

## in this issue >>>

*Pro-340 B Legislation*

*Engaging Your Team Members*

*Raise the Level Phase III*



Summer  
2018

A Quarterly Newsletter for the Pine Tree Chapter

# The Chickadee Post



## President's Message >>>

**Vickie Heath, MSM-HCA,  
CRCE-I**

Let me start by saying it is an honor and privilege to be your chapter president this year. AAHAM is such a great organization and we have the best members an organization can have. A good friend, Past President and retired member, Bonnie Richards, said it best: "I love the AAHAM group and always felt so blessed to have so many talented people in our group. More than once, I called on members for assistance. It was such a great feeling to know I could reach out, if I needed help." Truly, that is what AAHAM means to me. We are a village; a family and we are always there to help each other navigate the rough terrain known as Healthcare.

Here we are in June, already. Where has the time gone? Our chapter has been busy. We had our Government payer meeting in January and our specialty meeting in March and we are looking forward to our June meeting in Portland.

National AAHAM has been equally busy. They had a successful Legislative Day this year. Karen Clark, Vice President, and myself had the honor of attending this year. We met with representatives from Representative Bruce Poliquin's office, Senator Angus King's Office, and Senator Susan Collin's Office. Our topic this year were the proposed legislative changes to the 340b program. They are busy preparing for the ANI in Bonita Springs in October.

I want to thank all the members who participated in the most recent survey monkey poll. We received some valuable feedback that will allow us to move forward and grow as a chapter.

I hope to see you at the next meeting and remember to take time out of your busy schedule to live, laugh, and love.

## Pro-340B Legislation Major Legislation Introduced in Congress

*Long overdue legislation introduced in Congress June 13, 2018 would protect hospitals and other healthcare providers participating in the 340B drug discount program against drug manufacturer overcharging. It also would clarify 340B's intent, codify key program definitions, and stop deep Medicare cuts to 340B hospitals.*

[The legislation](#), authored by U.S. Rep. Doris Matsui (D-Calif.), is titled the Stretching Entity Resources for Vulnerable Communities (SERV Communities) Act. While several anti-340B bills have been introduced in recent months, the Matsui bill is the first legislation to strengthen and protect the program. Matsui is a member of the House Energy and Commerce Committee, which has jurisdiction over the 340B program. 340B Health strongly supports the legislation. "Hospitals and clinics doing life-saving work rely on the 340B Program to help them provide inclusive and affordable care in their communities," said Congresswoman Matsui.

"Unfortunately, the program is being incorrectly used as a scapegoat for high drug prices by the Trump Administration. This legislation makes clear the importance of preserving the program so safety net providers can continue to serve low-income and vulnerable patients, while expanding it to help address the opioid crisis."

"This legislation is essential to the success of the 340B program in helping safety net providers meet the health needs of low-income and rural patients across the country," said Interim President and CEO Maureen Testoni. "By holding pharmaceutical manufacturers accountable for their actions and providing pricing transparency to the thousands of safety-net providers that participate in the program, the SERV Communities Act will reduce costs and expand access to needed care." To view our full statement [click here](#).

The Matsui bill would:

- Codify the purpose of the 340B program as Congress intended: "to stretch scarce resources as far as possible, reaching more eligible patients and providing more comprehensive services" and clarifies that the discounts are given to the hospital or clinic to use in a manner that best suits the needs of their community.
- Protects providers against manufacturer overcharging by requiring the federal government to enforce a 2010 law imposing civil monetary penalties on manufacturers that "knowingly and intentionally" overcharge 340B providers. The Trump administration recently delayed enforcement of those rules until July 1, 2019, but the bill would require HHS to enforce the rules effective July 1, 2018 and require the Government Accountability Office to report on the extent to which HHS is carrying out the CMP provisions.
- Require HHS to launch a secure website to give hospitals and other providers access to 340B ceiling prices within 90 days of enactment.
- Codify a longstanding federal policy requiring manufacturers to charge 340B providers a penny for drugs that rise at a rate significantly higher than the rate of inflation, for which the statute imposes a penalty that brings the 340B price down to zero.
- Codify the definition of "patient" as defined in the 1996 guidance published by HRSA.
- Bar manufacturers from using limited distribution networks to discriminate against 340B providers.
- Allow Substance Abuse and Mental Health Services Administration (SAMHSA) grantees to participate in the 340B program.

[More on Pro-340B Legislation >>>](#)

## Audits of drug manufacturers would become required...

In another important move, the bill would require HHS's Health Resources and Services Administration (HRSA) to audit drug manufacturers in proportion to the share of providers it audits and make sure manufacturers are calculating 340B prices correctly. To date, HRSA has audited more than 900 hospitals and only 11 manufacturers.

Another significant provision of the Matsui legislation would reverse the nearly 30 percent cut in Medicare Part B reimbursement to many 340B hospitals that took effect Jan. 1, 2018. The bill echoes legislation introduced in 2017 by Rep. David McKinley (R-W.Va.) that currently has 198 cosponsors. Matsui's bill would direct the Centers for Medicare & Medicaid Services' (CMS) to pay 340B hospitals for drugs provided on or after Jan. 1, 2018, at the same rate as paid to non-340B hospitals.

**This article was an independent mailing from National AAHAM on 6/13/2018.**



### To Get More Info...

To read a detailed section-by-section summary of the legislation [click here](#). To ask your lawmaker to cosponsor this legislation [click here](#).



[managment advice >>>](#)

## Engaging your team members

*How do you engage your team members on a regular basis? Do you host luncheons/potlucks? Do you do off-site team building activities? Do you have daily huddles to discuss up-to-date process changes or relay information?*

Employee engagement is one of the hottest topics in the field currently and coming around to new solutions is a world all it's own. An engaged team member is going to be a more productive, efficient team member which translates to all around better process and revenue recovery.

Restructure can have a big impact on already engaged employees. Take time during this process to connect with them, find out what their goals are and help them work on a plan to achieve that.



## PAM Week

*Save the date! This year, Patient Account Management Week is October 14-20<sup>th</sup>, 2018.*

National Patient Account Management Day was established in 1989 via a Congressional proclamation.

Would you like to highlight or recognize your PAM team in the AAHAM Newsletter?

Send information to Samantha Berube at [Samantha.berube@sjhhealth.com](mailto:Samantha.berube@sjhhealth.com) for a feature spot.

# House Approves First Round of Opioid Bills

*House lawmakers on Tuesday approved 25 bills designed to respond to aspects of the opioid crisis, with the chamber due to vote on more than a dozen additional opioid-related measures in the coming days.*



Another measure, H.R. 5041, approved 398-0, authorizes hospice employees to handle controlled substances in the residence of a deceased patient to assist in disposal. Twenty-three bills were approved on voice votes, including H.R. 5102, which creates a loan repayment program for behavioral health providers who work in areas with service shortages and states hit hard by the crisis. The program would pay one-sixth of the principal and interest on any eligible loan for each year of service up to \$250,000 per person. Another measure, H.R. 5176, would create grants to help organizations provide coordinated care to patients recovering from a drug overdose after they leave the emergency room. Yet another, H.R. 5009, sponsored by Tim Walberg (R-Mich.) known as Jessie's Law, requires HHS to establish best practices to ensure providers can access medical records of consenting patients with substance use problems. The House is slated to vote on additional opioid bills throughout this week and next. House leaders are expected to combine more than 50 measures into a single package to be sent to the Senate for consideration. The Senate will vote on its own opioid bills later this summer.

The bipartisan measures would, among other things, encourage non-opioid alternatives for pain therapy, address behavioral care workforce shortages and expand access to treatment.

One bill, H.R. 5327, approved 383-13, would establish a new grant program to create comprehensive opioid recovery centers, which would be required to provide a range of services including inpatient and outpatient care, medication assisted treatment and counseling.

## Reporting CEUs >>>

Did you know you can now report your own CEUs directly on the [www.aaham.org](http://www.aaham.org) site? If you are requesting CEUs for attending a AAHAM Pine Tree Chapter meeting, you can enter your CEU information and it will be updated once they receive the file from me. If you have other activity that you need to report such as proctoring a certification exam or attending AAHAM Legislative Day, that can also be done on the AAHAM website and you can upload your back-up. There is a list of CEU qualifying activities to the left of the AAHAM CEU Reporting Form on the website.

### Here are the steps for reporting your CEUs:

- Go to [www.aaham.org](http://www.aaham.org)
- Click on the certification tab at the top
- Click on recertification
- Click on Online CEU Reporting Form
- Fill out Recertification Type (s)
- Fill out your name, member ID, address, etc. The CEU units are
- on the left so you can report the correct amount.
- Click Add Files to add your back up.
- When done, click Start Upload
- You will get an e-mail from AAHAM afterwards.

Click [Here](#) for More Info

## Now Hiring

### AAHAM Jobline

*Did you know that AAHAM has an online Job board in the member's only section of the AAHAM website? The Jobline lists current employment openings in healthcare management nationwide.*

### AAHAM Certification

REGISTRATION DEADLINE	EXAM PERIOD
August 15, 2018	November 5-6, 2018
December 19, 2018	March 2019

### Certification Opportunities

CRCE--Certified Revenue Cycle Executive

CRCP--Certified Revenue Cycle Professional

CRCS--Certified Revenue Cycle Specialist

CCT-- Certified Compliance Technician

# final thoughts...

Upcoming National Event: 2018 ANI Annual National Institute October 17-19, Hyatt Regency Coconut Point in Bonita Springs, Florida

Registration for the 2018 ANI is now open! The Early Bird Registration ends August 3, 2018. If you have any questions about registration, please contact Moayad Zahralddin by phone at 703.281.4043 ext 4 or by email at [moayad@aaHAM.org](mailto:moayad@aaHAM.org).

Hotel reservations must be made by September 17, 2018 to get our special discounted group rate!

For reservations, call 888.421.1442 and reference AAHAM or [click here to book your room online](#). Please only make your ANI hotel reservations directly with the Hyatt Regency Bonita Springs.



## RAISE THE LEVEL Phase III

Recently upon returning from the January Board of Directors meeting in Bonita Springs, Florida, I reflected back on the importance of that meeting. It is such an exciting time to have the Chapter Presidents, some veterans and some new, gather in a common goal. That goal is continuing to make AAHAM the premier association in Revenue Cycle Management. Our mission, vision and values continue to support that goal. 2018 begins my presidency's theme, "RAISE THE LEVEL" Phase III. Your Chapter President will be filling you in on all the great things ahead for our organization and for you, our members.

Your Chapter President has made a commitment to you and all our members, both locally and nationally. They have committed their time and efforts to make your chapter successful. They have agreed to assist National AAHAM to continue to provide guidance, education and to be the leader in revenue cycle careers. I think sometimes it is overlooked that National Officers, Committee Chairs, Chapter Presidents and local Board members are volunteers.

All of these volunteers work hard and spend countless hours to provide our membership with information, education and networking in our professions. That is what makes AAHAM so special.

By bringing the Chapter Presidents together, like the January Board of Directors meeting, they are provided the networking opportunity that is so very critical to take on the challenge of leading your Chapter to success. Issues in the local chapters are not unique. Everyone faces similar challenges. Networking opportunities allow us all to discuss those challenges and work collaboratively toward solutions.

"Teamwork is the ability to work toward a common vision, the ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results."

-Andrew Carnegie

During our time together, your Chapter President learned about the "new and improved" Chapter Excellence Report, reviewed the Chapter Presidents Manual in detail, learned how to utilize the State Monitoring program and an array of other tasks. Most importantly was that networking thing that you have heard me talk about so many times. They worked hard to absorb the duties and responsibilities of their commitment to bring you the tools and information to make your chapter grow, prosper, and become the best of the best.

Please, take some time and thank your Chapter President and all the volunteers in your chapter. Perhaps you can add value and become a part of the chapter leadership? It is very rewarding.

The year 2018 brings a second term of me serving as your National President. I take this responsibility very seriously and I am very grateful that you have allowed me this opportunity. I am excited to lead us into the future of this association.

I returned home from this Board of Directors meeting excited and confident that the right plans and right people are in place to accomplish our mission and vision. RAISE THE LEVEL Phase III is "up and running"!

I wish all of you a very successful 2018 in AAHAM, work, and your personal life.

Thanks for all you do!

"The success of the team is each individual member. The strength of each member is the team." -Phil Jackson

Yours in AAHAM,

John





## Renewal/Application Form

The Maine Chapter of AAHAM is pleased to welcome you as a new or returning member. Annual dues for 2018 are \$25.00 per person. Membership runs from January to December. Local dues cannot be prorated during the year.

To ensure that you are a recognized member for the Chapter year and receive all notifications of educational sessions, please submit your payment of \$25.00, made payable to "Maine Pine Tree Chapter of AAHAM" to:

**Theresa Huck  
405 Woodford Street  
Portland, Maine 04103**

If you are a member of National AAHAM and choose to pay your local dues through them, it is important that you still send this form (without payment) to the above address so that our records will correctly reflect your membership.

Please complete the following:

<b>Name:</b>	<b>Title:</b>
<b>Certification:</b>	<b>Organization:</b>
<b>Address:</b>	<b>Daytime Telephone:</b>
<b>Fax:</b>	<b>Email:</b>
<b>Check all that Apply:</b>	
<input type="checkbox"/> This is a new application	
<input type="checkbox"/> I was referred to AAHAM by:	
<input type="checkbox"/> I am renewing my application	
<input type="checkbox"/> I have paid my local dues through National AAHAM	

Please send checks to the attention of Theresa Huck as close to the start of the new Chapter year as possible. Payments can also be made using a credit/debit card through the Maine Chapter of AAHAM website at: <http://www.aahamme.org/index.php>

For Treasurer's Use Only:  
Check No. \_\_\_\_\_  
Date Received \_\_\_\_\_