



# KANSAS MGMA

The Newsletter of the Kansas Medical Group Management Association

Vol. 8 No. 4

November 1997

## Letter from the President

by Michael Samms

### A focus on technology

At our recent conference, we discussed the Internet and electronic medical records. The common questions have become, "What should I be doing?" and "Am I behind?"



If you place 10 information service experts in a room, you're likely to get 11 different opinions. The correct answer is, "It all depends upon what's right for you."

I have had the fortunate opportunity, over the past three years, to put together a business plan for two projects -- *becoming a provider of Internet services and*

*electronic medical records.*

The Internet service provider project proved to not be viable -- inadequate margins to risk the investment.

The electronic medical record project was designed as a large scale deployment to a large number of physicians. This project is underway. It will deliver a state-of-the-art system, while providing data security, integrity and connectability.

### On the Internet

If you have never touched a desktop computer (PC), I would suggest you make the plunge, this weekend! Get one with a fast modem and get onto the Internet.

#### 1998 Officers Announced

President: Michael Samms

President-Elect: Fred Vance

First Vice-President: Kim Weaver

Second Vice-President: Deanna Chilton

Secretary: Jinny Freeman

Treasurer: Ann Buess

The Internet today is like the television in the 1950s. Everybody thought it was wonderful, but nobody realized the societal impact that would evolve.

The Internet is still in its infancy and all should be part of it. The research information is phenomenal, the entertainment value is high, and the ability to communicate around the world is valuable to many.

Today, the interview question is,  
***"What managed care experience do you have?"***

It has been suggested that the question tomorrow will be,  
***"What Internet experience do you have?"***

### Electronic Medical Record

...aka, automated clinical information systems, longitudinal medical record, etc. The answer to this issue is not as clear. There are articles that talk about the positive virtues of an EMR, but they frequently are small stand-alone systems that lack integration to hospitals, labs, radiologists, pharmacies, transcription, and other physicians. The lack of integration is a handicap.

An integrated solution is needed and this may take capital and efforts beyond the reach of independent physician practices. Additionally, the risks are enormous. Laws are not adequate to address all the issues of this new technology. Case law has not been established; patient confidentiality is an issue; and the costs are virtually prohibited.

*After all that, one may ask why bother at this time?*

I agree! Perhaps it is okay to sit back and wait for 2-3 more years to let the technology, the costs, the legal complexities, and the integration issues converge. This may be an area where cutting edge may result in the pioneers getting an arrow in the back! But then perhaps I could be wrong!



# Interested in the American College of Medical Practice Executives?

by Fred Vance, FACMPE KMGMA President-Elect

With the ever-increasing pressures and changes on clinic management, continuing education and credentialing for medical managers are becoming survival techniques. The ACMPE is an important tool for administrators and office managers to consider. The program from Nominees to Fellow takes an average of about six years to finish. Education is the most important element in the process.

Members accumulate education and experience along the way. Three series of proficiency testing determines the level of skill and knowledge acquired. After passing the exams, a Nominee becomes a Certified Member and is credentialed with the title of CMPE. Certified Members have the option to continue in the credentialing phase to the highest level as Fellow after receiving credit on a professional paper. Fellows are credentialed with the title of FACMPE.

Membership in the College identifies you as a person committed to self-improvement and interest in developing professionalism in a career of clinic management. I am currently the representative for the College Forum for Kansas. I am here to assist anyone desiring membership as well as being a source to help each person along the way with questions or problems. Please contact me at 785-233-5101 if you require any assistance.

## Internet Teaser... Know Your Search Engines

Looking for a specific topic on the Internet? Need help locating an address? Search engines available on the Internet are designed to help you locate the information you seek. For example:

### Information needed

*I have an idea on a broad topic  
I want an overview of my topic  
I need to narrow my topic*

### Characteristic of search engine

**YAHOO**

<http://www.yahoo.com>

*Organizes info as "subject trees"  
from general to specific topics*

**METACRAWLER**

<http://www.metacrawler.com>

*Searches the nine major data-bases and integrates results.*

**ULTIMATE WHITE PAGES**

<http://www.theultimates.com/white>

*Looking for people, businesses,  
phone numbers*

## New Members

by Karen Haas, Membership Chair

A total of 84 new members have been accepted into KMGMA this year. This includes 10 Allied members and one Life Time Member.

Please welcome the following individuals who have recently joined our association.

**Verne Baker - Wichita**  
**Ronnie Brashear - Dodge City**  
**Susan Bright - Wichita**  
**Diane Coleman - Liberal**  
**Vickie Cook - Topeka**  
**Daniel Hamel - Garden City**  
**Lynn Harris - Hutchinson**  
**Liese Haverkamp - Topeka**  
**Linda Hickock - Overland Park**  
**Debra Horner - Oklahoma City, OK**  
**Sondra Leatherman - Newton**  
**Cindy McCray - Anthony**  
**Michelle McMillan - Kansas City**  
**Susan Miller - Kansas City**  
**Cynthia Neighbor - Kansas City**  
**Valerie Patton - Independence**  
**Douglas Scott - Topeka**  
**Scott Shrake - Parker Co.**  
**Janice Sims - Topeka**  
**Kim Talley - Wichita**  
**Shandy Vollrath - Lawrence**  
**Becky Walters - Eldorado**  
**Janell Wohler - Wamego**  
**Julie Wolff - Kansas City**  
**Marian Wood - Emporia**  
**Steven Hughes - Shawnee Mission**  
**Vicki Dwyer - Wichita**  
**Sharon Reeves - Wichita**  
**Michael Derousseau - Concordia**  
**Cheryl Fabrizio - Wakeeney**  
**Robert Baum - Wichita**  
**Sharon Hotchkiss - Topeka**  
**Rosann Speer - Shawnee Mission**  
**Lori Dowdle - Shawnee Mission**  
**Virgil Bourne - Shawnee Mission**  
**Kathleen Blanding - Shawnee Mission**  
**Tracy Bird - Shawnee Mission**

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# Fall Conference Receives Highest Evaluation

by Fred Vance, FACMPE  
KMGMA President-Elect

The KMGMA conference held at the Overland Park Marriott received an overall evaluation of 3.76 out of a possible 4.0. This makes this conference the highest rated conference ever based on recent records. According to the scores turned in, almost everyone enjoyed the food, entertainment, exhibitors and speakers.

Some positive criticism was received, and these comments will certainly be reviewed by the Executive Committee and Program Planning Committee to

assist future planning.

I would like to thank every member who assisted in the conference. The quality of the conference has set a record which now can be broken.

Good luck to the new Program Planning Committee for next year. The committee members for 1998 are Terry Freeman, Lynne Stolz, Dorothy Gallagher, Angela Osborn, Kay Woodard, Bob Magill, and Kim Weaver, Chair.



## Quick tips to surviving organizational change

an excerpt from the MGMA State Bulletin by David Bowman

\* Keep your skills on the cutting edge. If this means going back to school, then do it. Be the very best at what you do, or the person who is better will get your job.

\* Do what you love. There's an old adage, "you do best what you best like to do." If you really enjoy your job, you'll put the necessary physical, mental and emotional energy into it -- it will be fun and you will be successful.

\* Always do more than your share. Be the one who volunteers. When a task needs doing, make sure everyone knows that you will do it. At that point, you're indispensable.

\* Seek accountability. Don't hide behind someone or something else. Set goals for whatever you do, let people know what they are and then meet them. Become the one who can be counted on to come through with the goods and on time. A note of caution: always set realistic goals and don't get conned into agreeing to something you can't easily accomplish.

\* Never procrastinate. Tackle the things you may not like to do with the same gusto you use for enjoyable tasks. If you don't, those less-than-exciting things will be put off and you may not meet your accountabilities.

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# Rural Health Clinic Update

by Jim Knight, Committee Chair

The current status of our membership shows that there are 53 KMGMA members who belong to organizations that have certified Rural Health Clinics (RHCs).

Again this year, the committee assisted in informing all Kansas RHCs about the summer meeting sponsored by the SRS. This year's meeting was held via interactive TV at multiple sites across the state. There were technical problems with the program but visibility of KMGMA was increased and several people joined our association.

The RHC program is facing some difficult times ahead. The number of RHCs has recently doubled and the costs have quadrupled. In balancing the federal budget, the program is being reconsidered at the federal level.

HCFA is currently working on new regulations but there is no estimated date for publication at this time. Best guesses are next year.

The program has been successful in improving and maintaining access to health care in rural areas. This was a key component for its creation many years ago. Hopefully it will continue to be successful as we look to major changes in the future. The RHC committee will keep you informed as we learn of these changes.

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## ***Database information update***

*If your database information has changed, please complete this form & send it to the address below:*

From:

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To:

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Send to:

**ANN BUSS  
WICHITA CLINIC  
3311 E MURDOCK / WICHITA KS 67208  
FAX: 316-689-9102**

## ***1997 - 1998***

### ***Committee Chairpersons***

*Interested in serving on a committee?*

*Call the chairs below:*

Human Resources - Maggie Mullins (316) 669-6690  
Insurance - Jim Bruey (316) 689-9162  
Legislative Affairs - Jo Marsh (316) 688-3147  
Membership - Karen Haas (316) 261-3280  
Newsletter - Rachel McPhail (316) 689-9599  
Public Relations - Coquette O'Rourke (316) 291-7250  
Rural Health Care - Jim Knight (316) 275-3700

### ***Officers***

President - Michael Samms (816) 276-9270  
President Elect - Fred Vance (913) 233-5101  
1st Vice President - Kim Weaver (316) 263-5891  
2nd Vice President - Deanna Chilton (316) 291-7286  
Secretary - Jinny Freeman (913) 843-9125  
Treasurer - Ann Buess (316) 689-9353  
Past President - Steve Perkins (316) 689-9315

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## ***Kansas Medical Group Management Association***

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