



KANSAS MGMA NEWSLETTER

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Kansas Medical Group Management Association

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President's Message

by Doug Kaufman

I wanted to share some interesting information that I came across in a recent article entitled, "Getting What It Takes To Win", by Steve Wilstein. Mr. Wilstein explained that Jeffrey Wildfogel, a sports psychologist, shares the following ideas on the psychology of peak performance which may certainly apply to achieving success in anything we do.



Purpose.

Clarify your mission to establish specific goals, to generate passion, enthusiasm, action, innovation, pride, and a feeling of empowerment.

Partnership.

Create a higher level of quality and service, trust and openness, a shared sense of risk in cooperation by working closely with suppliers, customers, and fellow employees.

Paradigms.

Shift your views to open up new possibilities, opportunities, and solutions. It is dangerous to believe you will remain successful simply by doing the same things that once brought success. To be successful over the longhaul, you need to change before it stops working.

Process.

The human qualities that bring success involve innovation and risks. Find what people's passions are and help them enjoy their work. Get to the bottom line by concentrating on the process.

By the time you read this newsletter, you will have received a brochure on our KMGMA upcoming

meeting. Your board has been preparing for an exciting and educational meeting. We hope to see you there!!

Doug Kaufman
President

Committee Reports

MEMBERSHIP COMMITTEE

Membership in the Kansas MGMA is still growing at a rapid pace with as many as 40 new members each conference. Customarily, it takes about 1-2 days to complete an application and verify membership eligibility requirements with phone calls or correspondence after receipt of the necessary forms. Also, there is always a large influx of last minute applications which can often exceed 10 or more forms for membership as a conference is approaching within a week or so.

Recognizing that all work performed by the officers, organization and committees of KMGMA is done by volunteers, it may become difficult to adequately schedule validation time on an application just prior to a conference. In fact, some applications actual arrive during the conference which leaves no time to confirm employment, size of group, position, payment, spelling, etc.

This problem, and a solution, was discussed during the last Executive Committee planning retreat. Therefore, all membership applications in the future must reach the Chair or a member on the Membership Committee no later than the conference registration cut-off date to allow enough processing time. This cut-off date will be the listed date on the conference registration materials which indicate a specific date when an increase in registration fees will occur for late registration. Any application received after the cut-off date will be held over and membership requirements completed after the conference.

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MEMBERSHIP COMMITTEE

Please contact me at 913-233-5101 or any committee member if you have any questions or need assistance.

Fred Vance, FACMPE
Membership Chair

Insurance Committee

The insurance committee is continuing its efforts to streamline the physician credentialing process which began in March through the endorsement by KMGMA members of the standardized credentialing form. Since that time we have been working very closely with the Greater Kansas City Medical Group Managers organization and several third party payors to develop a yearly revision process and achieve the endorsement of third party payors to standardize the credentialing process. We have been pleased with the interest and relationship formed with SRS and EDS regarding the credentialing form and we're pleased to work with them in their adopting the standardized credentialing form for all providers credentialing and recredentialing beginning August 1994.

Other items of interest to the insurance committee are the continued monitoring of the changes in workers compensation, relative value conversion processes for third party payors and the coordination of benefits for secondary payors. We will keep you informed regarding all of these issues and look forward to seeing each of you at the fall conference.



New KMGMA Members

Mary A. Ruder, Office Manager
Western KS Urological Associates
2501 E. 13th Street, Suite #3
Hays, KS 67601

Edith Griffin, Insurance Dept. Supervisor
Hutchinson Clinic, PA
2101 N. Waldron
Hutchinson, KS 67502

Diane Guth, Office Manager
IM/ID Medical Consultants
631 Sw Horne, Suite 420
Topeka, KS 66606

Mark E. Buhler, Director Human Resources
Physicians Medical Clinics, Inc.
245 N. Waco, Suite #401
Wichita, KS 67202-1111

Ray G. Ellis, Clinic Director
Community Rural Health Clinics
114 West Eighth Street
Onaga, KS 66521



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