

Lone Star Chapter



PROPELLED
with **PURPOSE**

Welcome to HFMA Lone Star

Summer Conference

Level-up Your Revenue Cycle Teams

Define Level-up

I want to be a “Super Hero”

Revenue Cycle Super-powers

Revenue Cycle Kryptonite

Defining Level-up

In Short, what do you think Level-up means?



slido

Join at
slido.com
#9410 794





Level-up: to advance or improve
(oneself, someone else, or something)

According to Merian Webster Dictionary



Who here, loves Super Heroes ?



What are some traits you look for in a Super Hero?

(Now or when you were "younger")

What powers do you want your Super Hero to have?



slido

Join at
slido.com
#9410 794



5 Progressions of Level-up according to John Maxwell

Position

Permission

Production

People Development

Pinnacle

**I want to be a “Super
Hero”**



What do Super Heroes have to do with Revenue Cycle and Me ?

There are a lot of similarities that Super Heroes have with Revenue Cycle and your Teams!!

Where in Revenue Cycle do you see most opportunities for growth ?

slido

Join at
slido.com
#9410 794



Category	Male (%)	Female (%)
No	~95	~90
Yes	~5	~10
Don't know	~0	~0
No answer	~0	~0



Group	Percentage of respondents who are members of a political party
All respondents	45%
Non-union respondents	55%
Union respondents	35%

With **ONE** word, can you share Who You Are?

slido

Join at
slido.com
#9410 794



Who you are is... not easy, yet, important to identify

- ❖ It is ok to not have an answer today
- ❖ The process will take several attempts
- ❖ The “Who” you are
 - ❖ Is not a title you hold
 - ❖ Is not what people think you are
 - ❖ Is not what you do for career or profession
 - ❖ Is not collection of “titles” – professional, parent, husband, etc

The “Who you are” is the source of your SUPER POWER!!



Options of “Who you are” that do not define WHO you are

- ❖ CFO, CEO, etc.
- ❖ Executive Director
- ❖ Manager
- ❖ Project Manager
- ❖ Community Member
- ❖ Family Member
- ❖ Father/Mother to _____
- ❖ Supervisor
- ❖ Vendor Engagement
- ❖ Account Executive

Examples of WHO you are

- ❖ **Puzzle-solver**
- ❖ **Strategist**
- ❖ **Host**
- ❖ **Listener**
- ❖ **Thinker**
- ❖ **Creative**
- ❖ **Resourceful**
- ❖ **Agile**
- ❖ **Calm**
- ❖ **Compassionate**
- ❖ **Impartial**

Revenue Cycle Super Powers

5 Super Powers To Use With Your Teams

- ❖ **Go after the things you want**
- ❖ **Acknowledge some times “you” are the problem**
- ❖ **Take care of each other**
- ❖ **Be the last to offer your opinion when meeting in groups**
- ❖ **Practice Humility and Gratitude**

“Go Get Super Powers”

Super Powers Available TODAY !

Coming up

- ❖ **Tax Compliance Best Practices**
- ❖ **Revolutionizing Revenue Cycle Performance**
- ❖ **Dodging Denials to Raise Revenue**
- ❖ **Federal legislative / Policy Update**
- ❖ **Fixing the Fracture, Rebuilding Patient Trust**

Super Powers Available TODAY !!

Tuesday

- ❖ **Implementing a Successful Physician Advisory Program**
- ❖ **Industry update in DFW**
- ❖ **CFO Panel**

More Super Powers Available to YOU !!

- ❖ **CRCR Certification Webinar**
- ❖ **Early Careerist Program**
- ❖ **One Big Beautiful Bill**
- ❖ **Women's Dinner**
- ❖ **Understanding and Recouping More Value from Medicare Bad Debt**

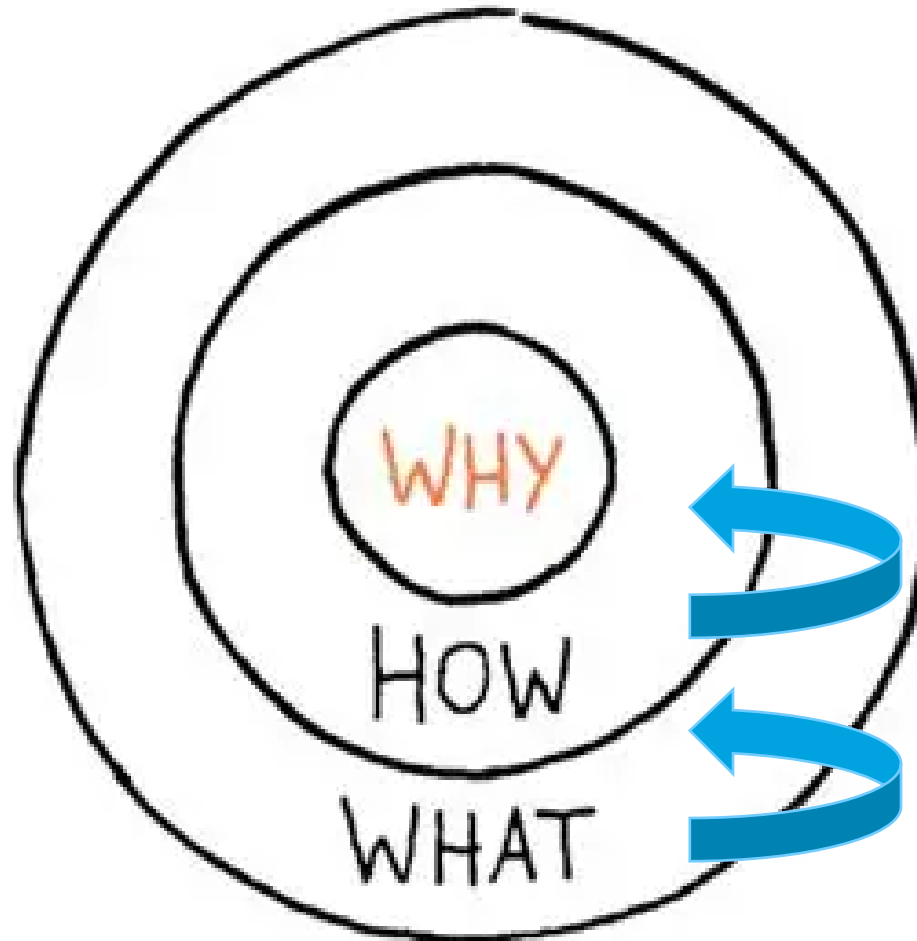


**What Revenue Cycle Super Power Do
YOU Have to Share With Us ?**

Revenue Cycle Kryptonite

Start with WHAT

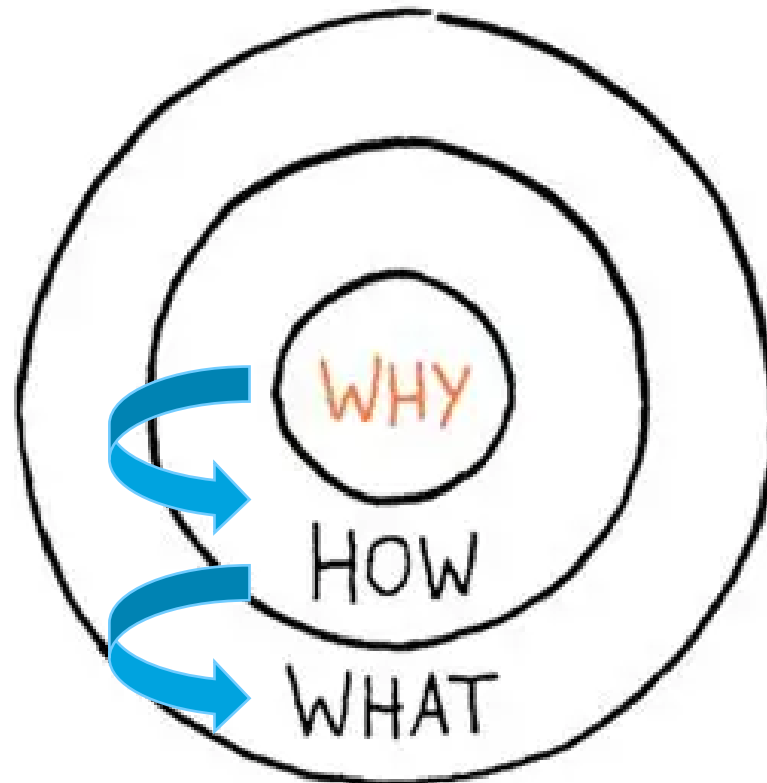
Starting with “what” you want to accomplish will only tell your team the results about what you are wanting.



Start with WHY

Starting with “why” you believe in what you are about to embrace, tackle, work on together is rooted in “Who You Are”!

Individuals will follow and help you achieve the “want” because of a personal connection they have.



“Go be a Super Hero ”