PCDC'S INCREASING REVENUE PROGRAM

We can help your health center create healthy financial systems

Enroll now to participate in PCDC's Increasing Revenue Program, a program that helps health centers increase collections and improve their financial viability. This new program cycle begins September 2006 and runs through March 2007. The program is open to all health centers in New York State.

PROGRAM OUTCOMES

- Improve cash flow
- Reduce re-submission of claims
- Increase point of service collections or self-pay collections
- Increase financial security

SITE INVOLVEMENT

- 6-month Learning Collaborative
  - o Pre-work: teams collect baseline data of key indicators
  - o 3 day and a half interactive Learning Sessions in New York City where teams share results, learn new techniques, and develop implementation strategies
  - o 2 Action Periods when teams return to facility and implement plans created from knowledge gained at Learning Sessions; 2 on-site assessments conducted by expert faculty
- Each center creates a team of 5-6 people according to specific criteria for representation
- Each center works with PCDC coach and expert to facilitate change and monitor progress by tracking and reporting on key indicators throughout collaborative

REQUIREMENTS TO PARTICIPATE

- Entire team will attend all Learning Sessions
- Team has access to email
- Meet (at minimum) monthly with PCDC coach
- Ensure that Team members have at least 8 hours offline scheduled each week for PCDC's Increasing Revenue Program work for the duration of collaborative
- Pay program fee – email or call for details

> **PROVEN RESULTS**
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> - **2001 in NYC: 5 teams increased cash collections in a 2-month period by a total of $512,000**
> - **2002 in NYC: 4 teams increased cash collections by $2.4 million**
> - **2003 in CA: 14 community health centers achieved collective revenue gains of $2.02 million**

DEADLINE FOR ENROLLMENT: July 1, 2006

Please contact Lori Ferguson, Program Director, at lferguson@pcdcny.org or 212-437-3930 for more information on PCDC's Increasing Revenue Program and to enroll.