today!

CMGMA's 2nd Annual Golf Tournament



On Monday August 20th, 2007 the Colorado Medical Group Management Association along with their members, families, and friends will join together for a fun filled day of networking and golf. Following play we will enjoy an incredible dinner and awards presentation on the outdoor deck of The Ranch Country Club.

We are looking for every category of golfer from the beginner to the club pro as this will be a scramble format and all involved will have a great time. We encourage everyone to register for this outstanding event whether you are the only one playing or playing with a group. We will pair all individual players with others to create fun and exciting groups of golfers. So register yourself, invite a buddy, or put together a foursome.

The tournament will take place at The Ranch Country Club, 2 miles West of I-25 on 120th Avenue. There will be a 1:00 p.m. shotgun start time so that everyone will finish at the same time to enjoy an exciting evening of dinner and the awards presentation. The cost is \$75 per player which includes everything you will need to have a great time.

For more information please contact Scott I. Raberge at 970-352-5000 ext. 321 or at sraberge@pfccollects.com.