



March 2008  
Issue 08-1

# Colorado Connection

*The Official Newsletter of Colorado MGMA*

## President's Column By Janet McIntyre, FACMPE

Greetings CMGMA Colleagues,

Welcome to the first newsletter of 2008. Spring is right around the corner. As the days grow longer and warmer, energy levels and spirits rise. Springtime in the Rockies is tough to beat!

On March 13-14, 2008, CMGMA will host the annual **Spring Education Conference** in Colorado Springs. We have another great line up of speakers and the new and expanded program (to 1.5 days) offers a variety of speakers and topics—and flexibility. Join us for a half day, a whole day or the whole day and half. It's a great time to connect with friends and colleagues as well as gain some new information or insight to recharge your professional batteries. Check the website at [www.cmgma.com](http://www.cmgma.com) or with our conference office for more information.

Since the first of the year, much has happened on the legislative front. CMGMA hosted its first **Annual Legislative Reception** 1/24/08 and by many measures, it was quite a success. Check out the pictures and article within. The **Blue Ribbon Commission** delivered its recommendations to the General Assembly on 1/31/08. The Commission did a fine job of gathering and organizing information to lay out a roadmap for healthcare reform in our state. CMGMA will work with many organizations to help with implementation of these recommendations. This is a multi-year process so please stay tuned!

With the spotlight on healthcare, many healthcare bills are presented in this legislative session (January-May). Joyce Vollmer, our new **Legislative Liaison**, has compiled information on the hottest bills with direct implication for physicians and their practices. Be sure to read her article and respond to her calls for action.

Last November, when the 13 members of the CMGMA Board met for a day long planning session, we worked together to create both a **mission** and a **vision** for our organization. With CMGMA being a non-profit association, we didn't feel we could create a true strategic plan. Instead, we opted to create a set of organizational values. These values give us a vision of what CMGMA would look like if we were living up to our values to the nth degree. After crafting solid and powerful values in the morning, we spent the afternoon evaluating our current reality and then setting initiatives for the year ahead—moving us closer to our vision. In the last issue, I laid out our 5 key initiatives. You will find updates on these initiatives in this issue and hear more about them at our Spring Conference.

Please take the time to read the **Mission and Values** later in this newsletter. These values are powerful and important—they give us direction, clarity and confidence. We will use these values to help us move forward as an association.

Enjoy this newsletter and as always, please let me or any of the Board members know how we can improve our association. I look forward to seeing many of you at the Spring Conference. Thanks go to the tireless efforts of our Board and to all of you.

Best Regards,  
Janet McIntyre, FACMPE

## 2008 Conference Schedule

**Spring Conference**  
**March 13-14, 2008**  
Crowne Plaza Hotel  
Colorado Springs, CO

**Fall Conference**  
**September 17-18, 2008**  
Radisson Denver  
Southeast  
Aurora, CO

Visit [www.cmgma.com](http://www.cmgma.com)  
or call  
303-756-8380  
for more  
information

*There is still time to register for the Spring Conference. Join us in Colorado Springs!*

## CMGMA Board of Directors

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

**Mary Jo Heins, FACMPE, President-Elect**  
Clear Creek Medical Group  
4200 W. Conejos Pl., #300  
Denver, CO 80204  
303-893-8300 fax: 303-825-7927  
mjheins@clearcreekmed.com

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

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

**Joyce Vollmer, Legislative Liaison**  
ProNerve, LLC  
350 Interlocken Blvd., Ste. 360  
Broomfield, CO 80021  
303-870-3374 fax: 303-648-5553  
jvollmer@pronerve.com

**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

## CMGMA Committee Chairs

**Susan Donahue, FACMPE**  
**Salary Survey Committee**  
Exempla Healthcare  
2480 W.26th Ave., Ste. 200B  
Denver, CO 80211  
303-813-5116 fax: 303-813-5098  
syoung@regis.edu

**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

## The College Corner

By Julie Kjack, FACMPE

Hello everyone! If you are like me, it is exciting for daylight to last a little longer. Pretty soon I will be able to come to work and go home in the daylight! And it is an exciting time for those of you who plan to make Fellow this year or advance to CMPE. As always, Colorado MGMA hopes to have at least one, and preferably more, Fellows in the 2008 class. As most of you have already heard, CMGMA will give \$200 toward expenses to all CMGMA members who attend the MGMA conference, walk the stage, and receive your Fellow plaque. That is a great incentive and I hope more of you take advantage of this generous offer. The MGMA annual conference is October 19-22, 2008 in San Diego, California.

Last year the ACMPE Board instituted a new continuing education time-frame for all members. Prior to January 2007, the three-year time-frame for submitting credit hours began from the date you joined the Association. Since then, however, all ACMPE members adhere to a calendar-year schedule that starts Jan 1, 2007 and goes through Dec 31, 2009. With two years left in this three-year cycle, it is important to submit any credit hours earned so far via the convenient Web-based system, which you can do 24/7. You have no paperwork to mail or fax.

If you are ever in doubt about your progress in fulfilling the continuing education requirement, you can check your ACMPE transcript online by using the 'Transcripts' link on the main page of the Professional Development area of mgma.com.

Congratulations goes to:

### New Nominees:

Aileen Sanders from Aurora  
Therese Walker from Wheat Ridge

**New CMPE:** Amy Perchick from Breckenridge

For those of you who want to test, the next date is May 17 with a deadline for registration of May 2. The registration fee is \$150 per exam.

If anyone has any questions regarding the process to Fellowship, you can get information from the MGMA website at [www.mgma.com](http://www.mgma.com), click on Professional Development including ACMPE.

As chair of the Western Section and part of the Outreach program, I will be attending the California MGMA meeting in Santa Clara on March 5 thru the 8th. It is a wonderful opportunity to share state experiences.

Colorado MGMA is fortunate that Deb Wiggs, FACMPE, past Chair of the Western Section and current MGMA board member, will be attending our meeting on March 13 and 14th.

As always, I look forward to seeing all of you in the Springs. Please contact me if you need any help in your quest to advance in the process to become a Fellow in the American College of Medical Practice Executives. Julie M. Kjack, FACMPE: desk phone 303-597-4444, cell 303-435-4444 or [j.kjack@nwneuro.net](mailto:j.kjack@nwneuro.net)

## Third Party Payer Report

By R.Todd Welter

The Wall Street Journal, as well as most of the TV network news casts, reported this week that the United States estimates total healthcare spending will be over \$4.3 trillion dollars by 2017. The government itself will spend over \$2 trillion. Both of these figures are over double the current spending.

As we, members of the Colorado MGMA, know all too well, spending on healthcare in this country is not enough! But wait....let's look at where it is being spent.

The big categories: drugs, hospitals, providers. Now let's look at it some more: The largest population shift in history (lets be dramatic by saying, "The largest demographic shift in world history.") is taking place around us. Around who? Around us—you and me. Us—the people who work in Healthcare. We are living and working like dogs in the middle of it! The Baby Boomers are getting old! (Who is a baby Boomer? Raise your hand!)

What is the alternative? Not to have healthcare? Should we just not spend money in America on healthcare? Some will say (the idiots), let's just spend less! I say let's grow our economy, be the most productive in the world, and spend. Spend on healthcare, whatever you have to spend, to keep people healthy, happy, educated and productive.

What is the great thing about healthcare, aside from the fact that we work in it? It is made in America! It is delivered in America as well. We, as well as thousands and millions of others work in it, make our living because of it, and our buying power gives jobs to others in America because of it.

So let's ease up on being critical of how much it costs, other than to ask, "Could we make it better, more efficient, faster, etc, etc."

Who better to look at Best Practices, Quality Delivery, and Prevention rather than Treatment than the members of The Colorado MGMA?

OK, enough about that. CIGNA is going to purchase the Healthcare division of Great West Life! Aetna has invented a new word, "Cofinity". United just bought Sierra Life. The HMO's are back and gaining ground. The Colorado legislature is considering a tax on booze to help pay for CHP.

Wake up well tomorrow, do your exercises and help your docs! If I can help, or any other member can help you, please ask. We are all in this together.

I can be reached at [tw@rtwelter.com](mailto:tw@rtwelter.com).

# Membership

## Colorado Medical Group Management Association

### Our Mission

*We improve healthcare and help our members and their practices succeed through education, networking and advocacy.*

### The Values by which We Operate

#### **Service to Customers**

We are excited about our profession, partner with each other and are selflessly dedicated to the collective success of our members. It is our privilege to exceed the expectations of every customer with relevance, energy and value.

#### **Productivity**

We deliver extraordinary value consistently through collaboration, right thinking and seamless transitions in leadership. We tackle worthwhile goals, work efficiently and measure outcomes in order to improve continuously.

#### **Financial Responsibility**

We operate efficiently and are careful stewards of all resources to maximize value for our members. We advocate responsibly for resources needed to tackle priority projects and are openly accountable to all members.

#### **Team Relationships**

We are proud to be a diverse association of dedicated professionals who respect, support and challenge each other to excel. We are mission-driven, have fun and help each other succeed.

#### **Image**

We are known as an indispensable resource and valued partner throughout the healthcare community. We are undeniably loyal to our members, represent the very best in healthcare and get things done.

#### **Growth and Innovation**

We embrace change and learn from our collective experience to improve healthcare continuously. We are responsible risk-takers and fully accountable to all stakeholders.

### **Attention Anesthesia Physicians and Administrators,**

Aetna announced that it will delay the effective date of a new clinical policy which was initially announced in late December. The new policy addresses the medical necessity of an anesthesiologist's services during routine upper and lower endoscopic procedures. The policy was scheduled to be effective on April 1, 2008, however, Aetna will now delay the effective date until patient-friendly alternatives are approved by the Food and Drug Administration (FDA) and available in the marketplace.

For full coverage on this topic, please visit this link:  
<http://www.aetna.com/news/2008/0227.htm>.

For more information about this policy and how to keep informed on the latest changes in your specialty and how it affects your income, please contact CompONE Services.

Very best,

Chris Heimerl  
Executive Director of Business Development  
CompONE Services, Ltd.

## Membership Committee Report By John Milewski

Did you know it is estimated that CMGMA members represent over 5,000 Colorado physicians? This is not to mention the number of employees that CMGMA members represent. Our exposure is large, dynamic, and pertinent. What politician wouldn't want to get in front of this influential group?

On January 24, 2008, CMGMA hosted its first annual Legislative Reception. We attracted five legislators and two lobbyists. This exciting event was held at the University Club which offered a top quality environment as well as excellent food, drinks, and service. It was a riveting event, and we had over 40 CMGMA members present. Not bad for a first time event. I would like to extend a special thank you to the CMGMA members who assisted in pulling this event together, so a heartfelt thank you to Judy Spurgeon, Jeremy Stubson, Julie Kjack, Andi Wren, Christopher Hall, Aimee Madison, and Janet McIntyre!

Any salesperson or membership chair would be remiss if we neglected to say, "If you know of anyone who would be interested in joining CMGMA, please have them complete an application at [www.cmgma.com](http://www.cmgma.com) or have them contact me directly at work @ 720-858-7431 with any questions." So there, I've said it. Don't forget the many benefits of becoming a CMGMA member:

- ♦ State wide staff and physician salary survey
- ♦ Networking with your peers through your own professional organization
- ♦ Local job postings
- ♦ Career growth and development
- ♦ Leadership opportunities
- ♦ Continuing education credits that can be applied towards ACMP
- ♦ Affordable

Happy Spring!

## GOT GOLF?

We do! Please join us at our third annual golf tournament being held on Monday July 21 at The Ranch Country Club in Westminster. The Ranch is a beautiful private Country Club located 2 miles west of I-25 on 120th street with an absolutely picturesque setting. The tournament will be a scramble format so that all can enjoy themselves. It will be a 1:00 pm shotgun start so that everyone will be finished at the same time so we can enjoy a wonderful dinner and awards celebration honoring our sponsors and the success our winners experienced out on the course.



Don't be left out of this event as it is sure to sell out quickly. Please don't delay in sending your registrations in when they are sent out later this month. We welcome all members, physicians, staff, and friends to join us in what is an annual tradition of fun and sun in the beautiful State of Colorado.

For more information please contact Scott I. Raberge by phone: 970-352-5000 ext. 321, or by email: [scott@pfccollects.com](mailto:scott@pfccollects.com)

## 'Knowledge Network By Mary Jo Heins, FACMPE CMGMA President Elect

The power of knowledge—information—education! I have experienced that power through Colorado MGMA and one of my hats as President Elect is that of education.

This newsletter is filled with promotion of our spring conference that is just days away.

We are continuing the CMGMA tradition of nationally renowned speakers. And we are trying something new—a 1 ½ day conference with 2 offerings on Thursday afternoon. You may have noticed that conferences include both "soft" (HR, leadership) topics and "hard" (finance, compliance) topics. To that end, the Thursday afternoon focused blocks have one of each:

- ◆ Domestic and Workplace Violence
- ◆ EHR/EMR—Soup to Nuts

### WEBCASTS

Increasing our knowledge network via webcasts is a 2008 initiative. Our first webcast will be Thursday, May 15th during the lunch hour. The topic will be State and Federal Legislation. The Colorado legislative session wrap-up and the Medicare 6/30 extension will make this webcast chalk full of info you need to know!

Watch for sign up details in an upcoming e-mail.

Webcast #2 will be July 15th. What topics are hot for you? I'd love to know! Please e-mail me at [mjheins@clearcreekmed.com](mailto:mjheins@clearcreekmed.com)

If time and location have been roadblocks on your education highway, then the information highway of the internet webcasts can move those roadblocks aside.

So Craig, Steamboat Springs, Durango, Montrose, Lake City, LaJunta, Burlington—let's do lunch!

## CMS/CMGMA 2008 Legislative Priorities By Joyce Vollmer

Joyce Vollmer and Janet McIntyre joined Colorado Medical Society (CMS) Members and physicians for Medicine Day at the Capitol on 2/25/08. A number of bills were discussed with legislators, with special emphasis placed on gaining support for opposition to SB 164. Please stay tuned for a separate communication listing all current bills affecting healthcare providers in the very future. If you have questions on bills or the legislative process, please contact any one of the CMGMA Board Members. Thank you!

### Access to Health Care

**Oppose SB 164**—Increasing the non-economic damages caps awarded in medical malpractice suits.

Raising the caps on non-economic damages in malpractice awards threatens Colorado's stable medical liability climate. The negative consequences on our health care system are many and varied: physicians order more tests and diagnostic procedures just in case they need to back up their clinical judgment in court; physicians avoid specialties like trauma and OB-GYN, because of the risks involved with those patients; they are more likely to avoid practice settings such as the ER where they will have to treat the very sick; they are less likely to practice primary care where overhead costs have already risen close to the revenue a family physician can generate; and they are less likely to practice in rural areas where backup is harder to come by.

Why, at a time when our policymakers are striving to expand access to care and reduce health care costs, would we enact policies that have the exact opposite effect?

If you need information about how to contact your House Representative concerning SB 164, please contact Joyce Vollmer at [jvollmer@pronerve.com](mailto:jvollmer@pronerve.com).

## Salary Survey Report By Susan Donahue, FACMPE

I would like to take this opportunity to thank each of you who have already returned your survey data to us and remind those of you who have not to please do so. Each year the Colorado MGMA Physician and Healthcare Compensation Survey becomes more and more recognized in the Colorado Healthcare community. More and more practices and healthcare organizations use our survey as a valuable benchmark and reference tool. Each year our organization receives phone calls and emails from professionals wanting our information.

The survey is a wonderful snapshot of our participating organizations payroll and benefit structures and it can easily be used to benchmark your practice's salary benefit structure with your colleagues in the same geographical area and practice size.

Please help us continue to make the Colorado MGMA Physician and Healthcare Compensation Survey an invaluable tool.

You can easily download the survey tool by accessing it on the CMGMA website at [www.cmgma.com](http://www.cmgma.com). Click on compensation survey.

**Remember, the deadline for receiving the survey is April 18, 2008.**

Thank you for helping us have another successful survey year!

## Colorado MGMA Spring Conference



The CMGMA Spring Conference will be held on March 13-14, 2008 at the Crowne Plaza Hotel in Colorado Springs, CO. The two day event will feature Keynote Speaker Deborah Walker Keegan, PhD, FACMPE, Co-author of "The Physician Billing Process". The Spring Conference will also feature a networking reception, exhibit hall, and other excellent educational opportunities.

Visit the website at [www.cmgma.com](http://www.cmgma.com) for more complete details and registration materials.

Colorado MGMA Office  
Summit Meetings, Inc.  
90 Madison Street, Suite 403  
Denver, CO 80206-5414  
303-756-8380 fax 303-759-8861  
[cmgma@conferenceoffice.com](mailto:cmgma@conferenceoffice.com)

Thanks to everyone who submitted creative suggestions for the Colorado MGMA newsletter! The winner of the contest is Julie Kjack, FACMPE, for the suggestion of "Colorado Connection."

# First Annual Legislative Reception



Julie Kjack, FACMPE, CMGMA College Forum Representative, MGMA Western Section Chair, and Administrator of the Northwest Neurology PC with William Jessee, FACMPE, President and CEO of the Medical Group Management Association



From the left: Mike Rohr, CMPE, from Colorado Mountain Medical in Vail, CO, Anne Rohr from Vail, CO, and Craig Bakken, CMPE, from the Rocky Mountain Gastroenterology in Lakewood, CO



Ken Kolb, Chief Executive Officer at Hand Surgery Associates (left) with John Milewski, CMGMA Membership Chair and Chief Operating Officer at Colorado Allergy & Asthma Centers, P.C.



Joan Henneberry, Executive Director of the Department of Health Care Policy and Financing (left) and Mary Jo Heins, FACMPE, CMGMA President Elect and Administrator of Clear Creek Medical Group



From the left: Mary Jo Heins, FACMPE, CMGMA President Elect and Administrator at Clear Creek Medical Group, Jan Krause, FACMPE, CMGMA Secretary, Shareholder of Krause Kirkpatrick Bertrand, PC, Janet McIntyre, FACMPE, CMGMA President and Chief Executive Officer at Colorado Rehabilitation & Occupational Medicine



From the left: Jan Krause, FACMPE, CMGMA Secretary, Shareholder of Krause Kirkpatrick Bertrand, PC, Scott Raberge, CMGMA Corporate Affiliate Representative, Vice President of Sales and Marketing at Professional Finance Company, Inc., and Ken Kolb, Chief Executive Officer of Hand Surgery Associates