

WHETHER, WHAT, AND HOW TO APPEAL

The Eighth National RAC Summit Preconference December 4, 2013

APPEAL ACADEMY



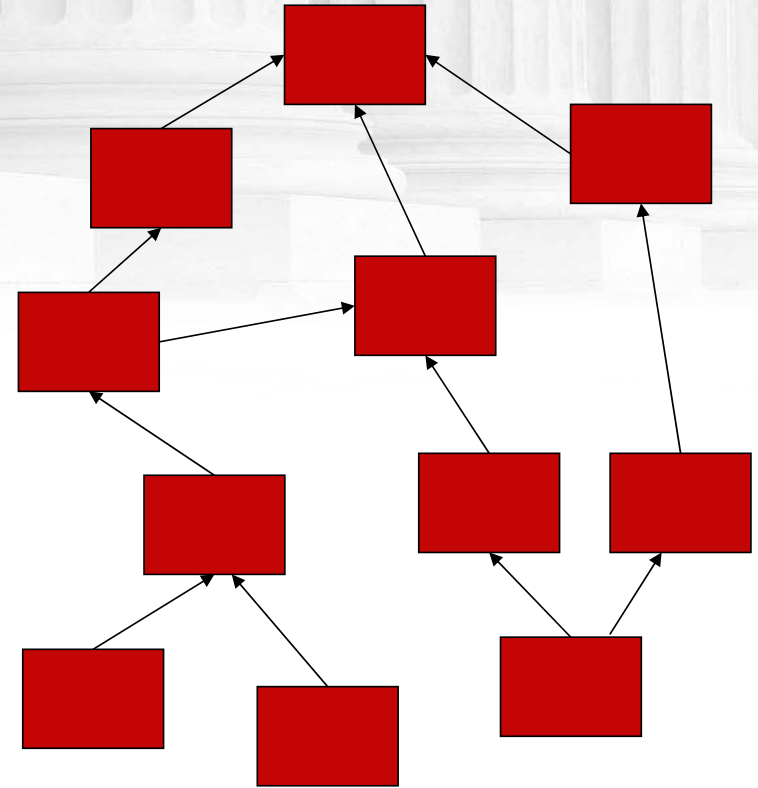
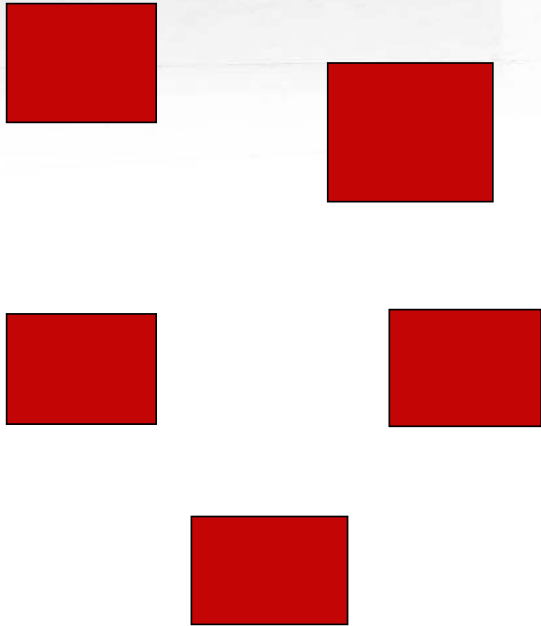
SAVING HEALTHCARE...
ONE APPEAL AT A TIME

PRECONFERENCE: WHETHER, WHAT, AND HOW TO APPEAL

- **Pre-Appeal Strategies: Making the Discussion Period and Peer-to-Peer Work for You**
 - Sharon Easterling, Recovery Analytics; Jeannine Engel, MD, Univ. of Utah; Michael Salvatore, MD, Beebe Med Ctr
- **Deciding What to Appeal**
 - Larry Hegland, MD, Ministry St. Clare's Hospital
- **Crafting a Winning Appeal Letter -- Case Studies and Sample Templates**
 - Denise Wilson, Appeal Masters
- **Presenting the Strongest Case to the ALJ**
 - Ralph Wuebker, MD, MBA, Executive Health Resources
- **Final Audience Q&A with Faculty Panel**
 - Ernie de los Santos, Appeal Academy

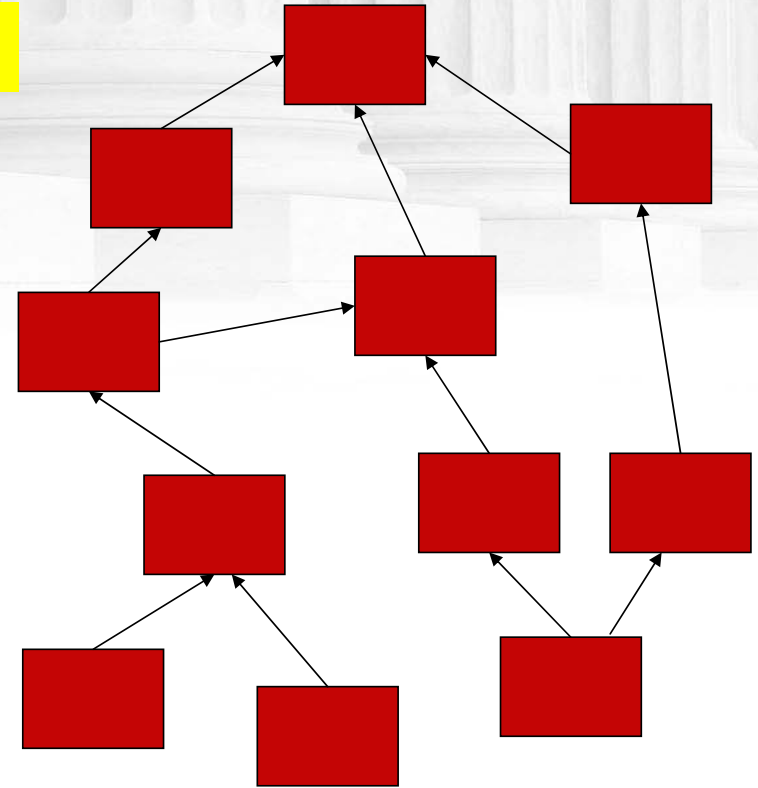
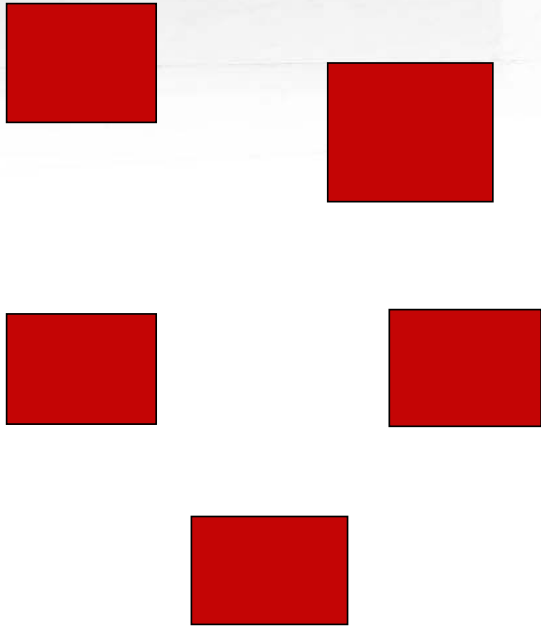
Dealing with Complex Systems:

Which system is more “complex”?



Dealing with Complex Systems:

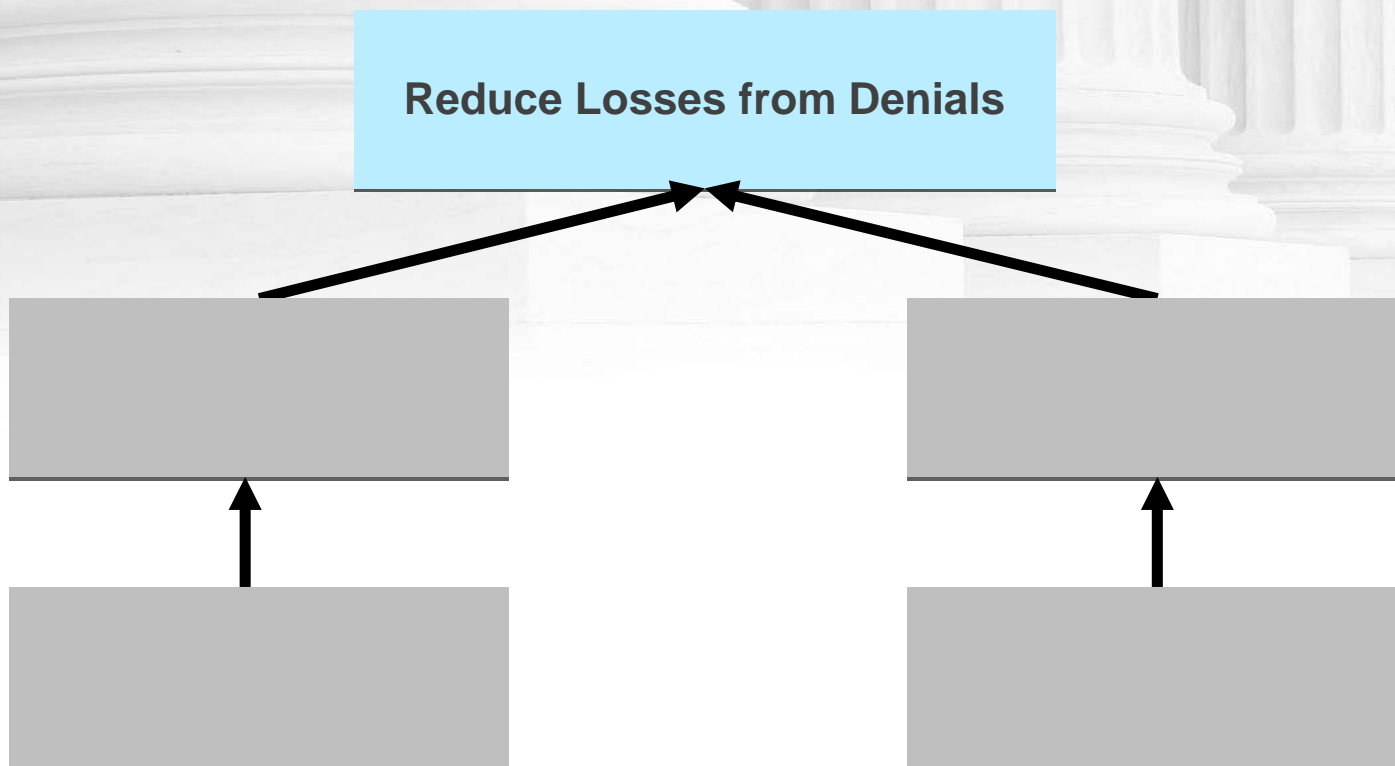
Which system is easier to affect?



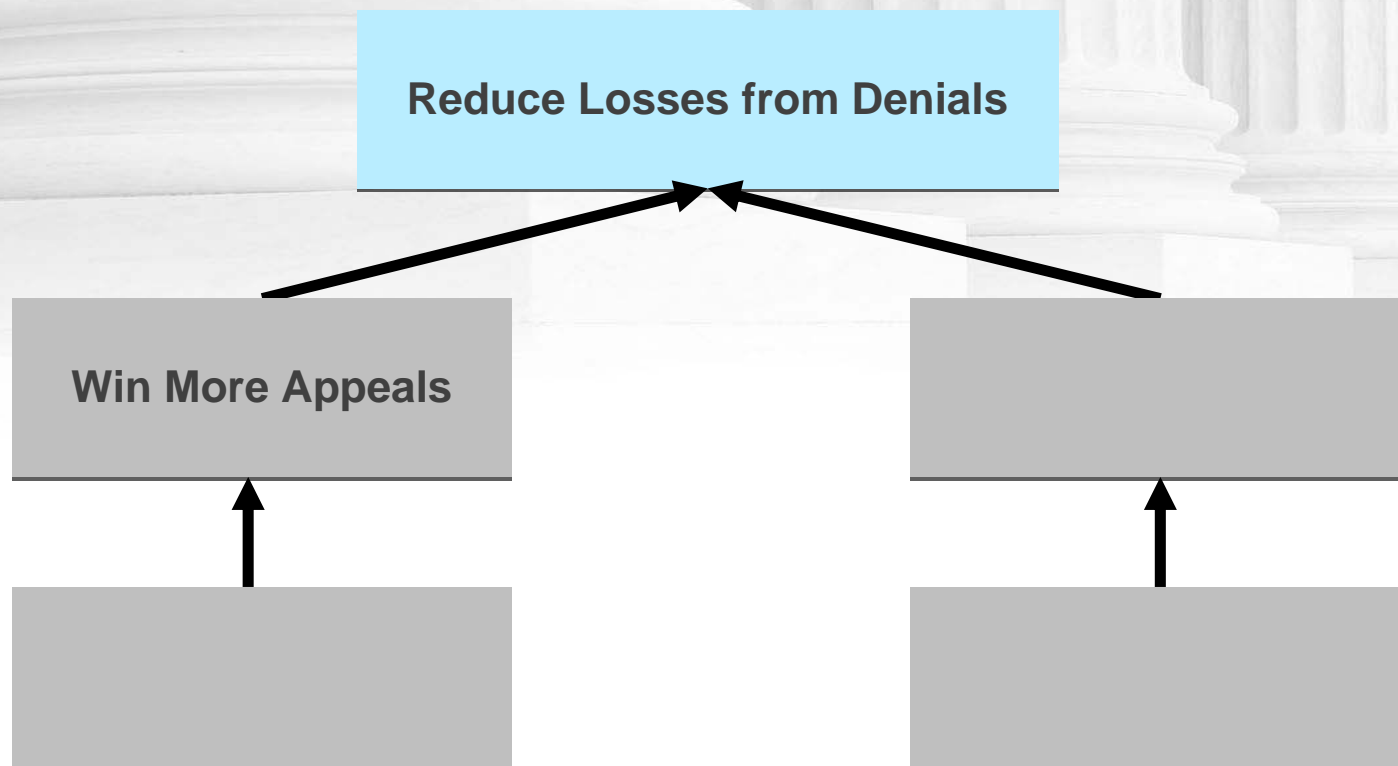
Why You Are Here...

Reduce Losses from Denials

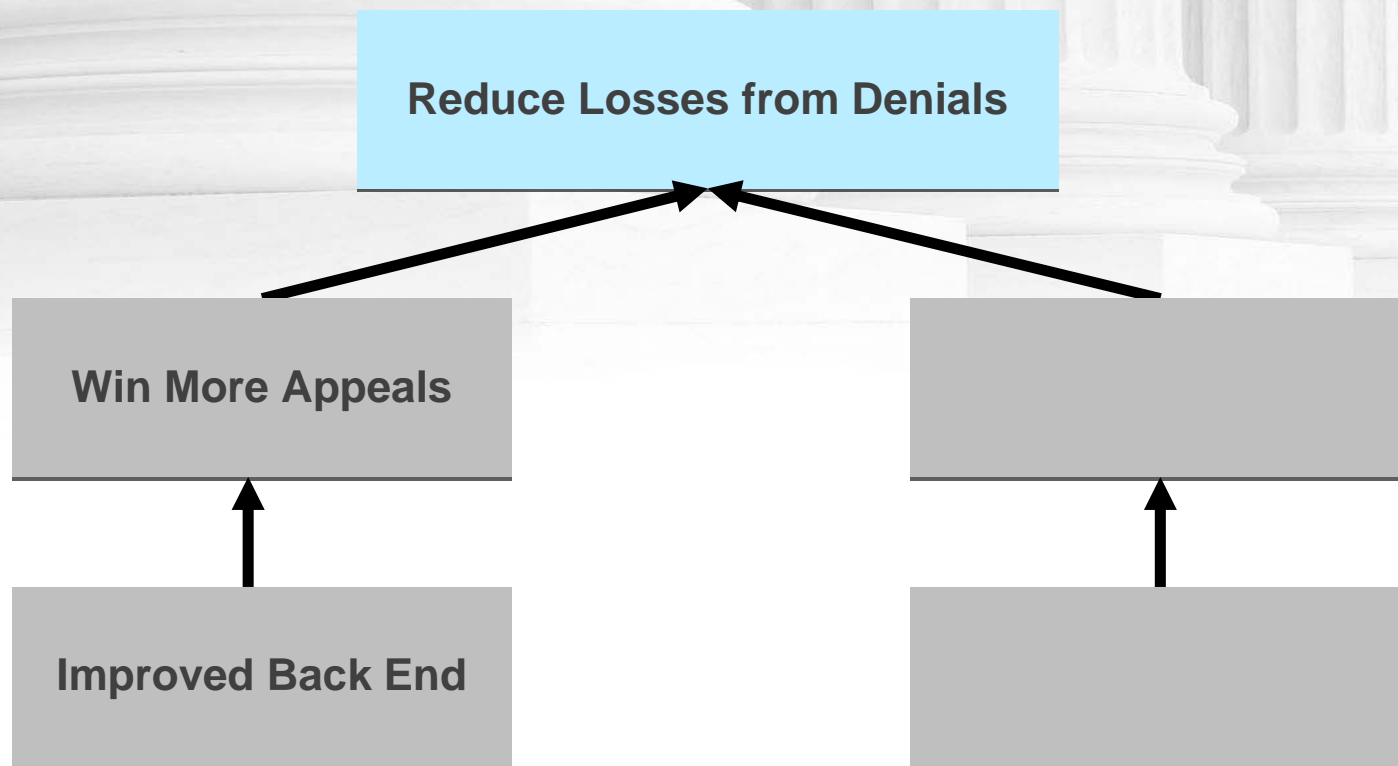
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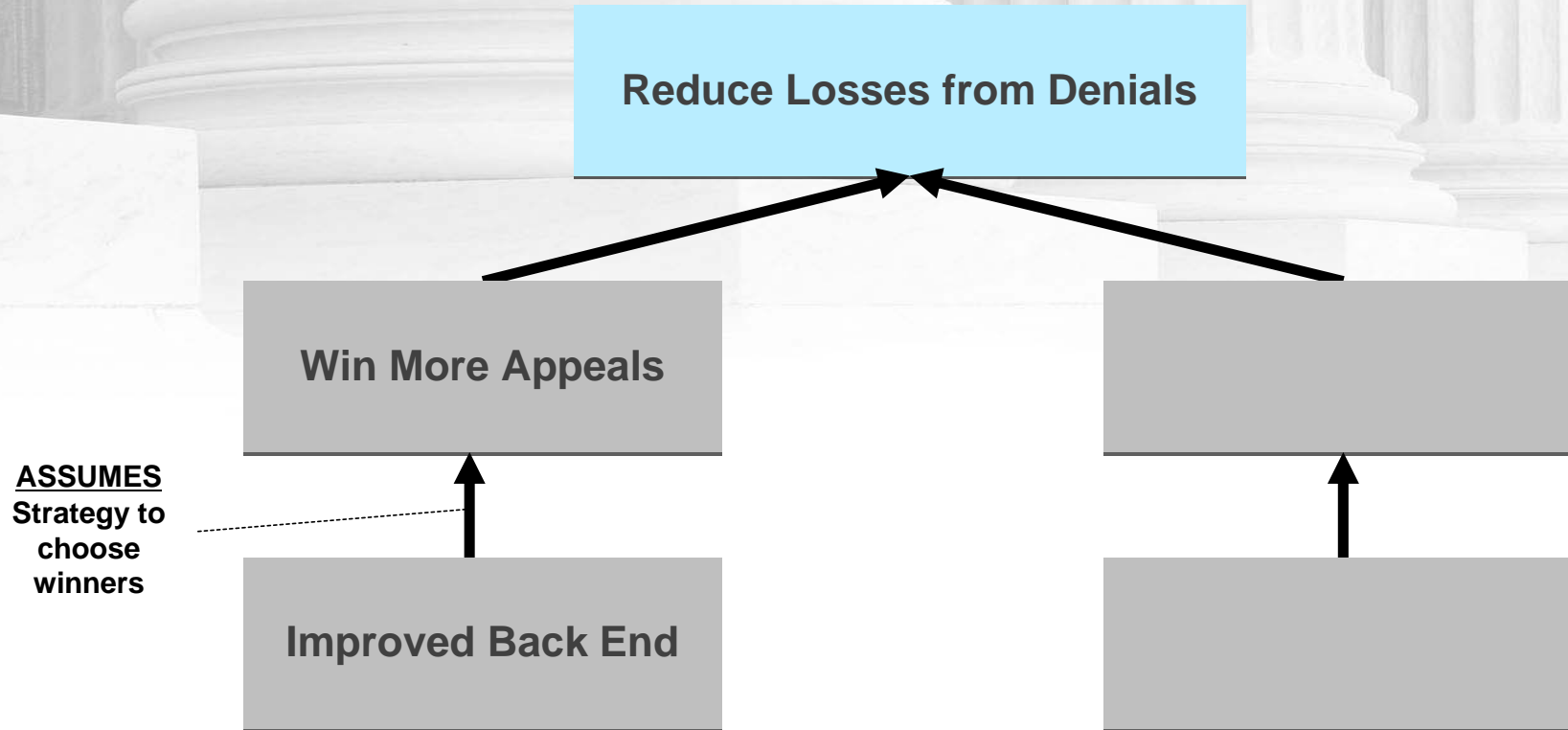
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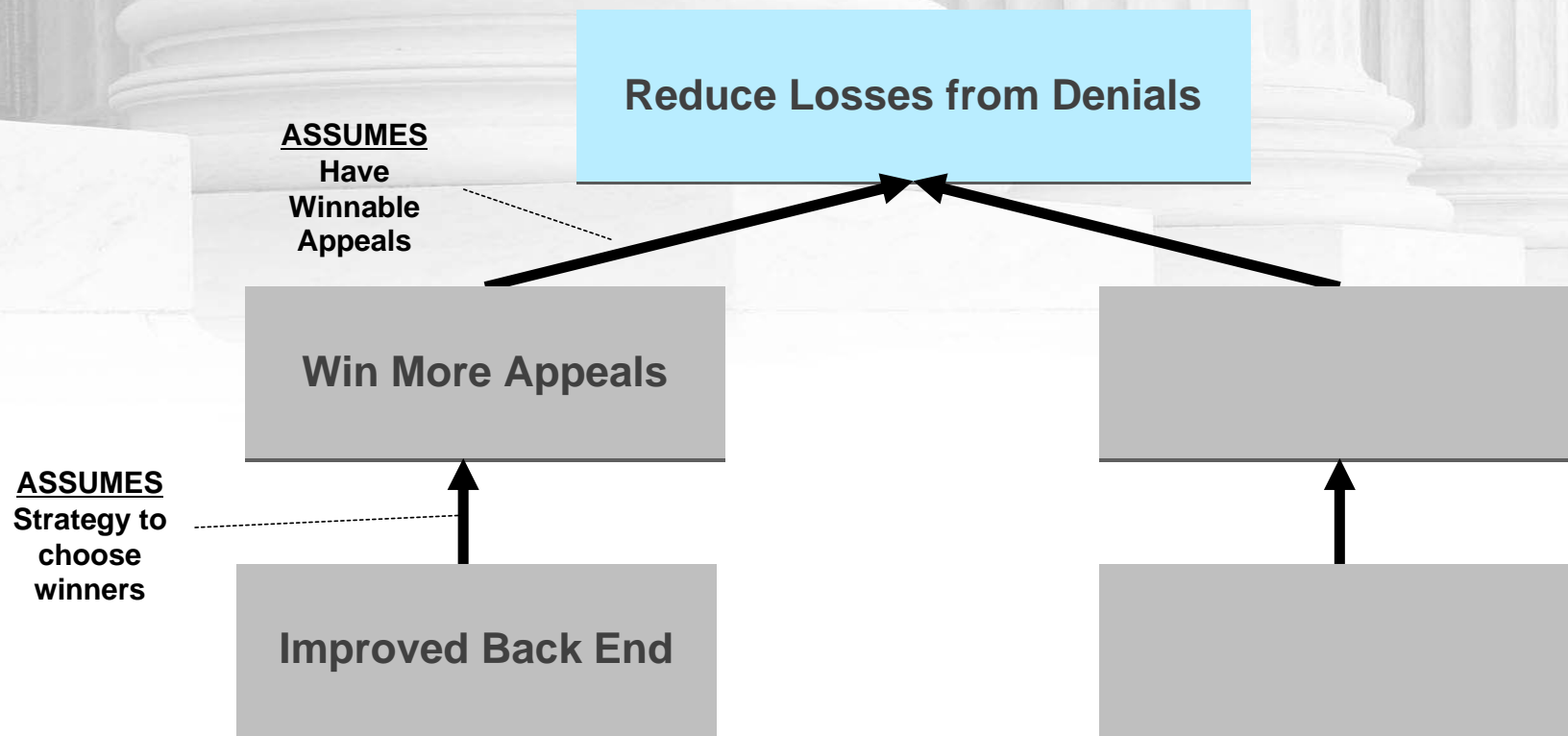


Why You Are Here...



ASSUMES
Strategy to
choose
winners

Why You Are Here...



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