

About the OSMA

The Ohio State Medical Association is a statewide association representing 20,000 Ohio physicians, residents, medical students and practice managers. It is dedicated to improving the practice of medicine for physicians, their staff and patients, by advocating their position, saving them time and money and promoting the medical profession.

In addition to education, OSMA membership provides numerous benefits, including:

Advocacy: The OSMA's dedicated legislative staff is actively engaged in lobbying on more than 100 bills at the state and federal level that impact the practice of medicine. Every year, our legislative team pursues a proactive advocacy agenda that is developed through input from physician leaders serving on health care policy committees, membership surveys, grassroots legislative events and one-on-one discussions with physicians. As the largest, oldest and most effective statewide advocacy organization representing physicians, your voice is heard.

Revenue Enhancement: By partnering with several industry leaders, the OSMA provides members high-quality services with added exclusive benefits. These products and services can save your practice money, help increase your revenue and reduce risk. Many of them have created special pricing, services and terms and conditions for our members.

Reimbursement and Payer Assistance: If you are having trouble getting an adequate response from a payer, OSMA payer assistance can help. The OSMA surveys Ohio practices and collects information on issues with payers and then meets with the payers to develop a solution to the problem. Additionally, OSMA practice consulting services provide candid and accurate physician-based practice management services that benefit our Ohio physicians.

Information: You can turn to the OSMA for all the information you need to help your practice run smoothly. Members receive weekly e-newsletters, bi-monthly magazines and toolkits on important information. You also have access to the OSMA Web site and OSMA Resource Center, which connect you to OSMA briefs on legal issues and real-time news and information.

For more information about OSMA's education courses, visit www.osma.org/education.




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2010 Educational Calendar

Looking for reasonably priced, high-quality programs you can count on that are consistently accurate, practical and make a positive difference? The Ohio State Medical Association (OSMA) prides itself on offering solutions you can use immediately.

To do our part in reducing our environmental impact, we will not be printing or mailing event brochures for classes with this symbol . Go to www.osma.org/education for updates and registration details. Topics, locations and dates subject to change so visit our Web site for the most complete schedule.

Specialty-Specific Coding and Billing Solution Classes

Don't give up thousands of hard-earned dollars each year through coding mistakes that could easily be avoided. Take advantage of every opportunity to sharpen your skills and boost your bottom line and compliance rate! Case studies and discussion with the instructor and your colleagues help ensure you will be able to apply this new knowledge!

All classes are held 10 a.m. – 3:30 p.m. *(unless noted)*

Date	Location	Topic
Feb. 10	OSMA	Anesthesia Services
Feb. 23	OSMA	Orthopaedic Services
Feb. 24	OSMA	Primary Care Services*
March 2	Canton	Primary Care Services*
March 3	Canton	OB/GYN Services
March 12	OSMA	General Surgery Services
March 13	OSMA	Psychiatry and Mental Health Services
April 8	Columbus	ENT Services <i>(9 a.m. - 4 p.m.)</i>
April 20	OSMA	Nonphysician Provider Services
April 21	OSMA	OB/GYN Services
May 11	OSMA	Pulmonary and Critical Care Services
Dec. 1	OSMA	Cardiology Services

**Primary Care courses cover services provided by most family and internal medicine practices, including basic pediatrics and GYN, but not OB.*

Implementing Health Information Technology in the Medical Practice

The OSMA will help you every step of the way in your journey from paper to an electronic health record (EHR) system. You know WHY you need an EHR. We will help you with HOW. Take advantage of the

Passport to the Future of Health Care Webinars and audio conferences to build your foundation of knowledge prior to attending one of the live meetings so you are better prepared with specific questions.

Passport to the Future of Health Care: Virtual EHR University 
12:15 p.m. – 1:15 p.m.

These free Webinars will help you with the information-gathering and decision-making process of selecting the right EHR for your practice to improve your overall efficiency and quality of care.

February 3 Preparing for EHR Implementation, An IT Systems Assessment

April 28 EHR Coding and Billing Issues- Presented by the OSMA

Once you've gained the basics about policy and preparation, take a free, live Webinar tour of the eight EHR vendors who participate in the OSMA's EHR Standards of Excellence (SOE) program.

February 10 Sage EHR demonstration

February 17 NextGen EHR demonstration

February 24 Allscripts EHR demonstration

March 10 Greenway EHR demonstration

March 17 Sequel EHR demonstration

March 24 e-MDs EHR demonstration

March 31 InteGreat/Med3000 EHR demonstration

April 14 Aprima EHR demonstration

Implementing Health Information Technology continued...

Passport to the Future of Health Care: EHR Conference

This class is a must if you are considering an electronic health record system for your practice and want a forum for comparing vendors and learning how to get the best contract possible.

All classes are from 9 a.m. – 4 p.m.

- May 20 Canton
- May 21 Akron
- Nov. 18 OSMA
- Nov. 19 Dayton

Practice Management Symposium – EHR Education Track

New this year is a dedicated education track on EHR and other Health IT issues! Topics such as stimulus incentives, what you need to know before choosing and purchasing an EHR, and more valuable sessions to help get you started toward the future of health care!

- April 9 The Hilton Columbus at Easton


Free Webinars from the American Medical Association

Hear from experts already working to transform physician practices through health IT, learn the basics of health IT system implementation, prepare your patients and practice for changes associated with health IT and discover tips for tackling major milestones at each stage in the process. Visit www.ama-assn.org/go/hit and select "Health IT webinars" to learn more about these programs and to register for each. All Webinars will be archived after their original air date.

Practice Management Symposium 
"The Business of Medicine: It isn't a Game"

- April 9 The Hilton Columbus at Easton
8:30 a.m. – 4 p.m.

Health care reform – something we have all read and heard about for years – now seems more real than ever. Don't let business as usual put your practice into jeopardy. Regardless of whether you agree or not with the changes, one thing we can all agree on is that in order to survive – and thrive, and to be there for the patients, we must embrace these challenges and turn them into opportunities. What you will learn in this one day will make a lasting change to your practice. 18 different education sessions to choose from!

Reimbursement & Payer Update 

The Ohio Medical Group Management Association (OMGMA) and OSMA are once again working together to provide you with an opportunity to hear from Ohio's major payers as they present information on the issues YOU have indicated are of most concern to you.

- May 7 The Conference Center at NorthPointe, Columbus
8:30 a.m. – 3:30 p.m.

Strategies for Improved Patient Collections in the Medical Practice

The continued growth of high-deductible health insurance plans and health savings accounts, along with the difficult economic environment, have caused collections to be increasingly difficult. This class provides suggestions on improving time of service collections and data management, processes for demographics and eligibility verification, understanding health plan types and managing high-deductible health plans. Also shared are recommendations for improved billing office procedures, processes for optimum accounts receivable management and other helpful suggestions to ensure efficiency in the overall revenue cycle process. Bring your questions, comments and challenges related to collections so the entire group can learn from your experiences as well as the speaker's suggestions.

- April 27 OSMA 9 a.m. – 12 p.m.
- June 2 Canton 9 a.m. – 12 p.m.
- Sept. 22 Dayton 9 a.m. – 12 p.m.

Employment Law Essentials for the Medical Practice

Supervisors need up-to-date information about policies, practices and resources that address equal employment opportunity. This workshop provides comprehensive information and resources on employee handbooks and terminations and layoffs – the two areas that cause the most headaches and have the most impact in a medical practice.

- June 2 Canton 1 – 4:30 p.m.
- Sept. 22 Dayton 1 – 4:30 p.m.
- Nov. 12 OSMA 9 a.m. – 12:30 p.m.

Medicare & Medicaid Update for Physician Services

Dates and locations to be announced

Do you want to hear valuable information on Ohio Medicare and Medicaid program and procedure changes? Do you want to receive useful resources that support reduced reimbursement turnaround time, increase compliance with program rules, reduce claim denials and improve communication with plan representatives? Do you want to learn firsthand from representatives of each carrier about common problems and what you can do to avoid or resolve them? Then don't miss this once-a-year series!

Physician Orientation to E&M Documentation

During this class, we will discuss codes that are used in the practice setting, review specific documentation techniques that ensure you are thorough in establishing medical necessity and use tools that assist you in determining the correct level of medical complexity at every visit.

- Sept. 15 Cincinnati 5:30 p.m. – 8 p.m.
- Oct. 6 Canton 5:30 p.m. – 8 p.m.
- Nov. 3 OSMA 5:30 p.m. – 8 p.m.

Advanced E&M Coding and Billing

Documentation and coding errors can waste time and cost your practice money. In today's economic environment, ensuring you are coding and billing correctly is a must do. This hands-on, detailed class will provide experienced coders with a higher level of E&M understanding, and give you the tools you need to identify the correct level of history, exam and medical decision making, situations that may require a higher or lower code selection, "incident-to" and observation services and much more.

- Sept. 16 Cincinnati 9:30 a.m. - 4 p.m.
- Oct. 7 Canton 9:30 a.m. - 4 p.m.
- Nov. 4 OSMA 9:30 a.m. - 4 p.m.

Coding for Success: Introduction to E&M Services and Modifiers

Documentation and coding errors can waste time and cost your practice money. In today's economic environment, ensuring you are coding and billing correctly is a must do. To have the most successful outcomes, you need to have a solid understanding of level of service, the different guidelines available, code selection and more. This hands-on, detailed class is for coding and billing staff new to using E&M codes, or those who need a refresher class.

- Sept. 29 OSMA 9:30 a.m. - 4 p.m.

Conducting Internal Chart Audits

Conducting periodic chart audits is crucial in order to ensure you aren't losing revenue or risking noncompliance. Through discussion and hands-on practice, participants will learn how to incorporate auditing strategies that will emphasize E&M production review and analysis, guidance on current regulations, internal audit protocols and what to do if your practice is audited, and to be sure you are "on" target for a successful year, and not "the" target for denials and audits!

- Oct. 13 OSMA 9:30 a.m. – 3:30 p.m.

2011 Coding Changes and Compliance Update

At this meeting you will hear the new, revised and deleted codes and hear the rationale behind the numerous changes for CPT coding and how these changes will affect your practice. We will also discuss what you should be doing now to prepare for ICD-10, plus what the Office of Inspector General (OIG) and Medicare (CMS) have identified as the "Hot Targets" for their 2011 monitoring programs.

- Dec. 8 OSMA 10 a.m. – 3 p.m.

Registration Fees and Locations

Keeping registration fees lower than what you'll often find elsewhere is a member benefit and one way to reduce barriers to participation. We also know that convenience and price are key considerations so when feasible, we offer many classes at different locations around the state.

The Registration Process

Please try OSMA's online registration – it is easy and convenient! Most classes have a registration deadline of one week within the presentation date, so please keep an eye on your calendar. If registering online, you will receive your confirmation immediately. If registering via fax or phone, watch for your confirmation letter and notify the OSMA if you do not receive a letter one week prior to the meeting.

Continuing Professional Development

The OSMA is committed to helping you continue your professional development so that you can maintain, improve and broaden your knowledge and skills and develop the personal competencies required in your professional lives. Whenever possible, OSMA will secure the appropriate CME and CEU credits that are available.

For complete details, visit the OSMA Web site at www.osma.org/education. Or call the OSMA Resource Center at (800) 766-6762.