

Schedule of Events

Casual Attire throughout Meeting

Sunday – March 25

TBA 5th Annual Golf Tournament

3:00 - 5:30 pm NHCA Board of Directors

6:00 - 8:00 pm Networking Reception

Monday – March 26

8:30 - 9:00 am **Registration/Continental Breakfast**
Meet the Sponsors

9:00 - 9:30 am **Welcome**
Jerry Fields, President, NHCA
Ken Smith, Executive Director, NHCA

9:30 - 10:30 am Financial Trends in Healthcare
Michael Zimmerman
Owner - Zimmerman and Associate

10:30 - 11:00 am **Break / Exhibit Area**

11:00 - 12:00 pm **Changes From a Healthcare System, The Clinic Model**
Don Lorton, Executive VP/CFO,
The Carilion Clinic

12:00 - 1:30 pm **Lunch**
William F. Rock Award Presentation

1:30 - 2:30 pm **Healthcare Owned Agency 2012**
Panel Discussion from 3 different approaches on agency futures'
Bob Lewinter, VP Regional Claims
Deborah Kelly, E D Financial Credit
Dennis Kamann, Director, CKMS

3:00 - 3:30 pm **Break / Exhibit Area**

3:30 - 4:30 pm **Employment Assessments**
Jack Smith Principle with Kingwood Group
Rich Kortz, VP
Test Source

4:30 - **Adjourn**

6:00 - 9:00 **Networking Dinner,**
Cruise on the Savannah River

Tuesday – March 27

8:30 - 9:00 am **Continental Breakfast**

9:00 - 10:00 am **Round Table Management Workshop**
Jerry Fields, President,
Open discussion of a wide variety of issues relating to healthcare collections

10:00 - 10:30 am **Break / Exhibit Area**

10:30 - 12:00 pm **Round Table (Continued)**
Working Break/ Exhibit Area

12:00 - 1:00 pm **Lunch**

1:00 - 2:00 pm **The Law Has Changed (FDCPA)**
Gary Ney, Attorney, TLRA

2:00 - 2:30 pm **Break / Exhibit Area**

2:30 - 3:30 pm **Vendor Visit Lottery**

3:30 pm - **Adjourn**

Enjoy Savannah On Your Own
Event Sponsors

A special thank you to these Support Members

Lexis Nexis
Columbia Ultimate
CompuMail
CR Software
DANTOM, Inc.
Ontario Systems, Inc.
Search America
I Net Discovery
Faber and Brand

Wednesday – March 28

- 8:00 - 8:30 am **Continental Breakfast**
- 8:30 - 9:30 am **Sales and Marketing Techniques For Collection Agencies**
Tom Harris, Sales
Vanguard, Inc.
- 9:30 – 9:45 am **Break**
- 9:45 – 11:30 pm **NHCA Business Meeting**
(Regular and Associate Members)
Are invited to come a be a part of NHCA's future.
Ken Smith, Executive Director
- 11:30 pm **Adjourn**

NHCA Board of Directors

President

Jerry Fields
Roslyn Heights, NY

President

John Campbell,
Indianapolis, IN

Vice President

Scott Godden,
Milwaukee WI

1 - Year Director

Dennis Bennett
Brentwood, TN

2 – Year Director

Dennis Kamann,
Lexington, KY

Treasurer

Jack Roe ,
Minneapolis, MN

Past President

Ken Smith,
Roanoke, VA

Executive Director

MISSION

To be the preferred professional association of healthcare owned credit/collection operations by meeting members' professional, educational, networking and leadership expectations.

Seminar Leaders

Bob LeWinter, VP
Regional claims Recovery Service
Melville, NY

Deborah Kelly, Executive Director
Financial Credit Services
Clearwater, FL

Dennis Kamann, Director
Central Kentucky Management Services
Lexington, KY

Don Lorton, Executive VP/CFO
The Carilion Clinic
Roanoke, VA.

Gary Ney, Attorney
TLRA,
Houston, TX

Jack Smith, Principle
Kingwood Group
Grand Rapids, Michigan

Jerry Fields, VP
Regional Recovery,
Roslyn Heights, NY

Ken Smith, Director
SCA Credit Services, Inc.
Roanoke, VA

Michael Zimmerman, President
Zimmerman and Associates
New York, NY

Rich Kortz, VP
Test Source,
Grand Rapids, Michigan

Tom Harris, Sales Manager
Vanguard, Inc
Charleston, WV.

