

# What is your Current AR?

- Average Number of Procedures per Week

# The Process

- Goal
  - Zero claims past 60 days
  - To get paid appropriately for services rendered
  - “We don’t want a single penny that does not belong to us but we want every dime that does”
  -

# The Vision

- What kind of process do I want?
  - This needs to be your process
- Need a plan to implement it
  - People
- Have to set the example of what you want
- Develop the principles & values that are important
  - The team, people, process, steps

# How do I get there

- Detailed process (yes write it down)
  - Highly regimented with no deviation here
    - Ex. Bank deposit
- Focused Execution & Focus on Execution
- Micro manage with purpose
  - Then back off
  - People have to know you are looking at this stuff
  - Evaluate for Success/Improvement

# How do I get there cont.

- Team Approach
  - HCFA 1500
    - 60 items (Demographics)
    - 192 possible items for what happened at visit/procedure
  - Who is the key player that determines the success of this team?

# Spread Sheet Review

- It's really this easy.