In this webinar you will learn details about planned provider contracts, provider network arrangements and antitrust concerns associated with Medicaid LTSS contracting.

With the implementation of Medicaid LTSS, the State’s provision of long-term care services moves to a managed care model. As a result, the Association’s members will have to negotiate contracts with one or more MCOs selected by the State after August 7. Although the managed care contracting process for the Medicaid LTSS will have some similarities to other managed care programs (e.g., Medicare Advantage), this Best Practices Guidance should be helpful to the Association’s members as they negotiate and enter into Medicaid managed care contracts with MCOs.

In order for you to prepare for contract review and negotiating a contract from a position of strength and knowledge, Jim Miles, JD, Husch Blackwell, will provide valuable information during this webinar, with opportunities for Q&A.

Speaker: Jim Miles, JD, Husch Blackwell
Jim, author of the “Best Practices Toolkit” Negotiating and Entering into Medicaid Managed Care Contracts” focuses on the representation of health care professionals, organizations and business entities, emphasizing commercial transactions, government relations, regulatory compliance and business planning. Jim’s clients include numerous health care providers, including ambulatory surgical centers, assisted living facilities, community health centers, durable medical equipment providers, home health agencies, hospitals, laboratories, physician practices and other health care providers. He serves as general counsel to the Colorado Health Care Association (CHCA) and Arizona Health Care Association (AHCA). He is ranked as a top healthcare lawyer by 5280 Magazine, The Best Lawyers in America and Super Lawyers.

Webinar Audience
Owners, Administrators, and anyone involved in managed care contracting within your organization.

There are no CEUs available for this education.
Webinar:
Successful Managed Care Contracting:
Negotiating from a Position of Strength

Webinar Recording Link
Webinar recorded on July 29, 2015

Registration Information

| Registration fees:       | Members: $75 to access webinar recording link | Non-Members $150 to access webinar recording link |

1. To register on line...go to [www.iowahealthcare.org](http://www.iowahealthcare.org) and click on Successful Managed Care Contracting under the EDUCATION section of the website.

2. Select [Register online](http://www.iowahealthcare.org). If you have not previously created a personal profile, you will need to do so before you register (One profile per person).

3. Complete the online registration and click [Submit](http://www.iowahealthcare.org). A registration confirmation will be e-mailed to you.

4. To register another phone line, click on [LOGOUT](http://www.iowahealthcare.org) and repeat this process.

Accessing the Webinar
After you register for the webinar a recording link will be e-mailed to you.
The recording of the webinar can be accessed 24/7 until September 30, 2015