The BOTTOM LINE
hfma healthcare financial management association

January 2010 **Oklahoma Chapter**

President's Letter

Happy New Year! January always has me thinking New Year's resolutions. Whether it is to lose 10 pounds, start exercising, or spending more time with family, it seems like I always have a list of things I want to do starting January 1. I had a friend recently tell me that her New Year's resolution is to clean off her desk and prioritize the task she wants to get accomplished in 2010. Wow! That sounds ambitious. It also sounds difficult as things pop up throughout the year that I could never have imagined happening last January. If just thinking about everything you want to accomplish in 2010 has you feeling overwhelmed, I suggest taking a short break from all of the projects on your desk and attending our January 2010 Winter Meeting. You will come back refreshed and ready to tackle everything 2010 has to throw at you. I think we have some really great topics including *Protecting Your Organization from Fraud, EHR Stimulus Plan*, and a Washington update. In addition, you will get the chance to network and spend time with your HFMA friends. I also suggest anyone who is in the Tulsa area or planning on driving up Wednesday evening January 27th to attend our preregistration and networking event at the Doubletree Hotel from 5:30 p.m. until 8:00 p.m. This will give you a chance to catch up with your HFMA friends and avoid the rush at the registration table Thursday morning. The Winter Meeting is January 28th and 29th at the Warren Place Doubletree Hotel in Tulsa.

On a final note, I want to share with you one of my New Year's resolutions for 2010. I plan on passing the Patient Financial Services certification course this year. With all of the changes to the job market, it is the perfect time to improve your marketability. One great way to do that is to become a Certified Healthcare Financial Professional. I encourage all of you to add getting certified this year to your list of resolutions. If you want to pass one of the exams but are having trouble with finding the time or the motivation, I suggest finding a buddy who is studying for one of the exams too. I think you will find having an accountability partner will improve your changes of success.

I am really looking forward to seeing all of you in Tulsa. Good luck with all of your New Year's resolutions, and I hope each of you have a Happy New Year.

Amy

Electronic Payer Deposits at Risk for Embezzlement

By Angela Morelock, CPA, CFE, ABV, CrFA,
Partner, Forensics & Valuation Services, BKD, LLP

(NOTE: Angela will be presenting at the upcoming Winter Meeting during the Thursday morning general session. See meeting agenda for details.)

The health care industry ranks third among all industries for cases of internal fraud based on the 2008 *ACFE Report to the Nation on Occupational Fraud and Abuse* published by the Association of Certified Fraud Examiners. BKD Forensics & Dispute Consulting group of fraud investigators have investigated numerous instances of embezzlement in health care organizations over the past 10 years and have found theft of incoming third-party payments to be particularly at risk for embezzlement. In the past, these schemes often involved stealing payer checks and writing off the related accounts receivable.

As the number of payers providing electronic deposit of remittances grew over the past several years, so did the comfort associated with the security of the electronic payments – after all, if the payment goes directly to the provider's bank account, it's more difficult to steal than a check that arrives by mail. However, those electronic deposits, we have learned, are not immune to embezzlement.

Recent fraud cases have demonstrated the susceptibility of electronic payments from third-party payers to re-routing. In other words, an employee contacts the third-party payer and **changes the routing number and bank account number where the remittances are deposited**. In cases where the employee is able to write off the related accounts, detection can be particularly difficult and losses can mount quickly. **We recently learned of a hospital that lost approximately $1 million in such a scheme, as a result of a temp employee changing the routing number and bank account number with one major payer.** We have seen other health care organizations fall victim to such schemes perpetrated by former employees doing the same thing.

While no one can fully explain why these issues have suddenly began appearing over the last couple of years, one possibility is that employees (in fact, all of us) have developed a better understanding of electronic payment systems as they have become part of our everyday lives. With understanding comes the ability to manipulate.

While electronic payments are likely still more secure than checks arriving in the mail, it is clear that some re-thinking is needed to ensure sufficient controls exist related to electronic deposits from third-party payers.

Controlling Electronic Deposits

While many of the controls needed for electronic deposits are similar to those for normal bank deposits (such as controlling write offs and having an awareness of customer complaints as discussed below), there are some additional considerations related to electronic deposits:

1. Do you know what payers (at the least major ones) you should receive electronic deposits from and how often? If a particular electronic deposit did not show up in the bank account, would you miss it? Health care organizations should begin developing expectations related to payer electronic deposits so that a missing deposit can be detected quickly.
2. What are the procedures in place at major third-party payers for changing the bank account for the electronic deposits? Ask that question of every major payer utilizing electronic deposit and work with payers to control such changes.
3. If the bank account for electronic deposit from a payer were changed, how would you detect it? Some consideration should be given to confirming with major payers annually what account payments are being sent to.

Get to Know Your Contractual Accounts

Contractual accounts can easily become a "dumping ground" for fraud losses as receivables are written off to hide the theft of incoming third-party payer funds. Many of the cases of embezzlement in health care settings we have investigated over the last 10 years have involved hiding the fraud loss in the contractual accounts. Contractual and other write-off accounts pose a unique risk to the health care industry for the following reasons:

- Most health care providers are not 100% sure what's in the contractual accounts, and the large volume of activity makes it difficult to get your arms around.
- It's generally easy to post an adjustment to the contractual accounts, as fairly open access is needed in order to allow for posting of payments in the patient accounting system.
- In most cases, it is not possible to reconcile the contractual and write-off accounts on a daily basis or ensure each entry has valid support.
- The balance and percentage of these accounts compared to total revenue can vary dramatically as reimbursement rates change, making period-to-period comparisons difficult to use in finding comfort.

If sliding fee scales are offered, the risk increases dramatically, as the fee percentage collected from the patient can often be easily manipulated by employees.

While you may not be able to reconcile these accounts to supporting documentation on a daily basis, there are steps that you can take to protect the integrity of contractual accounts and limit your risk.

First, make sure that employees handling cash or checks cannot post adjustments, contractuals or other write-offs. That means that those posting payments should have absolutely no access to cash or checks.

Second, perform analytic review of the contractual accounts on a regular basis by payer type and investigate dramatic changes. Remember, however, if you have a large volume it will take a really big number to impact those percentages.

Third, test contractual and write-off accounts on at least a quarterly basis. Select healthy samples from the contractual accounts to trace to supporting documentation. Also select a healthy sample of EOB's and trace contractual amounts on the EOB to what actually got posted. It is important to test going both directions.

Forth, establish proper approval procedures of write-offs not supported by EOB's or other supporting documentation that is readily available. While it may be fine to have an established deminimus amount that patient accounting can write off without further approval, items over that amount should be subjected to a review and approval process. Those approvals should be documented in writing.

Pay Attention to Patient Complaints

Patient complaints are sometimes an early warning sign – and it's often missed. Patients complaining about payments not being properly posted should be promptly investigated. These complaints should also be handled by someone other than the people handling the payments. We have seen several cases where patient complaints were missed as a red flag, because the only person available for the patient to talk to was the one stealing the payments. Consider logging or recording patient complaints about payments in some manner to enable trend analysis to spot problems. If an employee that does not have the ability to write off accounts steals third-party funds, a complaint will ultimately develop as the outstanding patient balance continues to appear on monthly statements sent to patients. Pay close attention to any patient that indicates an outstanding balance was previously paid.

Angela Morelock is the assistant director of forensics for BKD, LLP. Angela can be reach at 417-865-8701 or amorelock@bkd.com.

HFMA-Oklahoma Chapter Save The Dates 2010

January 28-29, 2010 – Winter Program - Tulsa

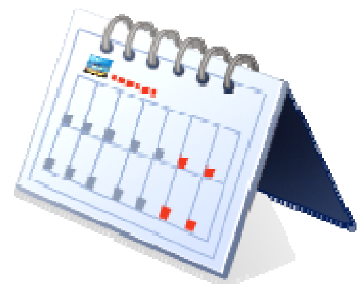
February 12, 2010 – Cost Report Training - Tulsa

February 19, 2010 – Cost Report Training - OKC

April 29-30, 2010 – Annual Meeting - OKC

June 20-23, 2010 – ANI, Nashville

July 29-30, 2010 – Summer Conference - Tulsa



CERTIFICATION NEWS

Congratulations to the following Oklahoma Chapter member who passed a certification exam:

John Hammann ◈ HPI, LLC ◈ Core Program

As of December 31, 2009, we have had three (3) CHFP exams passed by chapter members. Our chapter goals for exams passed are:

Bronze Level	7 exams passed
Silver Level	10 exams passed
Gold Level	11 exams passed

Exams that members pass by April 30, 2010, will count toward our chapter goal for 2009-10. If you are interested in enhancing your career potential and helping our chapter achieve our "certification goal," contact Linda J. Short.

Also, please remember that all active members are eligible to take the certification exams. You do not have to wait until you are a member for two years to take an exam. For more information about the HFMA certification program or to check-out one of the study guides (*Core Program* or one of the four (4) specialty guides: *Accounting & Finance*, *Patient Financial Services*, *Managed Care* and *Physician Practice Management*), please contact:

Linda J. Short
Certification Committee Chairperson
Phone: 405-936-5876
Email: Linda.Short@Mercy.net

YOU CAN BECOME A CHFP – START TODAY!

Oklahoma Healthcare Financial Management Association

Winter Meeting – January 28 & 29, 2010
Tulsa Doubletree Hotel Warren Place
6110 South Yale Avenue
Tulsa, OK 74136
(918) 495-1000

Wednesday, January 27

5:30 – 8:00 p.m. ***Pre-Registration and Social Networking Event***

Come join us for an extra opportunity to network. Doubletree Warren Place - Hotel Bar – Lobby Level. First drink is on us and several fabulous prizes will be awarded, but you have to attend to win!

Thursday, January 28

7:15 – 8:15 a.m. ***Registration & Continental Breakfast***

8:15 – 8:30 a.m. ***Welcome, Opening Remarks and Current Chapter Business***

8:30 – 10:15 a.m. ***Protect Your Organization from Fraud and Embezzlement: Stories from the Trenches***

Angela Morelock, CPA, CFE, CFF, ABV, CrFA, Partner, Forensics & Valuation Services, BKD, LLP

Fraud can wreak havoc on organization financial performance and undermine business objectives. No business is immune from the risks associated with fraud, and education is the key to prevention. Health care organizations have some unique and rampant risks for fraud and embezzlement. Angela Morelock, a partner with BKD, LLP, will share her insights into the world of internal embezzlement based on her experience investigating white-collar crime. With stories from the trenches and often overlooked prevention tips, you will be simultaneously educated and entertained during this fast-paced program designed for those with or without an accounting background. Anyone involved in business – managers, owners, board members, controllers and outside auditors – will benefit from this enlightening presentation, which discusses the symptoms management should watch for with a focus on how organizations can better protect themselves.

10:15 – 10:45 a.m. ***Networking Break***

10:45 –12:00 p.m. ***EHR Stimulus Plan***

Terry Jacobs, Director, EHR and Emerging National Initiatives,
Siemens Medical Solutions

This session will provide an update on the economic stimulus legislation, the American Recovery and Reinvestment Act of 2009, focusing on the impact to Health IT. The legislation allows the government to lead standards development for nationwide exchange and use of health information to improve quality and coordination of care. The bill provides incentives to doctors and hospitals for "meaningful" use of a certified EMR. During this session, you will learn more details on the recently released Interim Final Rule of the legislation. You will also find out more about the emerging certification process including definitions of "meaningful" use.

12:00 – 1:00 p.m. ***Lunch and Networking***

Thursday, January 28 (Continued)

1:00 – 2:00 p.m. ***Combating Common Denials—A Legal Perspective***

Russ DeVore, CEO, Meridian Revenue Solutions

This session will discuss some of the most common denials affecting a hospital business office. He will discuss common payor tactics, relevant laws and statutes, and the appropriate provider response to these denials. Topics will include prompt pay violations, usual and customary reductions, lack of verification or preauthorization denials, preexisting condition denials, ERISA governed claims, and Veteran's Administration claims.

2:00 – 3:15 p.m. ***Washington Update***

Chad Mulvany, Technical Manager, HFMA National

Congress promises to pass sweeping healthcare reform that will both lower costs and expand access to insurance coverage. These changes have the potential to reshape the economic incentives in healthcare, requiring providers to rethink their strategies and operations. This presentation provides hospital finance professionals with an understanding of proposed reforms necessary to navigate their organizations through these changes.

The Learning Objectives:

- Understand the economic and socio-demographic drivers of healthcare reform.
- Become familiar with the legislative options that will likely be used to expand insurance coverage and reduce healthcare costs.
- Identify and discuss the strategic, operational and financial implications for hospitals of healthcare reform.

3:15 – 3:30 p.m. ***Networking Break***

Breakout Sessions

3:30 – 5:00 p.m. ***Track I – Finance –***

Accounting Standards Update

Karen Van Compernolle, Senior Manager, Deloitte & Touche, LLP

Track II – PAFS –

Bad Debt Collection Agency Policy – from a Collection Agency Prospective

5:30 – 7:30 p.m. ***Evening Social –Please join us for an evening social full of music, dancing, drinks and friends.***

Friday, January 29

7:45 – 8:15 a.m. ***Registration & Continental Breakfast***

8:15 – 12:00 p.m. ***The Game is Played Away From the Ball***

Dr. Lee Manzer, Professor Oklahoma State University

This seminar has a unique approach, utilizing basketball terminology, to motivate and remind employees and managers about the importance of "taking care of the little things." Too often employees and managers stress and allocate their energy to what is perceived as the singular critical "employee-manager" moment (the ball is in their hands), when in reality the salient factors for the organizational success are occurring before/after that moment, i.e., the real game is when the ball is not in their hands. This approach allows employees, of all levels, to create their own value for the firm.

Continuing Education credits are available for these programs

If you have any questions or need additional information, please contact Erin Hill at (918) 477-5118 or via e-mail at ehill@oksurg.com.

hfma oklahoma chapter
healthcare financial management association

MAKING IT Count

Oklahoma Chapter
Healthcare Financial Management Association

First Annual Medicare Cost Report Training Seminar

FRIDAY, FEB 12, 2010:
TULSA – OKLAHOMA HEART INSTITUE LECTURE HALL – 12TH AND TRENTON (ACROSS FROM HILLCREST MEDICAL CENTER MAIN CAMPUS)

FRIDAY, FEB 19, 2010:
OKLAHOMA CITY – SAINT ANTHONY HOSPITAL – ST MARY'S CONFERENCE ROOM – 1ST FLOOR OF CENTER OF BEHAVIORAL MEDICINE (SEE DIRECTIONS ATTACHED)

AGENDA

8:30 – 9:00 a.m.	***Registration***
9:00 a.m. – 12:00 p.m.	***Medicare Cost Report Training Seminar***
12:00 – 1:00 p.m.	***Lunch (provided)***
1:00 – 4:00 p.m.	***Medicare Cost Report Training Seminar - continued***

ABOUT THE PROGRAM AND THE PRESENTERS

Medicare Cost Report Training Seminar

The objectives of this course are to make the Medicare cost report preparer more proficient and effective in the preparation and understanding of the Medicare cost report as it relates to their provider.

Topics Presented

- Explanation and flow of the hospital Medicare cost report (HCFA Form 2552-96) worksheets
- Importance and Medicare impact of data maintained by the hospital for the Medicare cost report
- PPS cost reporting, including Medicare bad debts, DSH, interns and residents, IPF PPS and IRF PPS, rural designations
- Review of significant cost report worksheets including, but not limited to: patient days, wage index, account grouping for cost center preparation, reclassifications, adjustments, cost allocation statistics, etc.
- Discuss the impact of the cost report on the financial statement audit and on the form 990

***Who should attend*:** Personnel responsible for gathering the Medicare cost report data and those who want to gain a greater understanding of the "what's and why's" of cost report preparation,

Presenters - From BKD, LLP CPAs and Advisors

S. Craig Steen, CPA. Senior Managing Consultant. Craig has 30 years of experience in health care. Craig focuses his time in assisting health care organizations with cost report preparation, analysis of new and existing Medicare regulations, appeal and settlement issues and compliance issues. In addition, Craig helps hospitals with wage index issues, Medicare bad debts, interns and residents, organ transplants and disproportionate share adjustments. Craig is a member of the Healthcare Financial Management Association in Oklahoma.

Bill Clark, CPA. Supervising Consultant. Bill assists health care providers with cost report preparation, analysis of new and existing Medicare regulations, appeal and settlement issues and compliance issues. He has more than four years of experience in health care and has helped many hospitals across the U.S. in areas such as Medicare bad debts, wage index, disproportionate share, and transfer case analysis. Before joining BKD, he spent three years working in industry. Bill is a member of the Healthcare Financial Management Association.

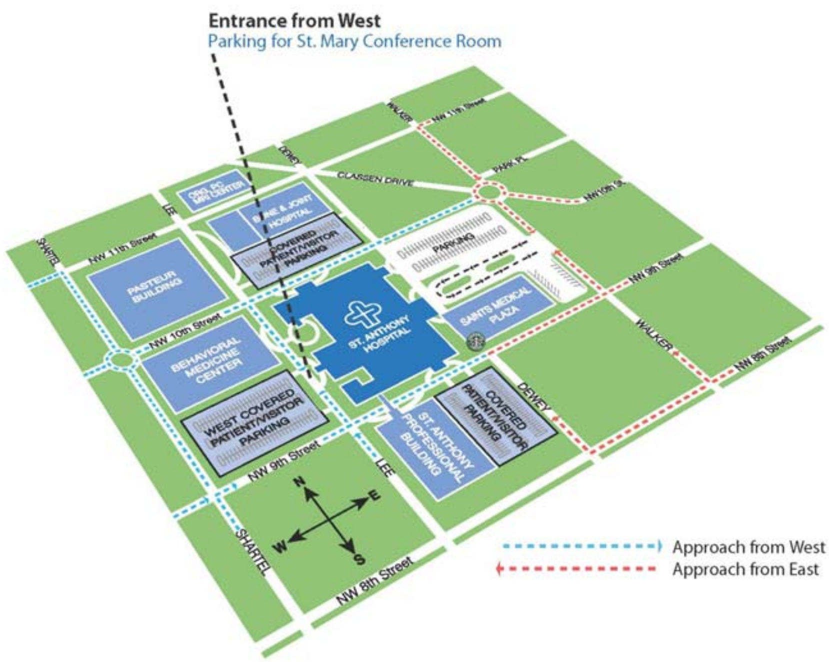
Heather Nichol, CPA. – Supervising Consultant. Heather has 7 years of experience in health care. She focuses her time in cost report preparation and review and in Medicare reimbursement consulting. Heather has experience with Medicare cost reports for various types of providers including hospitals, skilled nursing facilities, rural health clinics, hospices and others. Heather is a member of the Healthcare Financial Management Association.

Kevin D. Gore, CPA Partner. Kevin has more than 18 years of experience working with hospitals, physicians and other health care providers. He is the health care niche leader for the Oklahoma practice unit and works with more than 150 health care providers. Kevin supervises audits, accounting and operations consulting and assists with cost report preparation, analyses and appeals, operations reviews, budgets and cash flow studies. He has presented seminars on Medicare reimbursement, audit changes and financial issues for the American Institute of Certified Public Accountants, Oklahoma chapter of Healthcare Financial Management Association (HFMA), Texas Organization of Rural and Community Hospitals and several client groups. He is a former president of the Oklahoma chapter of the HFMA and has served on the National Advisory Councils for national HFMA. Kevin is a fellow and a certified member of HFMA. He is a member of the American Institute of Certified Public Accountants and Oklahoma Society of Certified Public Accountants and is certified in Oklahoma, California, Arizona and Texas.

T. Carley Williams, CPA Senior Manager. Carley has more than 11 years experience providing audit and consulting services to hospitals, physicians, medical facilities and other health care providers. He supervises financial statement audits, provides analysis of the internal controls structure and assists clients with the issuance of new bonds. He also specializes in financial and operational issues facing hospitals, primary care medical groups, multispecialty medical groups, hospital-based physicians and ambulatory surgery centers. He works directly with hospitals and physicians on issues such as contract negotiations, compensation models and incentive plans, profitability enhancement, productivity analysis, utilization management and strategic practice development. He is a member of the American Institute of Certified Public Accountants, Oklahoma Society of Certified Public Accountants and Healthcare Financial Management Association (HFMA). He is currently serving as the vice president of the board of directors for the Oklahoma Chapter of HFMA. Carley has written articles published in various health care magazines and is a frequent speaker to hospitals and physicians. He also has presented numerous seminars for state associations and health care provider groups.

Directions to St. Mary Conference Room

1000 North Lee, Oklahoma City, OK
(405) 272 -7000



St. Mary Conference Room is located on the 1st floor of the **Center of Behavioral Medicine.**

Valet Parking is available at the Hospital Main Entrance. Individuals who valet park may cross Lee Ave. and enter through the East doors to the **Center of Behavioral Medicine**. Take the elevators to the 1st floor.

Self Parking is available in the West Parking Garage on Lee Ave. across from the Hospital Main Entrance. In the parking garage, take the elevator to the 1st Floor.

TULSA REGISTRATION FORM

1. Name:______________________________ HFMA# ____________

Employer:______________________________Title:______________________

Address:____

City, State & Zip:____

Email:_________________________ Phone:___________________________

Additional registrants from same facility:

2. Name: ___________________________ HFMA# ____________

Title: ___________________________Email: _________________________

3. Name: ___________________________ HFMA# ____________

Title: ___________________________Email: _________________________

	HFMA Member	**Non-Member**
	(Please indicate fee for each registrant)	
Conference	**$60.00**	**$80.00**

(Must register by February 8, 2010; Payment must be received by February 12, 2010)

Total Amount Due: ____________________

Payment Information:

- If 3 or more register from 1 facility **on the same form,** you may discount the total amount due by $20. **(Sorry this cannot be done online.)**
- Cancellation notice must be received by February 12 or full conference fee is due.
- Checks should be made payable to OHFMA & mailed to address below.
- You may register online with your credit card at:
  http://www.hfma.org/events/chapter/TulsaOK021210_021910.htm

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Return your registration form and checks to:

Shelly Bush
Oklahoma Hospital Association
4000 N Lincoln Blvd
Oklahoma City, OK 73105-5207
Phone: (405) 427-9537, Fax: (405) 424-4507, Email: bush@okoha.com

OKLAHOMA CITY REGISTRATION FORM

1. Name:____________________ HFMA# __________

Employer:____________________ Title:____________________

Address:____

City, State & Zip:____

Email:____________________ Phone:____________________

Additional registrants from same facility:

2. Name: ____________________ HFMA# __________

Title: ____________________ Email: ____________________

3. Name: ____________________ HFMA# __________

Title: ____________________ Email: ____________________

	HFMA Member	**Non-Member**
	(Please indicate fee for each registrant)	
Conference	**$60.00**	**$80.00**

(Must register by February 8, 2010; Payment must be received by February 12, 2010)

Total Amount Due: ____________

Payment Information:

- If 3 or more register from 1 facility **on the same form,** you may discount the total amount due by $20. **(Sorry this cannot be done online.)**
- Cancellation notice must be received by February 12 or full conference fee is due.
- Checks should be made payable to OHFMA & mailed to address below.
- You may register online with your credit card at:
  http://www.hfma.org/events/chapter/OKChap021210_021910.htm

Return your registration form and checks to:

Shelly Bush
Oklahoma Hospital Association
4000 N Lincoln Blvd
Oklahoma City, OK 73105-5207
Phone: (405) 427-9537, Fax: (405) 424-4507, Email: bush@okoha.com

Welcome New Members

Vickie Guzman	Norman Regional Health System
Denise McGinnis	Integris Health
Deborah Poivre	McKesson Relay Health
Julian Joy	Joy Partners, Inc.
Rebecca Galloway	BKD, LLP
Rachel Iturrino	ProCure Proton Therapy Center
Ronni Cotton	RelayHealth

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www.cardonhealthcare.com

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Sturgeon Bay, WI 54235
920-569-6843

www.GustAssoc.com

Mires Consulting Group, LLC
David Mires
2504 E. 71st St., Ste. C
Tulsa, OK 74136
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Gold Level

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www.harriscollect.com

MedAssist, Inc.
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Gold Level (Continued)

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Morgan Financial Group
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Works & Lentz, Inc.
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Silver Level

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www.passporthealth.com

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www.thessigroup.com

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www.transunion.com

Bronze Level

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Toll Free 866-640-3863
405-272-2228
405-272-2340 (Fax)
cejohnson@bokf.com
www.boscinc.com

Attention Sponsors and Vendors –
If you are interested in receiving correspondence from the Corporate Sponsor Committee, please send an e-mail to
Louise@americancollectionservices.com
to have your name added to the e-mail group.

2010 OKLAHOMA HFMA
CORPORATE SPONSORSHIP PROGRAM

PLATINUM SPONSORSHIP

- Three (3) free registration coupons for any eligible state meeting (typically OHFMA provides four (4) eligible state meetings each year; eligible meetings do not include forums or LTCs)
- Opportunity to be an event sponsor at each eligible state meeting (as available and first come, first serve, please contact the Corporate Sponsor Chair, prior to meeting)
- Six (6) provider coupons (includes free registration for up to 6 providers of your choice to any eligible state meeting); these can only be redeemed by provider representatives
- List of registered attendees, including name, facility and address as of two (2) weeks prior to all eligible state meetings
- Hole sponsorship at the annual Bob Junger Scholarship Classic golf tournament
- One copy of the published membership directory
- Recognition as a corporate sponsor in the membership directory
- Recognition as a corporate sponsor on the OHFMA website, including a link to your website
- Copy of each OHFMA Newsletter, "*The Bottomline*"
- Vendor fair display at all eligible state meetings (Vendor Fair typically held at the Spring meeting), pending notification to the Corporate Sponsor Chair, prior to meeting)
- Recognition at each eligible state meeting
- Option to display brochures and give-aways on sponsor table at all eligible state meetings
- Annual fee - $2,000
  (Please note, all coupons expire January 31 of the following year after receipt)

GOLD SPONSORSHIP

- Two (2) free registration coupons for any eligible state meeting (typically OHFMA provides four (4) eligible meetings each year; eligible meetings do not include forums or LTCs)
- Opportunity to be an event sponsor at each eligible state meeting (as available and first come, first serve, please contact the Corporate Sponsor Chair, prior to meeting)
- Three (3) provider coupons (includes free registration for up to 4 providers of your choice to any eligible state meeting); these can only be redeemed by provider representatives
- List of registered attendees, including name, facility and address as of two (2) weeks prior to all eligible state meetings
- Skill prize sponsor at the annual Bob Junger Scholarship Classic golf tournament
- One copy of the published membership directory
- Recognition as a corporate sponsor in the membership directory
- Recognition as a corporate sponsor on the OHFMA website, including a link to your website
- Copy of each OHFMA Newsletter, "*The Bottomline*"
- Vendor fair display at ONE eligible state meeting (typically the Spring program)
  (* Additional display opportunities available, please contact the Corporate Sponsor Chair, prior to meeting*)
- Recognition at each eligible state meeting
- Option to display brochures and give-aways on sponsor table at all eligible state meetings
- Annual fee - $1,200
  (Please note, all coupons expire January 31 of the following year after receipt)

SILVER SPONSORSHIP

- One (1) free registration coupon for any eligible state meeting (typically OHFMA provides four (4) eligible meetings each year; eligible meetings do not include forums or LTC's)
- Two (2) provider coupons (includes free registration for up to 2 providers of your choice to any eligible state meeting); these can only be redeemed by provider representatives
- List of registered attendees, including name, facility and address as of two (2) weeks prior to all eligible state meetings
- One copy of the published membership directory
- Recognition as a sponsor in the membership directory
- Recognition as a corporate sponsor on the OHFMA website, including a link to your website
- Vendor fair display at ONE eligible state meeting (typically the Spring program)
  (* Additional display opportunities available, please contact the Corporate Sponsor Chair prior to meeting*)
- Copy of each OHFMA Newsletter, "*The Bottomline*"
- Recognition at each eligible state meeting
- Option to display brochures and give-aways on sponsor table at all eligible state meetings
- Annual fee - $750
  (Please note, all coupons expire January 31 of the following year after receipt)

BRONZE SPONSORSHIP

- Recognition as a sponsor in the membership directory
- Recognition as a corporate sponsor on the OHFMA website, including a link to your website
- Copy of each OHFMA Newsletter, "*The Bottomline*"
- Vendor Fair Display opportunities available at any eligible state meeting, for an additional fee (*Please contact the Corporate Sponsor Chair prior to meeting*)
- Recognition at each eligible state meeting
- Option to display brochures and give-aways on sponsor table at all eligible state meetings
- Annual fee - $300

OHFMA CORPORATE SPONSORSHIP PROGRAM 2010

Company Name: ______________________________

Contact Name: ______________________________

Company Address: ______________________________

____

Phone / Fax: ______________________________

Email address: ______________________________

Web address: ______________________________

Choose your level of sponsorship/annual fee:
(Annual year runs January to January)

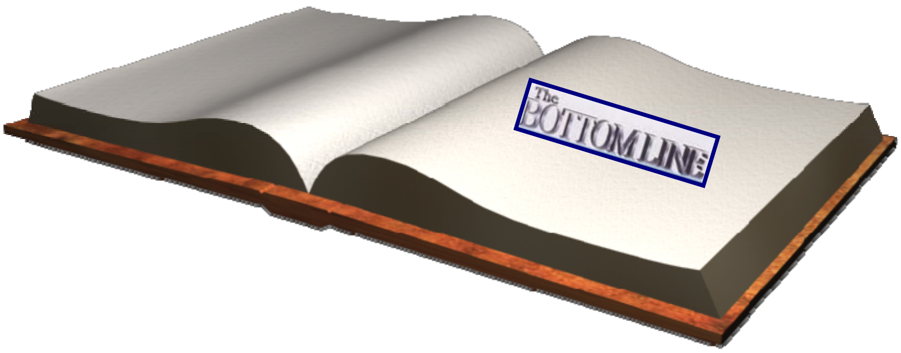
- **Platinum – $2,000**
- **Gold – $1,200**
- **Silver – $750**
- **Bronze – $300**

Make your check payable to: **"OHFMA"**

Mail to:
Louise Littlejohn
American Collection Services, Inc.
P.O. Box 44069
Oklahoma City, OK 73144-1069
(405) 682-8088-voice ◈ (405) 682-8044-fax

Get Published

We are always looking for articles from our members. Do you have an article on a current financial healthcare topic? Please send it to cwilliams@bkd.com.



Photographers Wanted

Are you an amateur photographer, or maybe just someone with a camera phone? We would love to publish your exciting HFMA pics in the Bottom Line. We are looking for pictures of our members at events. So next time you go to an HFMA event, bring your digital camera and take some pictures. Email them to cwilliams@bkd.com.

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The BOTTOM LINE

EDITORIAL POLICY

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