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Educational Offerings

How To Get A Clean Bill Of Health In Healthcare Debt Buying and Collection

April 30, 2019 – 9:00am PT/11:00am CT/12:00pm ET
One (1) Education Credit toward Certification/Recertification

Sponsored by:
RIP MEDICAL DEBT

Rising healthcare insurance costs, deductibles, and copays are causing patients to bear the brunt of paying for their care. Often, these costs are significant and difficult to afford. Healthcare providers continue to carry more and more debt on their books, causing them to look to potentially place patient accounts with outside collectors and/or sell that debt. This means that healthcare debt buying and collection presents potentially lucrative opportunities for debt buyers and collectors alike. But the sale and collection of such debt varies in a number of significant ways from debt arising from more traditional credit products. Sellers often are resistant to selling or placing debt due to reputational concerns and the added overlay of HIPAA, the insurance coverage process, 501(r) requirements, and complex state regulations add a level of complexity that is unique to this debt vertical.

Join us as we discuss how to distinguish yourself as a leader in healthcare debt buying and collection. This webinar will give you an opportunity to hear directly from the people who negotiate these deals and evaluate potential partners regarding what they are looking for when placing or selling such debt.
Our discussion will focus on:

- What are effective strategies for setting yourself apart and closing the deal?
- How do healthcare providers want you to approach collecting their debts and does that align with your preferred strategy?
- What operational and compliance controls healthcare companies are looking to see when selling or placing their debt?
- What are some of the potential pitfalls in the current regulatory environment?
- What information do you need and how likely are you to get it as part of a sale or placement?

Pricing:
Member: *Free
(*One free webinar per company per month, all other registration will be billed at the member rate of $64)
Non – Member: $94

Register

Course Presenters:

Nancy Hughes is Managing Member of Sync Now, a sales and consulting firm. Ms. Hughes has 25 years of industry experience and held executive management positions with top firms. She has extensive and diverse background in several verticals, focusing a great deal on healthcare revenue cycle management. Ms. Hughes currently consults with healthcare providers to develop first- and third-party collection programs and debt sales strategies.

Jacqueline ("Jacquie") Hair services as Senior Managing Counsel for Conifer Health Solutions, LLC. She leads the Legal Department's Regulatory and Litigation group responsible for all consumer protection and financial services regulatory and compliance issues and related litigation. Prior to joining Conifer, Jacquie served as Vice President, Managing Associate General Counsel for Cash America International, Inc., a publicly traded provider of secured non-recourse loans and short-term cash advances, and Jacquie began her career at The Williams Companies, Inc. as in-house counsel for its telecommunications subsidiary, Williams Communications Group, Inc.

Stefanie H. Jackman is a partner in Ballard Spahr's Consumer Financial Services group. Her practice focuses exclusively on complex litigation and compliance advice relating to all areas of federal and state consumer financial services laws. She has handled dozens of federal and state enforcement actions and examinations involving collections issues, and regularly defends litigation involving the FDCPA, FCRA, and TCPA. Ms. Jackman also regularly handles internal servicing and collections compliance assessments and portfolio due diligence for her clients.