



# HBS

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## Update

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March 19, 2017

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### RHC Information Exchange Group

[RHC Information Exchange Group on Facebook](#)  
*"A place to share and find information on RHCs."*

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Visit our website at [www.ruralhealthclinic.com](http://www.ruralhealthclinic.com)

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### Healthcare Business Specialists

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## Where's Waldo (Mark)

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It has been awhile since our last newsletter and I apologize for that. My travel schedule has been extremely busy as we have done a record number of annual evaluations and new rural health clinic conversions in the last six months. A lot of the work is performed by Dani Gilbert, CPA who started working with Healthcare Business Specialists, LLC in October, 2016. Dani previously worked as an intern during a number of cost reporting cycles for us, so she is familiar with RHC cost reporting. Dani's email is [dani.gilbert@outlook.com](mailto:dani.gilbert@outlook.com) and her cell phone number is (423) 650-7250. She will be obtaining the information for the cost reports, so if you have any questions, please give her a phone call. We welcome Dani to Healthcare Business Specialists and appreciate how much she has done for us in just six short months. If you need something related to RHCs, please feel free to call or text Dani at (423) 243-6185. She is a quick study on the steps to become a rural health clinic and we have done 16 of them in the last 6 months.



With someone handling the details and RHC startups are details, I have been freed up to attend a few more meetings than normal. I spoke at the National Rural Health Association meeting in Kansas City on RHC Cost Reporting as well as the National Association of Rural Health Clinics in Reno. This year I



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attended the National Rural Health Association Policy Institute in Washington, D.C. in February including meeting with the staff of several Senators and Congressman regarding the American Healthcare Act of 2017. We will attend the National Rural Health Association Spring Institute in San Antonio in March, 2017 as well. The reason for detailing all this travel is to let you know that rural health clinics have been firmly on our mind the last year and we have been developing content for a spring series of seminars. In recent years, we have done these seminars in September and October, but this year with all the billing changes from 2016 still resonating and the uncertainty from the political environment including the proposal of the American Health Care Act of 2017 we wanted to get out and visit with our clients and provide a forum to exchange information on RHCs. The seminar locations will be in Indianapolis, Indiana on April 7, 2017, in Augusta, Georgia on April 11, 2017, in Jackson, Tennessee on April 20<sup>th</sup> and Knoxville, Tennessee on April 21<sup>st</sup>, 2017.

The seminar will be heavy on the American Health Care Act of 2017 and its impact on RHCs especially the concern about the block granting of Medicaid as proposed in the legislation. We will also spend a lot of time on the CG modifier and how to use it correctly so that bills will be paid and we will go over the community disaster planning regulation which was effective in November, 2016 and must be implemented by November, 2017. As you can see, we will have a lot on our plate for the seminars and webinars. The seminars will start at 8:30 and finish up at 3:30 with an hour lunch break that is on your own. The cost of the seminar is \$250; however, if Healthcare Business Specialists prepares your cost report, annual evaluation, or RHC conversion, email us for a discount code and there is no charge for the first 2 people per cost report, annual evaluation, and if we are doing a startup for you 3 people may attend without charge. There is no discount for multiple people attending from the same organization that is not a Healthcare Business Specialists client. Here is the information to help you get signed up.



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## Spring RHC Update Seminars

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It is that time again. Spring is here and that means RHC Cost Reports are due May 31, 2017 and RHC seminars to help you stay up to date with the constant changing world of Medicare and Medicaid. We have done the heavy lifting and expense of attending the RHC meetings in Washington, D.C. and San Antonio and are bringing this information in a time efficient format close to your clinic. We have four locations for these full day seminars

We invite you to join us for the seminars especially to our clients which may attend without charge by using a discount code provided by us via email for up to two employees. The cost of the full day seminar is \$250. You will go home with a wealth of information regarding RHCs and a USB which includes over 30 years of experience in it and templates and forms to help you manage compliance, billing, policies and procedures, annual evaluations, and cost reporting.

Sign up fast though. Space is limited to between 30 and 35 people per location and some of the locations fill up fast.

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## Spring RHC Update Seminar Locations – 2017

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**JACKSON, TENNESSEE**

**APRIL 20, 2017**

**8:30 to 4:00**

**RESIDENCE INN BY MARRIOTT**

**126 OLD MEDINA CROSSING**

**TELEPHONE (731) 935-4100**

**JACKSON, TN 38305**

For More Information go to the link below:

**<http://conta.cc/2mHESin>**

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## **KNOXVILLE, TENNESSEE**

**APRIL 21, 2017 – 8:30 TO 4:00**

**KNOXVILLE MARRIOTT**

**501 E. HILL AVENUE**

**TELEPHONE (865) 637-1234**

**KNOXVILLE, TN 38305**

For More Information go to the link below:

**[HTTP://CONTA.CC/2MHT1AN](http://CONTA.CC/2MHT1AN)**

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## **AUGUSTA, GEORGIA**

**APRIL 11, 2017 – 8:30 TO 3:30**

**AUGUSTA MARRIOTT AT THE CONVENTION CENTER**

**2 TENTH STREET**

**TELEPHONE (706) 722-8900**

**AUGUSTA, GA 30901**

For More Information go to the link below:

**[HTTP://CONTA.CC/2NAZA63](http://CONTA.CC/2NAZA63)**

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## INDIANAPOLIS, INDIANA

APRIL 7, 2017

8:30 to 3:30

Location

Residence Inn Indianapolis Downtown on the Canal

350 W New York Street

Indianapolis, Indiana 46202

To Register for the RHC Update Seminar

<http://conta.cc/2nAgMKv>

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## RHC Update Seminar Schedule

Time	Subject
8:00 AM to 8:30 AM	Registration
8:30 AM to 12:00 PM	The first hour will be an introductory session for people new to RHCs. If you have been around awhile, you already know this information and may elect to sleep in. At 9:45 we will start on the American Health Care Act of 2017 and RHC Compliance including legislative and regulatory updates, cost reporting updates including information on physician compensation, annual evaluations, policies and procedures, and other compliance issues facing RHCs including Community Disaster Planning requirements.
12:00 to 1:00 PM	Lunch (on your own)
1:00 to 3:30 PM	RHC Billing including a complete update of the April 1, 2016 changes to RHC billing including HCPCS coding, CG modifiers, 59 and 25 modifiers, and billing for procedures. Medicare Secondary Payor procedures and Medicare Advantage or Replacement Plans. Tennessee seminars will include 30 minutes on preparing the TennCare quarterly report and may end a little later than the other seminars.

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## RHC Update Seminar Information

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The fee is \$250 per person. If you are a client of HBS, email us and we will provide you with a discount code to register 2 people for no charge.

Coffee and Orange Juice will be provided in the morning, soft drinks available during the day, and a snack at the afternoon break. Lunch is on your own and is from 12:00 to 1:00.

We do not block or discount rooms, so the hotel may not know we are there. We are. Catering handles our contracts and sometimes they do not talk to reservations. There are no special rates that the hotel offers due to the small number in our group. We offer a 100% refund if you cannot attend as long as we know within 7 days of the seminar. Emergencies will be refunded if you call us. If you do not call or show up, there is no refund.

Each person will receive a USB drive with 100's of files to help you manage your Rural Health Clinic. The files include a policy and procedure manual with new policies to help manage your RHC, Annual Evaluation documents and templates, Cost Report workpapers and tools, and introducing the Line Item Benchmarking reports from RHC Cost Reports. We now have access to every RHC Cost Report in a data file and we have benchmarked 100 of the cost reports by Worksheet A line item. This will help you manage your expenses and help evaluate your expenses.

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## RHC Update Seminar Sponsors

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### SECURE YOUR HOSPITAL'S FUTURE WITH ONE CALL

The Seminars are sponsored by our proprietary Hospital Outpatient Laboratory Onboarding program that is bringing rural hospitals back to life with an infusion of much needed revenue and more importantly cash. Email Mark Lynn at [marklynnrhc@gmail.com](mailto:marklynnrhc@gmail.com) or call 423.243.6185 to find out how your hospital's financial issues could be solved with one call. This turnkey program is having amazing results. Take your place at the table while opportunities exist. Only two rural hospitals per state will be chosen to participate in most cases so the opportunity is very limited and will not be around long. Call or email today to secure your hospital's future.

#### HPSA Acumen, Inc.

Is your area no longer in a shortage area, have questions about bonus payments from Medicare including the 10% geographic bonus, questions about National Health Service Corp tax free loan repayments to providers, need a Community Health Assessment prepared? HPSA Acumen Inc. has been doing this type of work for over 30 years. For more information, here is their contact information.

**HPSA Acumen Inc. - PO Box 274, 201 East 4th Street - 3rd Floor, Jamestown, NY 14701**

**Phone: (716) 483-0888 - Fax: (716) 487-0085**

<http://www.hpsa.us/>

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Rural Behavioral Health, LLC which integrates mental health patients and rural health clinics to grow RHC revenues and provide care for an underserved population in rural areas.

<http://www.ruralbehavioralhealth.com/>.

We would also like to thank AMS software in Raleigh, North Carolina. They service over 40 RHCs with Electronic Health Record and practice management software. Alice Boykin will be at most of the meetings and will be there to answer billing questions.

<http://www.ams-software.com/>



## Youtube Channel with RHC Webinars

HBS has started a YouTube Channel and it has all the recordings of previous webinars on it. Here is the link:

[\*\*RHC YouTube Video and Webinar Channel with Recorded Webinars\*\*](#)

*Recorded Webinars on RHC Billing, Cost Reporting, Certification, and Annual Evaluations*

## RHC Information Exchange Group

[\*\*RHC Information Exchange Group on Facebook\*\*](#)

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## RHC Update Seminar Registration Form

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Please complete the following registration information. Tell us about yourself (additional attendees from the same organization should use separate forms) – we must have an email address for each attendee to register and send materials.

Information Requested	Please Provide Information
Seminar Location	
Name	
Clinic	
Address (1)	
Address (2)	
City, State, Zip	
Telephone	
Email	

Please Provide Payment information on the next page

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## RHC Update Seminar Payment Information

### Payment Information

Payment Source	How to Pay	Credit Card Information
Sending Check	Mail to: Check to: HBS Healthcare Business Specialists Suite 214, 502 Shadow Parkway Chattanooga, TN 37421	
Pay Pal	Email to <a href="mailto:la_vita_nouva@hotmail.com">la_vita_nouva@hotmail.com</a>	
Mastercard, Visa, or Discover	Provide: <b>Credit Card Number</b>	_____
	Provide: <b>Expiration Date:</b>	_____
	Provide: <b>Security Code</b>	_____
Signature	Please sign for Credit Cards	_____

Please email or these two pages to Mark R. Lynn, CPA at [marklynnrhc@gmail.com](mailto:marklynnrhc@gmail.com) or fax to (800) 268-5055. Once we receive your information either via the mail, fax, or internet registration, we will prepare an invoice and mark it paid, email it to you with a Confirmation number indicating that we have received your payment and have a spot for you at the seminar.

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## More Information about Us

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For more information on the services of Healthcare Business Specialists including RHC cost reporting, annual evaluations, and startups or to view the resume of the primary speaker for this seminar, please go to our website at:

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

## Become a Fan and like us on Facebook

We have a Facebook Fan page which is filled with information on a daily basis regarding rural health clinics. Why wait till Friday to find out what is going on? Become a fan by following the link and liking us.

<http://www.facebook.com/pages/Healthcare-Business-Specialists/123096777748776>



*Healthcare Business Specialists, Chattanooga Tennessee*

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# HBS

Healthcare Business Specialists

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Healthcare Business Specialists is a Chattanooga, Tennessee-based consulting firm which specializes in rural health clinic reimbursement and prepares rural health clinic cost reports, annual evaluations, provider re-enrollment, and RHC startups. Mark R. Lynn is trained as a certified public accountant and has over 35 years' experience in the healthcare field with almost 25 years of experience devoted almost exclusively to rural health clinics. We have been conducting rural health clinic seminars for over 25 years.

[Annual Evaluations](#)

[Cost Reports](#)

[RHC Startups](#)

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