



Survival Series 2021

Date: Thursday, November 4, 2021

Time: 8:30 am—10:30 am

Place: Virtual Meeting

(details will be emailed prior to event)

INCREASE YOUR REVENUE WITH PAST DUE SUCCESS

Don't Leave Money on the Table

Are you struggling to resolve past due payments?

Learn proven techniques from Beyond Green Solutions, where recouping past due payments is their specialty!

- Discuss common reasons for late payments and lack of payment.
- Learn techniques and processes to decrease your past dues.
- Identify when help is needed and learn how to screen for the right agency.
- See the value and return of various past due solutions to choose what is right for your practice.
- Understand the new industry principle of empathetic collection.



PRESENTERS:

Chris Ball, CFO



Chris is a business leader and technologist who has focused his career on improving processes and performance through the application of technology. His experience includes having successfully established multiple software development teams and completed multi-million dollar improvement projects for several of the account receivable industry's largest government contractors.

Katie Borchers, President



Katie spent her career building a portfolio of expertise, pivoting into various careers. Starting as a pediatric nurse at Strong Memorial Hospital, she used her clinical knowledge for URMC's Epic project as an instructional designer and trainer, finishing her 18 years at UR as a Project Director where she and her team implemented training for multiple go lives for the electronic health record. After focusing on process improvement, operational engagement, and user adoption, Katie fulfilled her entrepreneurial dreams by starting Beyond Green Solutions.

Program Registration Fees
MCMS & 7th District Member & non-member: **Free**

Online registration is available at www.mcms.org/events

Please let us know if you need any assistance.

MCMS Cancellation Policy: Cancellation requests must be sent via e-mail to Kristyn Smith at ksmith@mcms.org with "Cancellation Request" in the subject line. Correspondence must include event title, date and time, registrant's name, and payee's contact information. If cancellation notice is provided at least 7 days prior to the scheduled event, a refund may be requested, minus a 20% processing fee. If cancellation notice is provided at least 1 day prior to the scheduled event, a credit voucher will be issued for the full amount paid that may be used by anyone in the practice within one year of the original event date. Questions? Contact ksmith@mcms.org or at 585-473-7573 x301.