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| **International Claims: A new problem for U.S. Hospitals. Learn how to identify and get paid on International Claims** |

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| International accounts represent a major problem for the US medical industry.  Last year 60 million international visitors traveled to the US on business, as tourists or for family visits. Due to the increase in foreign visits, unpaid accounts generated by international patients represent a growing concern to US medical providers. The complexity of collecting international accounts requires different methodologies and techniques from that of domestic accounts. This webinar will examine the entire revenue cycle of a foreign patient account and review some of the common hurdles faced throughout the registration and billing process.  Tips will be given on how to register and flag patients from other countries as well as how to increase the quality of demographic information obtained at point-of-service. Additionally, suggestions will be given on how to successfully bill and negotiate with foreign travel insurance companies and their TPAs. BDM is an international collection firm established in 2002 for the sole purpose of collecting medical debt on behalf of US healthcare providers. Representing more than a hundred and fifty US healthcare providers, BDM’s team of highly skilled, multi-lingual collectors combines professionalism and expertise for successful collection. After This Webinar You Will Be Able To: • Improve the quality and quantity of demographic information obtained from foreign patients. • Learn best practices used by BDM clients to flag foreign accounts. • Identify the countries that generate the largest volume of international accounts. • Quantify the number and total value of foreign accounts that you are currently writing-off as uncollectable bad debt.   • Increase your overall collection rate on international accounts. |

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| **Title:** | *International Claims: A new problem for U.S. Hospitals. Learn how to identify and get paid on International Claims* |
| **Date:** | Thursday, June 16, 2011 |
| **Time:** | 1:00 PM - 2:00 PM EDT |

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**International Claims: A new problem for U.S. Hospitals. Learn how to identify and get paid on the growing number of International Claims at every U.S Hospital.**

**Date and Time**

**June 16, 2011**

**1:00 P.M.**

**\*\*Sign up now for this Free Webinar and also receive 1 CPE Credit from your local Western Pennsylvania HFMA Chapter. Registration instructions listed below.**

**Speakers**

Udi Ben-Gal
Director of Operations
BDM – International Collection Services

Dave Cooper
Regional Sales Director
BDM – International Collection Services

**Webinar Summary**

International accounts represent a major problem for the US medical industry. Last year 60 million international visitors traveled to the US on business, as tourists or for family visits. Due to the increase in foreign visits, unpaid accounts generated by international patients represent a growing concern to US medical providers.

The complexity of collecting international accounts requires different methodologies and techniques from that of domestic accounts. This webinar will examine the entire revenue cycle of a foreign patient account and review some of the common hurdles faced throughout the registration and billing process. Tips will be given on how to register and flag patients from other countries as well as how to increase the quality of demographic information obtained at point-of-service. Additionally, suggestions will be given on how to successfully bill and negotiate with foreign travel insurance companies and their TPAs.

BDM is an international collection firm established in 2002 for the sole purpose of collecting medical debt on behalf of US healthcare providers. Representing more than a hundred and fifty US healthcare providers, BDM’s team of highly skilled, multi-lingual collectors combines professionalism and expertise for successful collection.

**After This Webinar You Will Be Able To:**

* Improve the quality and quantity of demographic information obtained from foreign patients.
* Learn best practices used by BDM clients to flag foreign accounts.
* Identify the countries that generate the largest volume of international accounts.
* Quantify the number and total value of foreign accounts that you are currently writing-off as uncollectable bad debt.
* Increase your overall collection rate on international accounts.

**Recommended For:**

CFOs, VPs of Finance, Directors of Patient Financial Services, Directors of Patient Access, Directors of Revenue Cycle and other executives responsible for hospital financial management and operations.

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