New Poster For April Conferences

See you at our booth #7 at the MSMA Annual Conference in Kansas City April 5-7. If you are attending, please stop by to say hello, and pick up a business card and flyer.

April 10-12 our chapter will be represented at the Missouri MGMA conference at Margaritaville Lake Resort in Osage Beach, MO. Still time to register for that as well.

Please join us for a complimentary hot breakfast & a presentation on emerging healthcare innovations.

You’re Invited
April 24 at Grand Street Café
7:30 - 8:30am

Presenters
Daniel Storey, Real Estate Manager, HCA Midwest
Jason Andrews, CEO, GroupSource

Sponsored by CBRE Kansas City
Co-sponsored by
HCA Midwest Health
GroupSource
Greater Kansas City MGMA

HELP GROW OUR SOCIAL MEDIA CONNECTS LIKE! FOLLOW!

Facebook Page
https://www.facebook.com/pg/GKCmgma/

CONNECT!
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https://www.linkedin.com/company/gkc-mgma/

Twitter
https://twitter.com/gkcmgma

Highlighting Our Business Partners

* Reply with your RSVP directly to elizabeth.tilson@cbre.com
April Meeting

“Billing Office Efficiencies & Fraud Prevention”

Commerce Bank Speakers:
- Tyler Siegfried, CRCR
- Katie Hammons, Vice President
- Samantha Werner, Vice President, CTP, AAP

All three of our Commerce Bank speakers have a wide range of education and extensive experience in finance, fraud and billing. They will cover many topics and give helpful tips for you to incorporate into your practice’s operations. Don’t miss this meeting. It’s sure to be a jam packed presentation of information.

Date: Wednesday, April 17, 2019
- 3:00 pm - Registration, Networking and Food/Drink (wine/beer etc)
- 3:30 - 5:00 pm Program
- 5:00 - 5:30ish - More networking

Holiday Inn & Suites, 8787 Reeder Road, Overland Park, KS 66214

Cost: (Please pay online as you register)
GKC Members - $25.00    Guest - $45.00

RSVP for the April meeting by Monday, April 15 at Noon at https://gkcmgma.wildapricot.org/event-3014034.

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Our 2019 Charity

The Board of Directors has named our 2019 Charity. They unanimously decided to continue supporting Rose Brooks because of the much needed services they provide to the Kansas City community.

Keeping Families Safe
- EMERGENCY SHELTER
- ON-SITE PET SHELTER
- 24-HOUR CRISIS LINE
- FACILITIES & FOOD SERVICES

A Safer Community
- COURT ADVOCACY
- HOSPITAL BRIDGE PROGRAM™
- COUNSELING SUPPORT
- LETHALITY ASSESSMENT
- PROGRAM WITH KCPD

Ending The Cycle
- CHILDREN’S PROGRAM
- SCHOOL-BASED PROJECT SAFE®
- HOUSING AND ECONOMIC EMPOWERMENT
- ON-SITE HEALTH CLINIC
- COMMUNITY EDUCATION

To donate: https://gkcmgma.wildapricot.org/Our-Charity/
Introducing Our New Board Member

The Board of Directors is happy to announce the appointment of Josh Honn of Truss Advantage to the 2019 GKC MGMA Board. Josh has been a member for many years and has served on the Membership Committee, also hosted monthly committee meetings in his office, as well as sponsoring after-hour events. We thank Josh for agreeing to complete this year on the board.

Josh is filling the vacancy created when Andrew Crotty recently transferred to the Medix New Jersey offices. Thanks for everything Andrew! Thanks for providing leadership and especially the creation of our catchy slogan for 2019! We’ll miss you!

“People. Programs. Passion.”

BOARD OFFICERS
PRESIDENT - Jennifer Caswell
PRESIDENT ELECT - Kory Barrett
PAST PRESIDENT - Megan Turner
TREASURER - Chris Smith
SECRETARY - Jeanna Patton
AT LARGE - Rebecca Allison

BUSINESS PARTNERS
AT LARGE - Karen Eldridge
AT LARGE - Josh Honn

VISION STATEMENT
Partnering business excellence with clinical excellence to redirect healthcare toward the goal of patient advocacy. Enabling members to be a proactive, empowered force in directing the business of medicine, embracing current technology in pursuit of this vision.

MISSION STATEMENT
Greater Kansas City MGMA will provide education and assistance to its membership, fostering collaboration with all stakeholders in the healthcare system to influence the direction of healthcare.

OUR GOAL
The goal of the GKC chapter is to provide networking and continuing educational opportunities, which supports our mission and our vision statements. We continually strive to increase our benefits to our members and provide a valuable service to the healthcare community of Kansas City.
Great services and food amazing!
Come at 3:00 to register, get a drink and share in some delicious food items!

Light hors d’oeuvres with tea, water, wine & beer (also cash bar - 1 drink ticket per attendee)
Third Wednesday afternoon 3:00 - 5:30pm
Members $25.00, Nonmembers and Guests $45.00
RSVP: Events Page at https://gkcmgma.wildapricot.org
How to like us on LinkedIn

Steps:
1. Log onto www.linkedin.com
2. If not already signed in, sign in by clicking on
3. Once signed in, search for GKC MGMA
4. Once on the GKC MGMA page, click the
5. Please feel free to like, comment, or share on any of our posts!

Thank you for your Support!!
Greater Kansas City MGMA
L. Jessica Palmer, Executive Director
Phone: 816-806-1838
Fax: 816-326-9132
info@gkcmgma.org
www.gkcmgma.wildapricot.org

New Members Welcome

2019

MARCH
Ali Shoup, Core Bank
Chad Heggem, Wells Fargo

FEBRUARY
Tammi Schaper
Anesthesia Associates of KC

JANUARY
Tyson Markham
Bank of America Merrill Lynch
Stephanie Chadwick
Olathe Health Family Medicine, Hedge Lane
Josie Pratt
Olathe Health Family Medicine CP
Christine Bolton
Encompass Medical Group

We’re Passionate About Healthcare Practice Management.
Each and every Pulse Client is a valued part of our family. Some for more than 20 years now. With Pulse as your partner, you’ll never feel like a small fish in a big pond. We’ve worked with thousands of providers who require unique workflow solutions and have very specific business needs. No matter your size or specialty, we’re up to the challenge. We’re evolving with healthcare, and we’re here to stay.

It Takes PASSION.

BUSINESS PARTNERS
Market your business! Take part in the special 2019 “Thank You” offer as the above highlighted partners have for March.
Highlight your business 1 or 2 times in 2019. See page 5 for details and how to sign up!

Greater Kansas City MGMA Newsletter
https://gkcmgma.wildapricot.org

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TO OUR BUSINESS PARTNERS:
I want to reach out and thank each of you personally for being a part of our organization. As many of you know, earlier this year we were fortunate to bring back Jess Palmer as our Executive Director. She, along with our Board, are working hard to help our organization grow and thrive. We have already set up our programming for 2019 at a new location, and are excited about the opportunities that we have for this next year. With the changes that we have for next year, we want to re-engage our membership, and we realize that our Business Partners continue to play a great role in helping us meet our goals for 2019.
We’d like to give our Partners the opportunity to share and be a part of our growth. We are looking for two to three business partners to sponsor each of our 2019 monthly educational events. We are requesting that you share a bit about your business for a few minutes and then provide a $25 gift for one of our manager attendees. With this sponsorship, we will share your information on our website (logo and a bit about your services/product), in our newsletter for that month and with emails to our members. We thank you for everything that you’ve done to help our organization and in this small way, we are hoping to give back to you.
The sponsorships come on a first come, first served basis. Please see our programming schedule for 2019. Reach out to Jess to let her know your top couple of choices and we will get you on our schedule (info@gkcmgma.org). Thanks again for all you do for GKC MGMA. We appreciate you.
— Jennifer Caswell, President

It Takes Our BUSINESS PARTNERS
SHOWCASE YOUR BUSINESS & YOU!

MEETING FUN!
By January 31 if at all possible, send your chosen three months for 2019 to share a helpful tip and give a door prize. We’ll try to accommodate your first choices. We’ll contact you via email if you need to choose another month (first come, first served).
info@gkcmgma.org

Provide 3 “Helpful Tips” a year
This can be a blurb, ad, photo, etc., about yourself or your business. Your logo will be displayed beside your tip on a PowerPoint slide and in the monthly newsletter (example on page 8).
We’ll place your logo, your photo, and your quote about your business in our PowerPoint slides for the meeting.
Also will need:
• Your color photo headshot in jpeg or png
• Your logo in jpeg and eps format
• Three “Helpful Tips” to share about your business, service or product. One or two sentences only please (one for each month you choose).

Offer a $25 door prize
• Your logo will appear on the meeting PowerPoint slides
• 5 minutes to describe an aspect of your business during meeting announcements
(Maximum of 2 partners per monthly meeting)
I was sitting on a plane heading back to Tulsa from a convention in San Diego. I had spoken at a national convention and was reflecting on what I could have done to improve the session I led. As I was reflecting, I overheard a conversation behind me between two strangers attempting to make small talk.

“I missed my flight and won’t make it in time for my son’s game tonight.”
“I’m sorry to hear that. Is his team any good?”
“They have only lost one game so far.”
“Is your son a good football player?”
“Well, he sure thinks he is. He keeps saying he is going to get a football scholarship to OU (Oklahoma University). I keep telling him he is just going to be disappointed and needs to quit thinking he is going to get paid to play football. There are so few guys that make it to that level.”

“I hear ya. It is pretty tough. What position does he play?”
“Nose guard. Do you know how hard that would be to get a scholarship as a nose guard?”
“Nearly impossible”.

At this point I was curious. How hard IS it to get a scholarship as a nose guard? Is it harder than the right tackle? Is he any good? What kind of degree would he want to earn? Does he want to go to an Ivy League school and his Dad is pushing OU? Maybe he won’t make D-1 but I wonder if he could play for a D-2 school? And I wonder, what does a nose guard really want to be when he is out of college? Who was the nose guard when I was going to school? Then the next question...

“How old is he?”
“11.”

I truly jumped out of my seat and turned around to see what someone that would destroy a kids dream at the age of 11 looked like. I was stunned. Two guys, that looked like they were in fairly good shape and probably even played back “in the day,” agreeing how silly the 11-year-old was for thinking he could make it at the college level. I thought about that exchange for the two hours it took me to get from Phoenix to Tulsa. I was really dumbstruck. What should I say to them? Don’t I owe it to the 11-year-old to at least comment about how they were being unfair to squash his dreams at such a young age? Do they have any idea how unfair it is to throw in the towel on someone before they were even 12?

I didn’t say a word. I didn’t trust myself to say it in a way that wouldn’t come out, “Hey, just because you two are losers and didn’t make it doesn’t mean he can’t!” That was, after all, all that came to mind.

So, here is the question for you. Have you ever made a decision too soon about someone you hired? Have you ever thought, there is no way they can make it but I had to hire them because they are best I could find? How many people have surprised you in your life? How many people have you hired with some skepticism, that have gone on to be valued members of your team? If the answer is one or more, then hear this. Our job as leaders is to promote the possibilities of their talent, not the probabilities. I don’t care what personality test you give or how long you have been hiring, someone will surprise you. I’ve been hiring people for 25 years and I have never been able to determine the one thing that matters the most. Do they have the burning desire to succeed?

You could argue they are either born with it or not but I’m simply arguing you simply can’t detect it. Some people have just not been given the right set of circumstances for success. The kind of circumstances that true leaders can give their team members by helping instill confidence in them. Or the kind that includes recognizing when someone is in the wrong job and instead of firing them, they put them in a different position.

So, I guess the question we have to ask about all of the people we work with is simply this...Do you believe they deserve your high expectations of them? Not only is the answer obviously yes, but this might also explain the secret to getting extraordinary results out of ordinary people.

Make it a great day!

Tracy Spears
Please contact Tracy at the following:
tracy@tracyspears.com
918-779-7744

Great Leaders Promote Possibilities, Not Probabilities
2020 Medicare Imaging Clinical Decision Support Requirements

Beginning January 1, 2020, clinicians ordering CT, MRI, Nuclear Medicine or PET Studies on a Medicare patient must consult CMS approved Appropriate Use Criteria (AUC) via a CMS approved Clinical Decision Support Module (CDSM) for each order. There are exceptions for inpatients and cases that meet the EMTALA definition of an emergency.

Rendering providers of both technical and professional components will be required to report a HCPCS code corresponding to the CDSM used by the ordering clinician, the NPI of the ordering clinician, and a modifier indicating whether the order conformed to AUC beginning in 2020. Beginning January 1, 2021, reimbursement will be contingent upon reporting this data on claims.

If you order a significant volume of Medicare CT, MRI, Nuclear Medicine or PET studies and you use an EMR, you should be talking with your EMR vendor about adding an integrated CDSM. There will also be free web portals available, which may be appropriate for those who order a low volume of studies, or those who don’t have an EMR. If you perform these studies in your office, or you provide the professional component, you will also want to be talking with your billing system vendors about how to collect and report this information on your claims beginning January 1.

Here are a couple of links that may be helpful to get you started:

- [https://www.acr.org/Clinical-Resources/Clinical-Decision-Support](https://www.acr.org/Clinical-Resources/Clinical-Decision-Support)

If this seems like a headache, let me suggest a potential silver lining. If you can show commercial payors that you are consulting CMS approved AUC, it may be possible to negotiate with them to be excused from pre-authorization, at least in cases that conform to AUC.

Please don’t hesitate to contact me if I can answer questions or offer assistance on this topic! As Kansas City’s leading radiology group we have a strong interest in making this work for all ordering clinicians.

David Smith, FACMPE, Executive Director
785.393.8387

2019 Spring Conference
Two weeks away
April 10-12, 2019

Still Time to Register
[www.mgma-mo.org](http://www.mgma-mo.org)

Future Conference Dates
May 6-8, 2020 and May 5-7, 2021

“KC LOCAL EVENTS”
New Website Subpage

Several upcoming Kansas City area events have been posted recently on this new page. Other local events in the Kansas City area that are healthcare management related may be posted on this page.

Send event information, flyer, advertisement, or video to info@nwmomgma.com. The ad will remain active until the event concludes.

*Must not conflict with MGMA local or state chapter events.

Visit: [https://gkcmgma.wildapricot.org/admin/website/?pageld=18091](https://gkcmgma.wildapricot.org/admin/website/?pageld=18091)