



Educational Offerings

Insider Perspectives on Effective Strategies for Buying and Analyzing Healthcare Debt

March 21, 2018 - 9:00 am PT/11:00 am CT/12:00 pm ET

One (1) Education Credit toward Certification/Recertification

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Healthcare receivables present an enticing opportunity for many in the debt purchase industry. But it is not for the faint of heart! Unlike more traditional receivables, a unique overlay of healthcare-specific legal and compliance considerations can lead to unanticipated challenges. From identifying potential purchases, to ensuring effective and efficient collections, there are a number of intersections that must be navigated to succeed in this vertical. Join our panel of healthcare insiders as they offer their insights on these industry-specific considerations to ensure you are well-positioned to take advantage of this opportunity when it arises.

During this webinar, we will discuss:

- How to develop the connections you need to purchase healthcare portfolios
- Insight into the concerns of healthcare providers that cause them to be hesitant to sell
- How HIPAA and other healthcare laws impact traditional buying and collection strategies
- Current trends in healthcare collections
- Predictions for debt buying and collections under new CFPB leadership

Member: *Free

(*One free webinar per company per month, all other registration will be billed at the member rate of \$64)

Non – Member: \$94

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Course Presenters:



Stefanie H. Jackman is a partner in Ballard Spahr’s Consumer Financial Services group. Her practice focuses exclusively on complex litigation and compliance advice relating to all areas of federal and state consumer financial services laws. Ms. Jackman has significant experience advising her clients on the unique intersections between the federal and state consumer protection and healthcare laws. Stefanie has guided her clients through CFPB inquiries, due diligence in connection with potential healthcare portfolio sales, HIPAA compliance, and developing effective compliance systems in the healthcare collections space.



Nancy Hughes is Managing Member of Sync Now, a sales and consulting firm. Ms. Hughes has 25 years of industry experience and held executive management positions with top firms. She has extensive and diverse background in several verticals, focusing a great deal on healthcare revenue cycle management. Ms. Hughes currently consults with healthcare providers to develop first and third-party collection programs and debt sales strategies.