

# Do You Want to Understand the Revenue Cycle of a Medical Practice? Start Here.

**☒ NOTE: *this series will be repeated in the near future – click on the Webinars tab above for the latest information.***

***“We’ll start with the money.”***

We say that a lot in client meetings at Manage My Practice. Whatever issues might exist in the practices that contact us looking for advice – financial problems will typically need to be addressed first before anything else can be corrected. No matter the size, specialty or type of practice – private, non-profit, and everything in between – the financial foundation of the organization must be built (or remodeled) before choosing strategic partners, determining new service lines, or recruiting physicians.

**With no money, there is no mission – or at least no reason for hanging the shingle.**

The financial well-being of a medical practice is a complicated thing to manage, and it can depend on the goals of the people involved – just like a patient’s condition. The

most basic way to understand and improve a practice's financial stature is to understand and manage the revenue cycle that controls it. The Revenue Cycle is the "circulatory system" of a medical practice, and understanding how to diagnose and improve the revenue cycle is the most powerful tool a medical practice manager has to keep that practice healthy.

On our blog we get a lot of questions and comments from our readers, but far and away one of the most popular is "What Does a Medical Practice Manager Do?" followed closely by "How Do You Become a Medical Practice Manager?" In addition to the basic duties of any manager – understanding people, taking responsibility for them, and coaching them to a goal – a medical office manager needs to understand the complex and specialized process by which medical services are paid.

**So how do you understand the revenue cycle, and learn how to manage it in a practice setting?**

**We would strongly suggest anyone who is interested in medical practice management check out our webinar series "The Complete Guide to Revenue Cycle Management."** The course is presented in five ninety-minute webinar modules and is designed to give you a strong foundation in healthcare revenue cycle management as well as access to Mary Pat Whaley, FACMPE – an experienced manager and consultant with the real life experience and perspective to put that knowledge to use in today's healthcare market.

**Register Now for either the Tuesday Evening or Thursday Afternoon Session!**