



YOU NEED

- INCREASED INCOME
- INCREASED COMPLIANCE
- WAYS TO BRING ORDER TO CHAOS

UP TO
8 CE HOURS
AVAILABLE*

*Vary by location.

WE DELIVER IT!

Take home four new, ready to implement systems by the end of the weekend. Digital how-to manuals, customizable forms, scripts and other tools will be yours at no additional cost.

The Patient Financial System

This foundational system is the beginning of your journey. We'll teach you the rules, help you customize a legal office financial policy, construct a detailed hardship agreement, and review your current levels of reimbursement from third party payers.

You'll get customizable forms, how-to guides, and plenty of hands on assistance, so implementation will be a breeze.

Increase Income

We'll review your reimbursement and recommend changes to your current fee schedules and financial policies to bolster your bottom line.

Increase Compliance

Haphazard discount and hardship agreements put you at serious risk. You'll leave this weekend with an updated fee schedule, legal discounts, and permissible hardship agreements, ready to use when you return to your office.

Bring Order

Streamlined scripts, opportunities to role play the difficult questions and simplified forms will make it easy for your team to implement this system on Monday morning.

The Financial Report of Findings System

This system is central to the doctor-patient relationship and crucial to your patient's financial longevity in your office.

We'll demonstrate how to transition from the clinical to the financial report of findings, explain in detail how to get four commitments critical to your success, and provide scripting and paperwork necessary to get agreement and long-term compliance from your patients.

We will provide you with a customized version of the KMC University Financial Plan Calculator. This tool is your solution to estimating the cost of care and explaining it to your patient in an easy to understand and simple to use format.

Increase Income

We'll teach you ways to make care more budget friendly, thereby allowing a patient to be compliant with your recommendations thus increasing both patient visit average (PVA) and collected case average (CCA). We'll train you in the use of the KMCU Financial Plan Calculator and send you home with exact scripting for both doctors and team to ensure your immediate success.

Increase Compliance

In this system, you'll put into action the foundational fee schedules, hardship agreements, and legal discounts that will ensure that you handle each patient in a compliant fashion.

Bring Order

Without a viable, duplicable system of explaining care and fees to patients, it's easy to operate "on the fly", without continuity and stability. But, when you learn and take home this system, all team members can contribute successfully to each patient's report of findings.

The Documentation System

This system is the answer you've been looking for to tie every aspect of your documentation together from history to discharge. We'll review each step in the process to bring a clear understanding of current documentation requirements. You will learn the difference between medically necessary care according to third party payers, and care that may be clinically appropriate but not reimbursable by a third party, and what to do about it. Experience appropriate documentation with "John Doe" as we journey from visit one through his discharge.

Increase Income

Would it surprise you to know that better documentation yields a higher reimbursable patient visit average? Whether it's more visits allowed or fewer post payment audits, your streamlined and systematic documentation will pay financial dividends many times over.

Increase Compliance

Potential repayment back to third party payers is only part of the problem. Devastating penalties can shut down your practice. It's just not worth it. This system and training will guide you to bulletproof compliance through improved documentation.

Bring Order

This detailed method of documentation takes the guesswork out of day to day recordkeeping, bringing certainty and confidence back to this difficult area of practice.

The Billing and Collections System

This final system in the process ensures that now that you've done the work, the reimbursement will easily follow. We'll provide you with the steps in the exact order from the new patient phone call through a zero balance. This critical path we'll demonstrate includes not only the order, but the timelines and critical accountability points that ensure maximized collections. This proven system works, and you will take it home, install it Monday morning, and reap the rewards.

Increase Income

Income will soar when this system is installed because your neglected collections department will be re-energized, organized, and effective.

Increase Compliance

With a system like this installed in your office, responsibility for the integrity of your billing and collections process is built in.

Bring Order

This template for time management, efficiency, and effectiveness will help your team find hours each week.

You will receive digital how-to manuals, customizable forms, scripts...

Over \$1,300 in tools and solutions INCLUDED at no cost!

Practice Performance Profile

\$497 VALUE!

KMCU Financial Plan Calculator

\$495 VALUE!

Customizable Financial Hardship Form

\$199 VALUE!

Customizable Office Financial Policy Form

\$99 VALUE!

KMCU Coding Cheat Sheet

\$29 VALUE!

Your investment:

FIRST PERSON FROM OFFICE

\$997

ADDITIONAL PERSON FROM SAME OFFICE

\$129

NOW WITH BREAK OUT SESSIONS!

The KMCU Hands-On Lab just got better!

Both doctors and team members will benefit from dedicated focused breakout sessions on time management and infrastructure, and active care rehab training for an even more complete experience!

FEBRUARY **DALLAS** JUNE **WASHINGTON DC** SEPTEMBER **CHICAGO** DECEMBER **SAN FRANCISCO**

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