



## **Managed Care Boot Camp for Hospitals – The "New" Managed Care Environment**

*New Jersey Hospital Association, Princeton, NJ*

**March 26, 2014**

Registration: 9 a.m. – 9:30 a.m.  
Program: 9:30 a.m. – 2:30 p.m.

Location: NJHA Conference and Event Center  
760 Alexander Road, Princeton, NJ 08543

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While many view the new changes through healthcare reform as a return to the managed care efforts of the 90's, the engagement of the federal government as a lead driver of the changes, and the many pilot projects taking place in the Medicare and Medicaid markets, add to the likelihood that these changes are here to stay. Providers need to understand how all of the changes are coming together to create a new market dynamic.

This program is focused on the substantial changes hospital-based providers will face in this new market. The high-quality, low-cost movement will continue to be a major motivator of payers and state and federal legislatures. Additionally, with the new marketplace, along with other significant reforms, providers will arguably face a much more engaged consumer. Attendees of this program will gain insight into optimizing payments in a population-management focused market and gain knowledge concerning efforts related to consumer engagement.

At the conclusion of this program, attendees will be able to:

- Understand how to apply quality and population health considerations to contract negotiations.
- Understand the importance of cross-departmental engagement.
- Learn how the market is shifting to “commoditization.”
- Identify techniques to market hospital value.

**Target Audience:**

CEO's, CFO's, COO's, In-House Counsel, Managed Care Executives and Patient Account Managers

**Fee:**

Members: \$225 ea.

Non-members: \$275 ea.



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<b>PAYMENT INFORMATION</b> <b>Member: \$225 ea. /Non-member: \$275 ea.</b>
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<p><u>For payment by check:</u></p> <p>Registration form must be included with check in order to be registered. Please also fax a copy of the registration to 609-275-4271 to ensure timely receipt in the event that the mail is delayed.</p> <p>Please make checks payable to: HRET of NJ</p> <p>Mail to: HRET of NJ P.O. Box 828691 Philadelphia, PA 19182-8691</p> <p>Faxed copies of check will not be accepted.</p>	<p><u>For payment by credit card:</u></p> <p>Registrations will be accepted via fax <b><u>ONLY IF ACCOMPANIED BY</u></b> credit card information (MC, Amex, or Visa).</p> <p>Please fax to 609-275-4271.</p> <p><u>General Information:</u></p> <ul style="list-style-type: none"> <li>Parking is in rear of the building.</li> <li>In the event of inclement or questionable weather, please call 609-275-4140 for more information.</li> <li>For brochures or a calendar of upcoming seminars go to <a href="http://www.njha.com/index.aspx">http://www.njha.com/index.aspx</a>.</li> </ul>	<p><u>Cancellation Policy:</u></p> <ul style="list-style-type: none"> <li>Cancellations received by <b>3/19/2014</b> will receive a refund minus a \$90 (Member)/\$110 (Non-member) per person service fee</li> <li><b>Cancellations received after 3/19/2014 will not be eligible for a refund.</b></li> <li>Registrants unable to attend may send an alternate.</li> <li>For a complete overview of our cancellation policy, please visit our Web site.</li> </ul>
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For more information, or if you have a disability and need a special accommodation, please call 609-275-4181

For directions or a detailed map, visit NJHA on the Web at <a href="http://www.njha.com/directions.aspx">http://www.njha.com/directions.aspx</a> .
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*Please note that your registration will not be complete until payment has been received. Payment is due **no later than 3/19/2014.***

**REGISTRATION** (Please type or print clearly)

**Seminar # 1407** (2014 Managed Care Bootcamp)  
**FEE:** Member \$225 ea. /Non-member \$275 ea.

Name:	Payment Amount: \$	
Job Title:	Method of Payment: <input type="checkbox"/> Check #_____ <input type="checkbox"/> Amex <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard	
E-mail:	Card Number:	
Organization:	Expiration Date:	CCV Code:
Organization Address:	Billing Street Address:	
City, State, Zip:	Billing City, State, Zip:	
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