

# HAWKEYE HIGHLIGHTS



Winter 2010

## Presidents Message

### *Season's Greetings Iowa AAHAM Members!!!*



Pam Brindley, AAHAM President  
Iowa Hawkeye Chapter

The fall conference turned out to be very successful in several respects. All the sessions proved to be very worthwhile and educationally beneficial. At the conclusion of the day, many members relaxed and unwound in the hospitality room enjoying sliders and some festive rounds of *Family Feud*. On the financial side, even though it never is a goal to make money, there is always the expectation to not lose any money from the meeting. Fortunately, the chapter may have realized a profit due in part to the great attendance and record number of vendors. Their participation and support is always appreciated and will help us provide quality education and perhaps help us reduce our registration fees in the future.

I would like to recognize Diana Hiatt who had to resign as Newsletter Chair. That darn “day job” keeps getting in the way. For several years Diana has volunteered her time and talents to the chapter. And not just with the newsletter, she also was a great help with the registration desk and not to mention last minute technology challenges. We all know I am technologically challenged!

Diana was always my “early morning e-mail buddy.” With her busy “day job” she had to do all her AAHAM work after hours. She prefers “before hours.” When there were e-mails in my in-box at 5:30 AM I could count on the fact it was Diana filling it up with great ideas. In fact, all members who volunteer and participate in some way for the chapter are always appreciated and I would encourage people who have not yet participated on a committee or have served as an officer to consider doing so. Organizations such as this are dependent upon volunteers in order to keep functioning and be successful.

Once again, I have greatly appreciated the help and support of my Three Musketeers: Tara Spidle, Melynda Crawford and Kristina Gursky. They have had my back for many years and I will miss them. But, I am only an e-mail away- [PBrindley@avadynehealth.com](mailto:PBrindley@avadynehealth.com)! We wear the “Queen’s” jewels to remind us of our motto: “All for one and one for all.”

Continued on Page 3....

# TABLE OF CONTENTS

## WINTER 2010

President's Message .....	1
Officers and Board Members .....	2
Corporate Sponsors Needed .....	3
AAHAM Fall Board Meeting Minutes .....	4
Legislative Report .....	5
2012 Membership Fee Change .....	5
Treasurer's Report .....	6
AAHAM Business Meeting Minutes .....	7
Corporate Sponsors .....	7
Mark Your Calendars .....	8
Don't Forget AAHAM .....	8
Fall Meeting Photos .....	9
Website Alert .....	9

**For Corporate Sponsor Program inquiries,  
contact:**

**Shari Mitchell, Corporate Sponsorship Chair**  
Greater Regional Medical Center  
1700 W Townline St., Suite 3  
Creston, IA 50801  
Phone: (641) 782-3699  
E-mail: [sharim@greaterregional.org](mailto:sharim@greaterregional.org)

**For membership information, or to submit changes  
of address, contact:**

**Kristina Gursky, Membership Chair**  
I.C. System, Inc.  
444 Highway 96 East  
St. Paul, MN 55127-2557  
Phone: (800) 443-4123 ext 6533  
E-mail: [kgursky@icsystem.com](mailto:kgursky@icsystem.com)

**For questions and comments regarding  
*Hawkeye Highlights*, contact:**

**Stephanie Hultman, Publisher**  
Avadyne Health  
1126 Linbud Lane  
Waterloo, IA 50701  
Phone: (319) 240-5306  
E-mail: [shultman@avadynehealth.com](mailto:shultman@avadynehealth.com)

**Diana Hiatt, Editor**  
Iowa Health Home Care  
11333 Aurora  
Urbandale, IA 50322  
Phone: (515) 557-3104  
E-mail: [hiattdl@ihs.org](mailto:hiattdl@ihs.org)

***Hawkeye Highlights*** is published three times a year by the Iowa Hawkeye Chapter of AAHAM.  
The statements and opinions expressed represent the attitudes of each author.  
Readers are encouraged to express their opinions of the written articles.  
Articles and letters to the editor are subject to editing and condensing.

### HAWKEYE CHAPTER ADMINISTRATION OFFICERS & BOARD MEMBERS

<b>Pam Brindley</b>	<i>President</i>
<b>Tara Spidle</b>	<i>Vice President / Program Chair</i>
<b>Kristina Gursky</b>	<i>Secretary / Registration / Membership Chair</i>
<b>Connie Dudding</b>	<i>Treasurer / Nominating Chair</i>
<b>Luke Gruber</b>	<i>Chairperson of the Board</i>
<b>Melynda Crawford</b>	<i>Board Member / Certification Chair / Hospitality Chair</i>
<b>Vera Cummings</b>	<i>Board Member / Hawkeye Website / Audit Chair</i>
<b>Diana Hiatt</b>	<i>Board Member / Newsletter Committee Chair</i>
<b>Marki Stamatiades</b>	<i>Board Member</i>
<b>Shari Mitchell</b>	<i>Board Member/Corporate Sponsorship Chair</i>
<b>Mike Dobbs</b>	<i>Legislative Chair</i>

... Continued from Page 1

In concluding my term as president and my subsequent move to Wisconsin, I retain many fond memories of past meetings and have cherished the time I have spent with chapter members. In fact I didn't want to do this last letter. I asked Tara to do her first President's letter but, she said that I needed to say goodbye to all of you.

I needed to remind myself that AAHAM is a strong national organization so, this will not be goodbye. I will miss my involvement with the Hawkeye Chapter, but hope to keep in touch with you in the future. If you happen to be in the Bayfield area, please stop by. You don't have to be a Badger to be welcomed.

All My Best,

*Pam Brindley*

Musketeer and Wisconsin Badgerette ■



## CORPORATE SPONSORS NEEDED

Hello Hawkeye AAHAM Members! I need your help. Many of you may not realize how important our Corporate Sponsors are to the livelihood of our organization. Hawkeye AAHAM has four levels of sponsorship:

<b>Bronze</b>	<b>\$200</b>
<b>Silver</b>	<b>\$350</b>
<b>Gold</b>	<b>\$500</b>
<b>Platinum</b>	<b>\$750</b>

If you have a vendor that you would like to have sponsor our group, please send their contact information along with the company's name to me at [sharim@greaterregional.org](mailto:sharim@greaterregional.org).

Thank you in advance for your participation!!

*Shari Mitchell*

Chair, Corporate Sponsorship

Introducing...



The next stage of evolution in  
revenue cycle services

- Self-pay A/R management
- Insurance claim resolution
- Bad debt recovery

For more information, contact:

Stephanie Hultman, CHFP, CPAT, CCAT  
Account Executive, Implementation Coordinator  
866-812-2149  
[SHultman@avadynehealth.com](mailto:SHultman@avadynehealth.com)



[avadynehealth.com](http://avadynehealth.com)

a **healthier** bottom line.<sup>SM</sup>

# Hawkeye Chapter of AAHAM

## Fall Board Meeting

September 15, 2010

**Attendees:** Kiel Christensen, Kari Miranowski, Pam Brindley, Melynda Crawford, Luke Gruber, Connie Dudding, Diana Hiatt, Shari Mitchell, Tara Spidle, Marki Stamatiades, Steph Hultman

### **President's Update:**

- Don't forget AAHAM is now on Facebook, LinkedIn, and Twitter
- Steph and Pam will be working on a video clip for ANI recruiting
- Chapter Operation report deadline is typically 4/1; Pam will pass along all the notes and folders she has. A suggestion was made to use the prior year's report as a reference point for the current year's report.
- Lisa, Luke, and Mike will all be attending the ANI this year.
- Election results will be announced at the general business meeting. Pam will swear in officers once Diana has announced the winners.
- Awards will be presented during the business meeting.

**Audit:** Marki and Melynda agreed to audit the books. Results will be provided at the business meeting.

**Board Minutes – Spring 2010:** The minutes from the Spring 2010 meeting were approved.

**Treasurers Report:** Connie reported we have approximately \$25,000 in our account and the treasury looks healthy.

**Sponsor Fair:** The sponsor fair went great, and vendor booths have been a huge hit. Vendors are asking for more lead time and notice prior to the meeting.

Kiel will help coordinate stickers/cards for the vendor fair.

**Fall 2010 Education Session:** The educational session will open at 8:00 with registration and breakfast. Vendors have been asked to start setting up at 7:00 a.m. The membership will be highly encouraged to visit the vendors throughout the day and not just during the morning break.

Friday morning it is likely Dennis Pedersen will not be present to speak, but Aileen will likely be able to start earlier than anticipated.

Melynda has filler slideshows to present during breaks.

**Upcoming Meeting Dates:** 2011 meeting dates are set for May 26<sup>th</sup> and 27<sup>th</sup>, and September 15<sup>th</sup> and 16<sup>th</sup>.

### **Possible speakers for 2011 include:**

Ben Widenboom; Laura Darst, Jeanne Scott. The group has been advised to avoid "fluff" topics as other chapters have experienced a drop in attendance from "fluff" topics. It has been suggested to start planning earlier and to get speakers lined up ASAP. Topics of interest may include hospital loan programs.

**Membership:** Membership numbers are looking good. We currently have 114 members with 99 renewals and 15 new members. Our chapter is ranked first for number of new recruits this year. Kristina will look to reach out to non-members who regularly attend meetings but have not signed on as a member yet.

### **Meeting Registration Fees Confirmed:**

The group confirmed one-day attendees will be charged 2/3 of the normal meeting fees if anybody walks in and requests a reduced fee.

Highlight articles need to be to Steph no later than 11/1/10. Diana will gather all of these together. A back-up publisher may be necessary in the event Steph is unavailable to work on the Highlights.

*Continued on Page 5...*

....Continued from Page 4

Committee chairs may have restrictions. Kristina will review bylaws and have any restrictions outlined at the planning session.

A motion was made and carried to adjourn the meeting. ■



Respectfully,

*Kristina Gursky*

Secretary

will take some time for them to put a plan together.

All in all, it is going to be a very interesting couple of years as I am sure we will see all types of “political moves” as each party tries to move their agenda forward. Hopefully, some good will come out of all of this for healthcare! ■



Respectfully,

*Mike Dobbs*

Legislative Chair



## Effects of 2010 Midterm Election on HealthCare Reform

**Submitted By: Mike Dobbs, CPAM**  
*Hawkeye Chapter Legislative Chair*

The recent election may have a major effect on the implementation of the healthcare reform bill that was passed earlier this year. The House is now under Republican control and the Democrats now only have a slim majority in the Senate. The chances of repealing the bill are slim due to the President's ability to veto and the Democrats still controlling the Senate. However, expect to see a repeal bill introduced early next year anyway, as Republicans will want to force Democrats to vote for keeping the Healthcare bill setting the Democrats up for another interesting election in 2012. A serious effort by Republicans to repeal the existing bill is going to require that they put together a compelling “alternative” plan and it

## 2012 AAHAM Membership Fee Change Chapter Fee Addition

Hawkeye AAHAM Members...

The Hawkeye AAHAM Board Members met on November 5<sup>th</sup>, 2010 to discuss planning for 2011. It was mentioned as a discussion topic the possibility of charging a chapter fee of \$25 to help cover some of the costs for our meetings and events. If you recall, our chapter is one of the only ones that does not charge a separate state fee at this time. It is our intent to give you enough notice prior to your new budget periods for fiscal year 2012. Please share your ideas or suggestions with any of our Board Members. Thank you for your input!

*Hawkeye AAHAM Board*



# HAWKEYE CHAPTER OF AAHAM

## TREASURER'S REPORT FOR PERIOD ENDING: 10/31/2010

### BALANCE SHEET

**ASSETS:**

Cash in Bank	\$20,551.47
Certificate of Deposit	\$7,500.00
<b>TOTAL ASSETS</b>	<b>\$28,051.47</b>

**LIABILITIES:**

Payables	\$0.00
----------	--------

**EQUITY:**

<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$0.00</b>
-------------------------------------	---------------

### OPERATING STATEMENT

**REVENUES:**

Corporate Sponsors	\$4,950.00
Registrations/Vendor Fair 2010 Spring	\$11,075.00
Registrations/Vendor Fair 2010 Fall	\$10,500.00
Certifications	\$1,170.00
Miscellaneous	\$305.00
<b>TOTAL REVENUE</b>	<b>\$28,000.00</b>

**EXPENSES:**

Travel	\$6,110.37
Certifications	--
Web Design	\$1,363.37
Insurance Bond and Liability	\$146.00
Spring Meeting	\$5,204.59
Fall Meeting	\$7,853.20
Miscellaneous	\$454.00
Membership Dues	--
<b>TOTAL EXPENSES</b>	<b>\$21,131.53</b>

<b>NET INCOME (LOSS)</b>	<b>\$6,868.47</b>
--------------------------	-------------------

BEGINNING CASH BALANCE	\$13,683.00
------------------------	-------------

ENDING CASH BALANCE	<b>\$20,551.47</b>
---------------------	--------------------

OTHER (INCREASE OR DECREASE IN CASH)	--
--------------------------------------	----

FUTURE PAYABLES



Respectfully,

*Connie Dudding*  
Chapter Treasurer

# Hawkeye Chapter of AAHAM Business Meeting Minutes

September 16, 2010

The business meeting was called to order.

The group was updated on the status of the membership in terms of how many members.

Pam Brindley presented awards to the following individuals:

- Melynda Crawford—Distinguished Service Award
- Kristina Gursky—Distinguished Service Award
- Tara Spidle—President's Award

Election Results were announced and Pam Brindley swore in the following members for their respective positions:

- |                     |                     |
|---------------------|---------------------|
| • President         | Tara Spidle         |
| • Vice-President    | Kristina Gursky     |
| • Secretary         | Connie Dudding      |
| • Treasurer         | Lisa Quillen        |
| • 2 Yr Board Member | Christie Knudsen    |
| • 2 Yr Board Member | Vera Cummings       |
| • 2 Yr Board Member | Shari Mitchell      |
| • 1 Yr Board Member | Marki Stamatiades * |

*\* Marki Stamatiades position is a one-year term filling the vacancy of Diana Hiatt who will be unable to continue her term as a board member.*

A motion was made and carried to destroy the election ballots.

Marki Stamatiades presented the results of the audit, indicating that nothing was identified and everything looked great.

A motion was made and carried to close the business meeting.

Respectfully Submitted,  
*Kristina Gursky*

Measuring the  
*Difference.*  
Delivering  
*Results.*

Providing maximum A/R recovery solutions for the region's healthcare providers for 5 decades. Unmatched net return, commitment, performance, and service.

**Hauge Associates, Inc.**

Des Moines

Sioux Falls



**Setting the Standard In Debt Recovery**

Pre-Collect Services  
A/R Outsourcing  
Portfolio Acquisition

Bad Debt Collection  
A/R Analysis & Consulting  
Check Recovery Services

(800) 284-3131 [www.HaugeAssociates.com](http://www.HaugeAssociates.com)

## Corporate Sponsors

The Iowa Hawkeye Chapter wishes to thank its 2010 Corporate Sponsors. Their generous financial contributions help ensure our chapter meets its goals and objectives, and allow us to provide educational programs, social functions, training programs for member certification, and the *Hawkeye Highlights* newsletter.

### Platinum

Avadyne Health  
CBE Group, Inc.

### Gold

Hauge Associates, Inc.  
Eagle Recovery Associates  
Array Services Group

### Silver

AAMS  
Data Systems Group  
General Service Bureau, Inc.  
Midlands Choice  
Professional Service Bureau, Inc.

### Bronze

AccuReg Services Group, Inc.  
Mail Communications Group  
Imageteck, Inc.  
HMC Group, Inc.

**Midlands Choice**  
Great network. Great people.

**A strong network.**  
midlandschoice.com  
866-443-3710

**GENERAL SERVICE BUREAU, INC.**  
Early Out Services, Inc.  
WINNER- 2010  
General Service Bureau, Inc.  
WINNER- 2007

**Integrity Award**

**Early Out**

**Contact Brad Uhlenhopp**  
Phone: 515-223-0343  
buhlenhopp@gsbcollect.com  
gsbcollect.com

*It Pays to be Different!*

## Don't Forget AAHAM!

If you've recently had a change to your personal contact information, please let AAHAM know. If we aren't able to contact you, we can't keep you informed of all the great benefits AAHAM has to offer. So please, keep us in mind as your life changes and let us know how to reach you.

To update your AAHAM records please contact Kristina Gursky by calling 651-481-6533, or by mailing her at [kgursky@icsystem.com](mailto:kgursky@icsystem.com). ■

## Mark Your Calendars

### Spring 2011 AAHAM Meeting

**May 26-27, 2011**

**Hilton Garden Inn – Johnston, IA**  
Des Moines/Johnston, IA



### Fall 2011 AAHAM Meeting

**September 15-16, 2011**

**Hilton Garden Inn – Johnston, IA**  
Des Moines/Johnston, IA

**PSB** | **PROFESSIONAL SERVICE BUREAU**  
Licensed & Bonded Professional Collections  
**800-388-0013**

**AAMS**  
Automated Accounts Management Services

AAMS excels in bad-debt healthcare recovery services and "out-sources and supports" our state-of-the-art web-based recovery platform so you can recover your own accounts.

**Luke Gruber: 515.225.0525**  
**Toll Free: 877.770.5252**



# AAHAM Fall Meeting Photos

Submitted by: Steph Hultman, CPAT, CCAT



*Have You Considered Every Opportunity To Improve Your Results?*

**ProSOURCE**  
The Professional  
Outsourcing Solution

Thousands of organizations have realized the benefits of outsourcing medical billing and account receivables management:

- Improved Cash Flow
- Reduced Labor Costs
- Fewer Headaches
- Greater Efficiency

We provide a variety of services that allows you to focus your time and resources on what you do best.

For more information call:  
Kiel Christensen at 320-534-3665  
Email [kiel.christensen@arraysg.com](mailto:kiel.christensen@arraysg.com)



## Website Alert

The Iowa Hawkeye Chapter is excited to announce our website for members at [www.hawkeyeaaham.org](http://www.hawkeyeaaham.org). The site includes:

Chapter officers and board members  
Upcoming events-Calendar of events  
Chapter Bylaws  
Sponsor Information

Membership information  
Link to the National AAHAM Website  
Current and Past Newsletters  
Photos from past meetings

Watch for more information to be added every month. Since the site is new, we are looking for any ideas for additional information from our members. Please contact board member Vera Cummings at [vcummings@bchealth.info](mailto:vcummings@bchealth.info) with ideas.