

# TMGMA ENEWS

September 2017



## Message from the President

I love Fall! Busy schedules, deductibles met, lots of surgeries, football, and cooler weather. TMGMA also utilizes this time to finish up on any outstanding items we may have on our agenda, review our plans, and bring the current fiscal year to a close. That also means that this is my last official TMGMA Newsletter as your President. For those that were not able to attend the most recent conference, let's catch you up.

The TMGMA Legislative and Payer Conference in Knoxville had a good attendance and as always we appreciate the support of our Business Partners. The meeting consisted of representatives from TMA and MGMA to update us on the Legislative happenings in our state and across the country. Several of our members were recognized for their accomplishments, and were winners of scholarships. We had the opportunity to speak with our payers and specifically address changes that they see in the future as a provider within their networks. TMGMA also elected our new Leadership and Executive Committee Chairs, and are excited as to what the future holds for them and the opportunity to work with our members.

The National MGMA Conference will be held in Anaheim, CA, October 8 – 11. If you are looking for some last minute CME courses, or a comprehensive medical education event, this should fit the bill. There are still registrations available online at [www.mgma.com](http://www.mgma.com).

We continue to see many individuals progressing toward the Certification and Fellowship processes through MGMA. That is an exciting and powerful statement to make as a Healthcare Management Professional, and also strong bragging rights for the State of Tennessee to have so many people wanting to have this level of designation. If you have not taken the opportunity to take those next steps, and be recognized in your profession you can reach out to us by email at [rebekahfrancis@bellsouth.net](mailto:rebekahfrancis@bellsouth.net). We will get you connected to the right people.

Your Board and Committee Chairs are already in the process of planning next years' conferences and other ways we can support our members through the TMGMA. I'm proud to be part of the organization, and to have represented you as President. Thank you for the support you have provided and I look forward to the future as we continue to work together. Thank you,

Jeff McPherson, MBA, CMPE  
President, Tennessee Medical Group Management Association



TMGMA's Preferred Malpractice Provider

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## ACMPE CORNER

### **Make 2018 YOUR year!!**

Become a **NOMINEE** working towards a **CMPE** (*Certified Medical Practice Executive*) with the final achievement of **FACMPE** (*Fellow in the American College of Medical Practice Executives*).

**For all current Nominees:** As of January 2019, the qualifications to apply for ACMPE certification will change. In addition to requiring two years of healthcare experience, with six months in a supervisory role, applicants will be required to hold a bachelor's degree or 120 college credit hours upon applying. Nominees who do not meet the new education requirements have until December 31, 2018 to achieve certification.

Register for your exam online at [mgma.org/statecert](http://mgma.org/statecert).

Please contact me with your questions or if you're needing assistance.

Barbara Daniels, FACMPE  
TMGMA ACMPE Forum Representative  
[bdaniels@manchesterpain.net](mailto:bdaniels@manchesterpain.net)

#### Upcoming Exam dates:

Exam Dates	Registration
September 9 - 23	closed
December 2 - 16	October 23 - Nov 6
March 10 - 24, 2018	Jan 22 - Feb 8, 2018
June 9 - 23, 2018	Apr 23 - May 7, 2018
Sept 8 – 22, 2018	July 23 – Aug 7, 2018
Dec 1 – 15, 2018 *final testing date before...	Oct 22 – Nov 6, 2018
<b>2019 – New Requirements</b>	

Exam sites can be found [online](#).

Registration information is located on [mgma.com/exams](http://mgma.com/exams)

Exam preparation resource materials are available in the [MGMA store](#).

#### **2017 Fellowship deadlines:**

Deadlines for 2017 Fellows class are now past, so let's get a jump start!

Make 2018 your year!!

#### **2018 Fellowship deadlines:**

Outline Due: April 6, 2018

Manuscript Due: July 20, 2018

[Requirements and resources](#) for Fellowship are available at MGMA's website.

## ACMPE CORNER CONTINUED

### Study Groups:

For **Certification**, there are 8 weekly webinar modules covering the 6 domains in the Body of Knowledge, which are open to members and non-members. See the [webinar series](#) in the MGMA store for more details. There is also a Tennessee MGMA study group in the member community hosted by Deborah Hudson. [Tennessee ACMPE Study Group](#)

The **Fellowship study group** webinar series is designed to help individuals considering Fellowship to learn more about the process and requirements. All webinars are now available [on-demand](#).

SHOWCASE YOUR  
EXPERTISE BY BECOMING  
A CERTIFIED MEDICAL PRACTICE  
EXECUTIVE OR FELLOW  
IN THE AMERICAN COLLEGE  
OF MEDICAL PRACTICE



Join MGMA Oct. 8-11 in sun-splashed Anaheim, CA for the [MGMA 2017 Annual Conference](#). This premier healthcare conference caters to top executives as well as all levels of medical practice professionals and decision makers in the healthcare industry. MGMA17 will empower you to lead your organization with confidence through unparalleled educational sessions, face-to-face networking and industry-leading product research opportunities.

Did you miss the chance to register before the early bird deadline? This is your lucky day! Take \$200 off [MGMA 2017 Annual Conference](#) registration **Sept. 13-14** when you book your stay within the MGMA housing block.



#### **Hilton Anaheim**

Rate: \$239 plus tax  
Book your stay at the Hilton when you register during the flash sale and be automatically entered to win 50,000 Hilton



#### **Sheraton Park Anaheim**

Rate: \$206 plus tax  
Book your stay at the Sheraton and receive a \$25 food and beverage



**Hurry — these deals won't last long.**

**Register for MGMA17 today to save big \$\$**

**Use promo code **200FLASH** when registering**

## PAST PRESIDENTS SCHOLARSHIP FUND

The TMGMA Council of Past Presidents awarded three scholarships at the Payor & Legislative conference held recently in Knoxville, TN. From the largest group of submissions ever, as well as some of the most impressive candidates, the following recipients were recognized:



**John Foster - \$2,000 Award**



**Robin Burnette - \$500 Award**

**Dorothy Kuzawinski - \$500 Award** *(picture not available)*

The Past Presidents' Scholarship Fund was established a decade ago with an initial grant from the Tennessee Medical Group Management Association. Today, the scholarship account is funded by donations from TMGMA's past presidents. The fund was put under the control of the Council of Past Presidents created at that time which was first chaired by one of TMGMA's earliest presidents, Martha Johnson. The Chair of the Council continues to serve as an ex-officio member of the TMGMA Board. Since that time, the fund and scholarship process has been overseen by the Council Chair with a small committee of other past presidents who select the scholarship recipients. Each year we recognize three individuals with various scholarships. Two are in the amount of \$500 each and allow the recipients to attend a TMGMA conference during the coming year. The third award is \$2,000 intended to encourage advancement in the American College of Medical Practice Executives/MGMA as either a Certified Medical Practice Executive and/or Fellow in AC-MPE. Those funds may be used for MGMA dues, advancement related testing costs and attendance at MGMA Annual Conference. Recognizing that not all medical groups have the resources, or are even supportive, the Past Presidents hope these awards inspire those individuals who might not otherwise be able to attend conferences or pursue professional development. It is an opportunity for each past president to give back to the association which has inspired each of us and advanced our own careers.

Continue to read the TMGMA newsletter for the announcement of next year's application period.

Steve Dickens, JD, FACMPE  
Chair of the Past Presidents' Council  
[steved@svmic.com](mailto:steved@svmic.com).

## TMGMA Legislative News

TMGMA works closely with both the MGMA and TMA Government Affairs staff to provide our members with the latest legislative & regulatory information. TMGMA members are encouraged to participate in grassroots activities, anecdotal surveys, and contacting your elected officials on issues of importance to medical practices. For more information on how you can get involved or questions on any legislative issue, contact your TMGMA Legislative Liaison DeAnna Brown, FACMPE, CPC at [dbrown@tnvalleyurology.net](mailto:dbrown@tnvalleyurology.net).



I'm so excited with all that I have to share with you this month. As we wind down this year, Nashville and Washington are gearing up and I'm excited for our future.

I recently was invited to a **"Dialogue in the District"** with Peerless Pediatric Group in Cleveland, TN. The administrator, Cathy Faulkner had worked with Rebecca Lofty Woods – Grassroots Advocacy Coordinator at TMA, to coordinate the meeting between Cathy's physicians, Rebecca, Rae Bond of Hamilton County Medical Society, and myself to meet with Senator Mike Bell and Representative Dan Howell to discuss several legislative issues including MOC. This was an excellent meeting and gave us the opportunity to discuss in a relaxed atmosphere what MOC is and the negative impact on physicians. It also gave both Senator Bell and Representative Howell the opportunity to ask questions and seek clarification. It was a very productive and mutually beneficial meeting. There's more information below about how to coordinate a **"Dialogue in the District"** with your own legislators.

Over the past year, I've met many people who are truly concerned about our future in healthcare and they wonder what they can do. They are but one person, one practice, but the truth is they can do a lot. If you want to be involved.....get involved. It doesn't have to be all in, it can be a toe in the water approach. Start small and then get more involved as you learn. Below are great opportunities to start small. **"If you're not at the table, you're on the menu"** – Michael Enzy - I don't want to be on the menu, do you? Come, get involved with me.

### **TMA Survey**

We have had significant turn over in the state legislature with more expected in the next two years. It is important that we keep our grass tops database as up-to-date and accurate as possible. We need to continue collecting relationship information for new legislators. This [survey](#) allows us to capture such information and organize the data in a way which we can use to help push forward our legislative agenda throughout the year. Please encourage members, spouses and practice managers to take and share this survey.

### **Doctor of the Day Opportunity!**

TMA is recruiting for the Doctor of the Day program. TMA works with the Tennessee General Assembly each legislative session to provide volunteer physicians who serve the medical needs of lawmakers and their staff. Volunteers spend one day in Nashville and have the unique opportunity to interact with legislators on the House and Senate floors, attend committee meetings and get a first-hand look at the legislative process, while giving something back to the public servants who support physicians' issues.

For the past two years Residents have been able to serve alongside of Physicians as the Resident Doctor of the Day. Please keep residents in your mind as you begin your marketing efforts. I would like to have at least 5 doctors sign up. If you know of someone who might be interested, TMA will be happy to reach out to them to see if they are interested. Sign up here: [http://www.tnmed.org/TMA/Government\\_Affairs/Grassroots\\_Program.aspx?WebsiteKey=d3f4c24b-0587-43f9-9671-02683da3720f&hkey=e186a0c2-547b-4bb6-b373-3982555f8dfe&Ways\\_to\\_Get\\_Involved=4#Ways\\_to\\_Get\\_Involved](http://www.tnmed.org/TMA/Government_Affairs/Grassroots_Program.aspx?WebsiteKey=d3f4c24b-0587-43f9-9671-02683da3720f&hkey=e186a0c2-547b-4bb6-b373-3982555f8dfe&Ways_to_Get_Involved=4#Ways_to_Get_Involved)

Volunteers must have an active, unrestricted medical license and be a current TMA member to participate.

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## **DAY ON THE HILL – Save the Date! March 6, 2018**

Please SAVE THE DATE for [Day on the Hill](#) on March 6<sup>th</sup>, 2018. Day on the Hill will be a new and exciting experience in the recently renovated Cordell Hull Bldg and in a fresh format featuring a cocktail reception rather than a luncheon. Once the registration link is available, I will send it out.

### **IMPACT**

Please make your contributions to IMPACT, this allows TMA to financially support campaigns that demonstrate passion and purpose to those who will support the issues important to healthcare. Contact [Kelley.Hess@tnmed.org](mailto:Kelley.Hess@tnmed.org)

### **CALLS TO ACTION**

TMA lobbyists work hard to develop productive relationships with legislators and other elected officials, however nothing carries more weight or influence than physicians and practice administrators getting engaged and reaching out to their own legislators. Activism among TMA members – especially those who are constituents who live and/or work in a senator or representative's district is the most effective way to build dependable political allies and secure much needed committee votes when issues inevitably arise. Lawmakers want and need to hear your expertise on healthcare issues.

### **DIALOGUES IN THE DISTRICT**

Summer and fall is an opportune time for physician to access valuable face time with their elected officials. TMA organizes small group meetings and events with key legislators and their constituents on their home turf. This localized, "offseason" approach allows physicians and legislators to discuss important issues without distraction and develop more meaningful, productive relationships.

### **MOBILE ADVOCACY**

Last year we began collecting phone numbers and asking people to sign up to be a [Mobile Advocate](#), a system designed as an emergency call-to-action text alert. This is an opt in system to receive timely call-to-action alerts via text message on your mobile device for the most urgent matters. This will only be used in very specific circumstances – think last day of session two years ago when Provider Stability legislation came out of conference committee and we needed to secure a handful of pivotal votes. We want to encourage people to continue signing up by follow this link so that should a similar situation occur we are equipped to solidify votes: [http://www.tnmed.org/TMA/Government\\_Affairs/text\\_alert\\_signup.aspx](http://www.tnmed.org/TMA/Government_Affairs/text_alert_signup.aspx)

### **PHYSICIAN LEADERSHIP COLLEGE**

TMA is now taking nominations for the Physician Leadership College! Physicians today face issues that require skills and knowledge they cannot acquire in medical school or residency. The John Ingram Institute for Physician Leadership Weekend Emersion course in Nashville was created to fill this gap by training young physicians to become leaders in the healthcare team, in their profession and in their communities. For more information contact [Beth.Lentchner@tnmed.org](mailto:Beth.Lentchner@tnmed.org)

## TMGMA Fall Legislative and Payer Conference

If you were unable to attend the fall conference, you missed an excellent conference and we missed you. If you were at the fall conference, I hope you have had an opportunity to process and apply all that you learned. I wanted to share with all of our members just a snippet of what was presented to us during the conference.

### Virtual Credit Cards – are you receiving these forms of payment?

Suzanne Falk with MGMA Government Affairs presented the Washington Update at the TMGMA Legislative Fall Conference in August, among many things she discussed was Virtual Credit Cards. She shared some useful information with us such as:

Fees can be as high as 5%

Payer doesn't have to notify practices of new charges

HIPAA prohibits unreasonable transaction fees – CMS guidance expected soon on what "unreasonable" is

Small payers are not excluded

What you can do?

Request EFT using the sample letter found on MGMA's website <http://www.mgma.com/government-affairs/issues-overview/health-information-technology/administrative-simplification/sample-letter-to-request-payment-via-efit>

Stand firm against fees – in a September 2017 MGMA survey, 1 out of every 6 practices are paying fees for using virtual credit cards.

File a formal complaint with the OCR.

Review the EFT/ERA guide found at <http://www.mgma.com/government-affairs/issues-overview/health-information-technology/administrative-simplification/mgma-efit-and-era-guide>

**Removal of SS#'s from Medicare Cards – April 2018** CMS is removing Social Security Numbers from Medicare cards to help fight identity theft and safeguard taxpayer dollars. To help you find information quickly, CMS has designed a new homepage linking you to the latest details, including how to [talk to your Medicare patients](#) about the new Medicare Card. Bookmark the [New Medicare Card](#) homepage and [Provider](#) webpage, and visit often, so you have the information you need to be ready by April 1.

*"If we are together nothing is impossible. If we are divided all will fail."*

**Winston Churchill**  
(1874-1965)