

**A NEW TRAINING SERIES**

**MANAGED CARE CONTRACTING  
FROM A POSITION OF STRENGTH**

Many behavioral health agencies mistakenly believe that they lack leverage with the MCOs to negotiate fair provisions in their participation agreements, overlooking legal protections available under state and federal law. In addition, many behavioral health agencies fail to position themselves to participate under value-based payment arrangements with MCOs, foregoing potential revenue streams. This full-day training will assist behavioral health agencies negotiate favorable participation agreements with MCOs.

The training will address the following topics:

- Preparing for contract negotiations by identifying and assessing potential leverage points, such as regulatory leverage, market power, and competing on value;
- Evaluating managing care contracts using a team-based approach, considering an MCO's operational and financial stability;
- Negotiating strategies and tips to make the most persuasive case; and,
- Understanding common contract terms and what language is most advantageous.

**FEATURING**

**ADAM J. FALCONE, JD, MPH, BA, PARTNER, FELDESMAN TUCKER LEIFER FIDELL, LLP**

Based in Pittsburgh, PA, Mr. Falcone is a partner in FTLF's national health law practice group, where he counsels a diverse spectrum of community-based organizations that render primary and behavioral healthcare services. He counsels clients on a wide range of health law issues, with a focus on fraud and abuse, reimbursement and payment, and antitrust and competition matters.

Mr. Falcone established the firm's health care corporate compliance practice, offering proactive counsel to avoid costly legal missteps that can jeopardize vital health services within communities. To that end, he has championed the development of online compliance support services to assist clients in the development of effective corporate compliance programs. He also conducts internal investigations, defends clients in audit proceedings, and negotiates settlements related to fraud allegations.

Drawing on his extensive knowledge of health care policy and markets, Mr. Falcone regularly speaks to groups across the country on managed care contracting and value-based payment methodologies. In particular, he brings strategic counsel to clients that are responding to changes in their local marketplace, negotiating participating provider agreements, and seeking to establish provider networks such as Accountable Care Organizations.

**JANUARY 15, 2019 | LIVONIA/DETROIT    JANUARY 23, 2019 | GRAND RAPIDS  
JANUARY 16, 2019 | MT. PLEASANT    JANUARY 24, 2019 | TRAVERSE CITY**

**ALL TRAININGS 8:30 A.M – 4:00 P.M.**

## WHO SHOULD ATTEND

- Nonprofit mental health providers and those mental health providers serving within the public mental health network interested in negotiating contracts with managed care organizations
- Limited attendance: only 2 people per agency may attend

## AGENDA

8:30 A.M.	Continental Breakfast and Registration
9:00 A.M. – 10:30 A.M.	<b>Part 1: P.E.N. (Prepare, Evaluate, Negotiate) Managed Care Contracts</b> <b>Step 1: Prepare for Managed Care Contracting</b> <ul style="list-style-type: none"><li>– Contracting Strategy: Know Your Advantage</li><li>– Assessing Regulatory Leverage</li><li>– Assessing Market Power</li><li>– Assessing Timing Leverage</li><li>– Competing on Value</li><li>– Value-Based Payment Methodologies</li></ul>
10:30 A.M. – 10:45 A.M.	Break
10:45 A.M. – NOON	<b>Step 2: Evaluate Managed Care Contracts</b> <ul style="list-style-type: none"><li>– Contract Review Team</li><li>– MCO Operational Performance</li><li>– MCO Financial Stability</li><li>– How to Read a Contract</li><li>– Prioritizing Issues</li></ul> <b>Step 3: Negotiate Managed Care Contracting</b> <ul style="list-style-type: none"><li>– Understanding Negotiation</li><li>– Negotiation Logistics</li><li>– Bargaining over Positions vs. Interests</li><li>– Negotiating Tips</li><li>– Bottom Line Decisions</li></ul>
NOON – 1:00 P.M.	Lunch
1:00 P.M. – 2:15 P.M.	<b>Part 2: Key Terms and Legal Protections</b> <ul style="list-style-type: none"><li>– Scope of Services vs. Covered Services</li><li>– Timing Claiming Rules</li><li>– Prompt Payment and Denied Claims</li><li>– Overpayment Recoupments (and Underpayments)</li><li>– All Product Clauses</li><li>– Cost-Sharing Provisions</li><li>– Regulatory Penalties</li><li>– Access and Appointment Standards</li><li>– Licensure Requirements</li><li>– Credentialing and Delegated Credentialing</li><li>– Prior Authorization / Utilization Review</li></ul>
2:15 P.M. – 2:30 P.M.	Break
2:30 P.M. – 3:00 P.M.	<b>Key Terms and Legal Protections, cont.</b> <ul style="list-style-type: none"><li>– Contract Term</li><li>– Termination Provisions</li><li>– Amendments</li><li>– Insurance</li><li>– Indemnification</li><li>– Compensation Exhibits</li><li>– Regulatory Appendices</li></ul>
3:00 P.M. – 4:00 P.M.	<b>Part 3: Forming Provider Networks</b> <ul style="list-style-type: none"><li>– Types of Provider Networks (e.g. IPAs)</li><li>– Accountable Care Organizations</li><li>– Federal Antitrust Law</li><li>– Financial Risk-Sharing Arrangements</li><li>– Clinically Integrated Networks (CINs)</li><li>– Messenger Model Arrangements</li></ul>

## REGISTRATION AND FEES

\$100 per person

*The fee includes training materials, continental breakfast and lunch.*

### Payment Information

Payment will be required prior to attendance. Payment methods available in advance and onsite: credit card, check or exact cash. If payment has not been received, fees will be collected at registration the day of the event unless alternate arrangements are pre-approved by CMHAM. Purchase Orders are not considered payment. All No Shows will be billed the full amount.

### If Paying by Check

Make payable to CMHAM and mail to 426 S. Walnut Street, Lansing, MI 48933.

### Cancellation Policy

Substitutions are permitted at any time. No-shows will be billed at the full training rate. Cancellations must be received in writing to [cward@cmham.org](mailto:cward@cmham.org) at least 10 business days prior to the conference for a full refund less a \$25 administrative fee. If cancellation is received less than 10 business days prior to the training, no refund will be given.

## TO REGISTER, CLICK ON YOUR DATE & LOCATION:

[January 15, 2019 - Detroit Marriott, Livonia](#)

[January 16, 2019 - Holiday Inn & Suites, Mt. Pleasant](#)

[January 23, 2019 - Drury Inn & Suites, Grand Rapids](#)

[January 24, 2019 - West Bay Beach Holiday Inn](#)

## TRAINING LOCATION DETAILS

### January 15, 2019

Detroit Marriott Livonia: 17100 North Laurel Park Drive Livonia, MI 48152

Overnight Rooms: \$75 plus taxes (deadline for rate: December 24, 2018)

For room reservations call 800-228-9290 and ask for the Managed Care Contracting.

### January 16, 2019

Holiday Inn & Suites: 5278 East Pickard, Mt. Pleasant, MI 48858

Overnight Rooms: \$75 plus taxes (deadline for rate: December 25, 2018)

For room reservations call 989-317-8686 and mention CMH Association of Michigan.

### January 23, 2019

Drury Inn & Suites: 5175 28<sup>th</sup> Street SE, Grand Rapids, MI 49512

Overnight Rooms: \$85 plus taxes (deadline for rate: January 14, 2019)

For room reservations call 800-325-0720 and mention group code 2360031.

### January 24, 2019

West Bay Beach Holiday Inn Resort: 615 E. Front Street, Traverse City, MI 49686

Overnight Rooms: \$79.95 plus taxes (deadline for rate: December 26, 2018)

For room reservations call 231-947-3700 and mention CMH Association of Michigan

**QUESTIONS: 517-374-6848 OR [CWARD@CMHAM.ORG](mailto:CWARD@CMHAM.ORG)**