

## President's Message

*... Some poor managers are out there without a lifeline and they need YOU to toss them one.*



by Lorrie Rogerson, CPC, CMPE  
MGMA-Louisiana Board President

If I could pick one word to describe not only our organization but healthcare in general it would be FLUID. Wikipedia notes that in physics, "a fluid is a substance that continually deforms (flows) under an applied shear stress."

If nothing else, we in healthcare are quite accustomed to dealing with stress and having to change modalities more often than perhaps we would like. That's what keeps us young, right?

I'm pleased to report your board of directors is very busy working on a variety of projects to enhance MGMA-Louisiana and its value to medical managers throughout the state.

I would like to ask each of you to join me in one of these projects: increasing membership. Some poor managers are out there without a lifeline and they need YOU to toss them one. We'd be glad to let them sample a membership for 3 months. Just talk to them about it and if they would be interested, have them send their contact info to Suzie Smith [suzie@imgma.org](mailto:suzie@imgma.org) to set them up.

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## IMPACT

### Hospital acquisitions create major readjustments

[Webinar offers help to managers](#)

Hospital acquisitions of physician practices continues to increase nationwide. Managers whose practices are now part of a hospital system must adapt to a very different environment in order to be successful. Often it is a struggle and in some cases, hospitals do not necessarily provide support and orientation. This webinar is provided to Louisiana members by [national MGMA](#).

This webinar offers you the knowledge to:

- Identify the challenges  
Detail major differences in policy, culture and expectations
- Describe tactics for successfully transitioning into new settings.

*The speaker, Jeff Rydburg, is an Operations Vice President for HCA Physician Services in Nashville. A CPA, he has been in physician healthcare management since 1984. He was President of the first hospital sponsored medical society for MGMA, and is a member of the Integrated Physician Services Executive Assembly.*

Legislative Reports on pages 3 & 4

ICD-10 Workshop/Shreveport, see pg. 4

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## SOUND OFF

What is your opinion of ICD-10?

[Take the MGMA-Louisiana Survey](#)

## President's Message

*continued from previous page*

If you've had time to read your email recently, you know we have kicked off our *ONE QUESTION SURVEY* by getting your opinion on ICD-10.

We tossed one answer into the mix and so far, it is outdistancing the others: *"The country is not ready for ICD-10."* But we'd like your opinion if you haven't rendered it yet. Just log in and it will take you about 5 seconds to do so. We are keeping the responses posted.

If you have an idea for our next survey question send it to me at [lorrie@pedsurgla.com](mailto:lorrie@pedsurgla.com)

If you would like to become more active at the State level, please contact any board member or Suzie and we'll be glad to see you do so! Sometimes it's as simple as participating in a teleconference call that a committee might be having. We welcome your involvement. In fact, increasing member involvement is a priority of ours.

**I'm excited about our conference in August. We are bringing in Owen Dahl from MGMA to put on our preconference for a Lean Six Sigma Yellow Belt Certificate Program. We are charging \$100 LESS than at national conference and it is a prerequisite for the online Green belt National MGMA is now offering.**

Lean Six Sigma is now being used in many healthcare facilities and we are excited to be able to offer this to our members at such an affordable price. Sign up early. See you in August in New Orleans !

## Shades of transparency

*Pick right approach  
for your price point*

**Natalie McGarry's article at The Advisory Board** website points out that consumers are increasingly making health care decisions based on price. This **organization's 2014 Primary Care Consumer Choice Survey revealed if patients don't know the cost of a primary care visit, most of them would rather go to another clinic. "To compete in the health care retail revolution, providers will have to offer pricing information to patients."** [More here.](#)

Three reasons for transparency can be read [here.](#)

## Burnout contagion just as viable as the spread of germs

Debra Beaulieu-Volk writes in this article about ways to stop the spread of burnout in your offices. **"you know how rapidly germs can spread and cause illness. You know the sneaky ways they tag along on even the uninfected to ensure proliferation of disease--as well as simple but effective strategies for keeping them contained. But these pathogens aren't the only contagion in your office."** Debra is the editor of Fierce Practice Management and is also an avid long-distance runner. [More here.](#)

Jefferson Parish Medical Society  
seeking Executive Director.

[Log in](#)—go to MEMBERS,  
see JOB OPENINGS



Greg Ivey

## Louisiana lawmakers now at Capitol pondering money sources, cutbacks, tax credits, marijuana laws, healthcare and more

by Greg Ivey

*MGMA-Louisiana Legislative Chair*

The 2015 regular session commenced on Monday April 13 at 12 noon and will remain in session until June 11th at 6pm. On Feb. 27, Commissioner of Administration Kristy Nichols presented the **governor's proposed budget. Some of the highlights from the presentation** are listed below.

Lawmakers have a \$1.6 billion deficit to deal with this session and **are looking to reform refundable tax credits. The governor's office** wants to reduce expenses by \$526 million without increasing taxes; it would also eliminate 727 state jobs/positions.

### *Healthcare cuts and protection from cuts*

The DHH budget would be reduced by \$15 million net. Items that would not be cut include Medicaid provider rates, medical schools, Bayou Health plans, current funding levels for LSU public-private partnership hospitals and clinics, and individuals receiving home and community based waiver services. Of course, all budget proposals are subject to changes as the legislative session moves through its paces these next few months. But the February budget briefing listed these items:

The list of Healthcare expenditures that are being cut or eliminated would include:

- Eliminate hospital outlier pool \$2.7 million
- Reduction of \$7.7 million through the elimination Greater New Orleans Community Health Connection Programs
- Elimination of Developmental Neuropsychiatric Program \$338,107
- Eliminate state general fund in the LSU+UPL Program \$9.6 million
- Eliminate inpatient teaching hospital program \$100,000
- Eliminate the LAHIPP program \$2.3 million

Lawmakers filed more than 1,000 bills (proposed laws) prior to the start of the session and these have been assigned to various committees for hearing. Several of the bills may affect scope of practice, licensure and reimbursement. We encourage everyone to follow the bills of interest to their practice.

KEEPING UP: Log in to our [website](#) and go to the NEWS section, state legislative page. There is a Legislative Guide we have compiled with links that will be useful to you.



### Additional news

for members can be found online in a variety of categories including ICD-10, Bayou Health and Human Resources. Recent posts have valuable manager tips.

# Senate repeals SGR (92-8)

*Focus now turns to language of the bill*

by Tim Barrett

MGMA-Louisiana National Legislative Chair

**So often nowadays it's said the healthcare landscape** is changing at a record pace, both on a national and state level.

For proof, we need look no further than the current evolution of the SGR Fix legislation in the House and now last night with the Senate (92-8) having passed **landmark legislation repealing Medicare's Sustainable Growth Rate formula**. The President has previously signaled his support and is expected to sign the bill soon.

Thanks to all of you who followed the updates responding to the grassroots Call to Action emails that MGMA—Louisiana published recently. Your participation in an industry-wide grassroots efforts was instrumental in achieving the SGR repeal.

**Soon, we'll turn our focus to the "value" language** in the repeal bill to figure out how to lead our industry forward. All of us should be thankful that we have largely avoided the billing quagmire of having the 21% reduction implemented on a wholesale basis thanks to **CMS' rolling hold initiative**.

**We appreciate your attention to the notices we've** shared about important legislative matters as MGMA—Louisiana endeavors to keep its membership alerted to national and state matters that might impact your organization.

I encourage you to frequent MGMA—Louisiana's national and state legislative webpages for information, updates, and resources on how you can be an effective advocate for the healthcare profession. Your voice can make a difference. Advocacy matters!



Tim Barrett

We appreciate your attention to legislative alerts and advisories.

Your voice can make a difference.

*ICD 10 .....  
Shreveport workshop May 5*

*Register you and/or your staffers at the member rate.*

Register by April 28

[LEARN MORE & REGISTER HERE](#)

Shreveport [May 5, 2015](#)

Intermediate to Advanced)

⇒ 70% is dedicated to ICD-10-CM  
Diagnosis Coding

⇒ 30% is dedicated to ICD-10-PCS  
Procedure Coding

Targets individuals who have previously undergone some type of ICD-10 training.



**Our annual conference is  
Aug 19-21 at Hotel Roosevelt in  
New Orleans  
Details coming soon.**



Sponsors and exhibitors registering early for 2015 conference

## [New Orleans Hotel Roosevelt](#)



**It's March and these companies have signed up** early for exhibitor booths at our August conference. We anticipate at least 50 exhibitors for this conference and they will be listed in our newsletters. **Sign up today.**

[Client Tell](#)

[Disability Determinations/Louisiana](#)

[eClinicalworks](#)

[Health Port](#)

[Ideal Protein](#)

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\*\*\* Janna Pecquet,  
MGMA-Louisiana Conference Coordinator

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