

Revenue Cycle Webinar

Dec. 4, 2025
12:00 p.m. to 1:30 p.m.
Webinar Connection Fee: No Charge

Hidden Money Traps in Payer Contracts

Hospital financial leadership places great emphasis on negotiating favorable rates with health plans and carriers. Sometimes buried in the boilerplate of contracts are numerous gaps and traps that can lead to significant challenges securing the organization's negotiated rates.

During this webinar, Richelle Marting will highlight several common terms and conditions in payer contracts that may be unknowingly leading to a loss of revenue. Strategies to close those gaps and improve rate realization will be shared. In addition, processes to enhance enforcement of existing payment rate provisions will be discussed. Marting is a health care attorney with a focus on the legal implications of managed care contracting and revenue cycle issues. This webinar is appropriate for anyone involved in payer contract negotiation and/or management.

Key learning points include:

- Identification of contract terms creating leaks in your revenue cycle;
- Strategies to negotiate improved protections; and
- Techniques to enforce existing protections that enhance negotiation leverage.

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Questions:

Contact Healthworks at (785) 233-7436
or email sholmes@kha-net.org

Hosted by:



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Registration

To receive connection instructions in a timely manner, please register by Dec. 1.

Two Easy Ways to Register

Online: <https://registration.kha-net.org>

Fax: (785) 233-6955

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Questions:

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