

ASSOCIATION OF  
NORTHERN CALIFORNIA ONCOLOGISTS



*are pleased to sponsor two talks for oncologists, oncology nurses,  
and oncology practice managers entitled*

**TAKING CHARGE OF YOUR  
THIRD-PARTY PAYOR CONTRACTS**

**Aileen Wetzel & Frank Navarro**

*Associate Directors*

*California Medical Association*

*Center for Economic Services*

Thinking about signing a new contract or renegotiating your current contracts?

Having claims processing and/or payment problems with third-party payors?

CMA's *Taking Charge* workshop will discuss how to evaluate third-party contracts, how to prepare for contract negotiations, and how to identify common pitfalls in contracting. Learn how to improve contract terms and performance, including:

- Evaluate current and proposed payor contracts
- Essential clauses to leave in and/or take out
- Determine specific payor's value to your practice
- Target payors for contract termination, negotiation, or renegotiation
  - Prepare for contract negotiations
- Monitor payor compliance with payor terms and California laws and regulations
  - "Silent PPOs" and their implications

Attendees will receive a copy of CMA's contracting toolkit *Taking Charge: Steps to Evaluating Relationships and Preparing for Negotiations*. The toolkit (a \$125 value) includes CMA's legal guide to payor contracts, *Managed Care Contracts Deciphered: The Physicians' Guide to Their Rights and Obligations*.

*These talks are scheduled for:*

**Wednesday**  
**July 8<sup>th</sup>, 2009**  
8:30AM-12:30PM  
Hyatt Regency  
1209 L Street  
Sacramento  
(916) 443-1234

**Wednesday**  
**July 15<sup>th</sup>, 2009**  
8:30AM-12:30PM  
San José Fairmont  
170 South Market Street  
San José  
(408) 998-1900

Please call the meeting location of your choice for directions. FAX your reservation(s) to José Luis González, *ANCO Executive Director*, at (415) 472-3961 no later than July 1<sup>st</sup>, 2009. Registration/continental breakfast will be available at 8:00AM.

I/We will attend the following *Taking Charge* workshop(s; please print clearly and indicate the program date you will attend):

Name(s): \_\_\_\_\_ Tel(s): \_\_\_\_\_ Date(s): \_\_\_\_\_  
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