



July 2014

Lehigh Valley Chapter

PAHCOM

Special points of interest:

- Next chapter meeting: August 20, 2014
- Conference updates.
- Manager tidbits.
- www.pahcom.com
- Cindy Fisher, CMM President

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Lehigh Valley Chapter outreach programs



**D. Scott Jones, Risk Manager
Senior Vice President, HPIX**

The Lehigh Valley Chapter adopted an outreach program to promote PAHCOM by providing medical education and manager networking opportunities outside of our chapter area. One of our members, Kim Bock, invited the chapter to meet managers she works with at the Blue Mountain Health System.

The June 2014 chapter meeting was held at Palmerton Hospital, where members of the Lehigh Valley Chapter met with managers and supervisors from the Blue Mountain Health System.

D. Scott Jones, Risk Manager, Senior Vice President, HPIX was our speaker for this program and topic: The Quality Tsunami.

In this presentation, Scott Jones discussed many aspects of the Patient Protection and Affordable Care Act (PPACA) that are affecting medical practices nationwide. This program was interesting, exciting and interactive with attendee participation asking questions and comments.

Scott Jones was an engaging presenter and explored the changes in PPACA from an interdisciplinary administrative, compliance, clinical, and risk management perspective.

Participants felt prepared and ready to tackle PPACA in their own offices.

The outreach meeting was successful, the chapter saw new memberships and interests in joining PAHCOM.

* HPIX (Health Physician insurance Exchange) sponsored the event, we are grateful for our long-term sponsors.

Changing Seasons - Conference updates

Autumn Inspiration is changing seasons, as in all things we go through personal growth and changes. Autumn Inspiration may be changing seasons but the "Inspiration" of the conference is as strong as ever.

The conference committee is in full swing; ideas are fresh, high-tech, and energizing. Watch your mail for save the dates and make plans to join us and be inspired.





Chapter Officers

President:
Cindy Fisher, CMM

Vice-President:
Christine Kurtz

Secretary:
Brenda Foose, CMM

Treasurer:
Zach Van Steenvoort

Membership Director:
Diane Horvath

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Chapter Meeting Notice

Title/topic: Personal Financial Planning

Speaker: Mark A. Cernese - Portfolio Manager & COO of ATA Wealth Management Group

Date: 08/20/2014

Time: 07:30 AM - 09:30 AM

Location: The Law Offices of Norris, McLaughlin & Marcus
1611 Pond Road
2nd Floor Conference Room
Allentown, PA 18103

Breakfast will be served

Take the elevators to the 2nd Floor. Turn right after you exit the elevator. The conference room will be down the hall on the right.

Our speaker will focus on retirement for us personally.

- Are you ready for retirement?
- How much money is enough to retire?
- How much income can your portfolio safely generate without running out of money?

Management Tips



AVOID those big nasty "buts" simply replace the word "but" with "and".

The word "but" cancels and negates anything that is said before it, imagine if your significant other said to you "honey I love you but..." .

Imagine if a salesperson said, "yes our implementation process is fast, easy and affordable, but we can't install for 3 months.

Replace the word "but" with "and" and you have "yes our implementation process if fast, easy and affordable, and we can install in 3

months"

Most of the time "and" can be substituted for "but" with positive results.