



Get More of the Money You Earn

A physician's office runs at breakneck speed. Your staff moves people in and out. You see patients. The contracts get signed. The claims get filed. The money comes in, the checks go out.

But who makes sure you actually get paid for all the work you do?

Accounts receivable management services from Joel S. Duhl, Inc. can help you:

- prevent costly write-offs.
- improve cash flow.
- ensure claims are received and processed.
- price your services competitively.

Accounts Receivable Management Services

"You don't have to be a financial genius to know that money in your checking account is better than money sitting in accounts receivable! I didn't realize that a few simple steps could make such a difference in our cash flow."

Joel S. Duhl, Inc.
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MANAGEMENT CONSULTANTS
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Jacques Piche, M.D.
Plattsburgh, NY

Free Diagnostic Report

We complete an initial review of your accounts receivable to determine the effectiveness of your collections process and identify opportunities for improvement.

Accounts Receivable Management

We will review your accounts receivable each month to identify problems that slow cash flow and/or result in uncollected claims. We will also provide recommendations on how to fix these issues during a monthly phone conference of up to 30 minutes. Physicians who use this service report a significant improvement in collections and a decrease in write-offs.



Our Accounts Receivable Management Services

Fee Analysis

This report will compare your most commonly-used billing codes and fees to the payments you are receiving from third party payors. You can use it to ensure that your practice's fees are not less than the amount you have contracted with a payor; as a cross-check to make sure you are receiving proper payment from insurance companies; and as a tool to check the competitiveness of new fee schedules.

Payor Analysis

This report will show you the mix of self-pay and third-party business, and identify your practice's primary revenue sources. It will also show how much you are collecting for every dollar you bill. The information in this report will help you understand which of your payor contracts are profitable, and which may either be renegotiated or phased out.

Documentation and Coding Assessment

This report will examine your most common evaluation and management codes to ensure that your forms, transcription, and electronic templates are compliant with Documentation and Coding Guidelines. The report will also provide specific steps to remedy any identified problems. You may actually see a revenue increase by taking corrective action to address under-coding of services.

Review of EOBs and Exceptions Reports

We will analyze the explanation of benefits and exceptions reports you are receiving to identify potential reasons for slow payment or denial of claims from third party payors. We will identify any specific issues that are causing write-offs or delays in collection, so that you can put corrective procedures in place. This should help to reduce write-offs and improve cash flow.

Onsite Consulting

We will be happy to work with you on any unique issues or particular challenges faced by your practice.

"I saw a payback on my investment after the first month. My book-keeper records information, but doesn't have the ability to analyze my accounts in this way. It's definitely worth the money."

Monica B. Manocha, M.D.
Savannah, GA



Did you know...

- Only 17% of physicians rate the financial position of their practices as "healthy and profitable." (Source: The Physicians Foundation '08)
- The longer it takes to collect money from the date of service, the less likely you are to receive full payment, and the more resources will be used bringing in that revenue. (Source: PA Matrix, Vol 16, Issue 2)
- You are giving an unintended discount on your services if your billed charge is less than the contracted amount. You'll only be paid the amount you charge.
- A group that has cash collections of \$250,000 per month may produce the equivalent of almost a month's revenue by reducing its accounts receivable from 60 days to 35 days. (Source: Physician's News Digest)

Our services *will* improve your cash flow!

Call 866-472-7472 today for a free
Initial Diagnostic Report!



About
Joel S. Duhl

Mr. Joel S. Duhl is the principal of Joel S. Duhl, Inc., a firm that provides consulting and management services to physician organizations in the United States. He has served medical practitioners and other businesses in the healthcare industry for over thirty years. He has experience in both administration and finance in nursing homes, hospitals, outpatient rehabilitation centers, physician practices and physician associations. Since 1990, he has consulted with physician offices on a variety of operations and finance topics. Since 1996 he has managed physician organizations ranging in size from fifty to one hundred sixty members. Mr. Duhl currently manages four IPAs and provides payor contract assistance to other IPAs. Mr. Duhl is also the founder of Resolve Health Plan Administrators, a third-party administration and management company.

Mr. Duhl holds a Bachelors of Science degree in Finance, and an MBA from Northern Illinois University in DeKalb, IL.

"Joel Duhl has been working for us since 2002, and because of his experience, knowledge and expertise our business has run very efficiently and cost-effectively."

*Volusia Hospitalists
Ormond Beach, FL*

"I figured that most payor contracts were the same. Joel S. Duhl's service kept me from signing up for a few that were money-losing propositions. I would have lost money without his analysis."

*Richard H. Wilson, M.D.
Columbus, GA*

Other services include:

Physician organization management

Business and financial planning

Group purchasing programs

Financial consulting

Payor contract negotiations

www.joelsduhlinc.com

Joel S. Duhl, Inc.
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MANAGEMENT CONSULTANTS
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