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How To Get A Raise From Managed Care Plans (and Negotiate Your Contracts)

By Lyn Kelley, Ph.D., CPC

How to
Get a Raise from
Managed Care Plans

(and Negotiate Your Contracts
in YOUR Favor)



Synopsis

Author Lyn Kelley, Ph.D., LMFT, Certified Professional Coach has consulted healthcare providers who deal with managed care for the past 30 years. She has been a provider for over 30 managed care plans, and has worked on the "inside." She knows their game very well. Lyn explains how managed care companies (and all 3rd party reimbursers such as Medicare & Medicaid) can leave you out to hang (with nothing and no power) if you let them. All managed care contracts can be negotiated (and SHOULD BE!). Learn how you can determine if a plan is good for you and how to negotiate your contract in your favor. More importantly, this book teaches you how to set your fees, stick with your fees, never let managed care decrease your fees or wait more than 30 days to pay your fees, and how to actually get a RAISE in fees! You'll learn how to negotiate, how to investigate them, and what to do when care is denied. Here's what managed care companies don't want you to know: Right and wrong methods of managed care contract negotiations How to get a raise with this simple letter Tricky phrases to watch out for How to make a formal complaint with a managed care plan (that gets results!) What plans you shouldn't touch And much more!

Book Information

Audible Audio Edition

Listening Length: 1 hour 30 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: GROW Publications

Audible.com Release Date: November 12, 2013

Language: English

ASIN: B00GMCCJEK

Best Sellers Rank: #105 in Books > Business & Money > Economics > Commercial Policy

#1475 in Books > Business & Money > Economics > Money & Monetary Policy #10177

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