



Jack Duffy, FHFMA

Jack Duffy is a long-time member of and speaker for HFMA. Mr. Duffy has been a Fellow of HFMA for over 20 years, a certified member since 1981, and a 2004 recipient of HFMA's Lifetime Achievement award. He has served as president of his local HFMA chapter as well as serving three years as a member of the national PFS Advisory Council. With advanced degrees in Business, Public Health and Gerontology, combined with more than 35 years of experience in healthcare - with an emphasis on finance -- Mr. Duffy has made education the focal point of his professional career.

Prior to co-founding Integrated Revenue Management in 2000, Mr. Duffy completed a 30-year career in healthcare as the Vice-President of Finance for Scripps Health in San Diego, CA. With career collections exceeding 10 billion dollars and lessons learned, Mr. Duffy devotes much of his time and energy to working with healthcare executives to preserve and expand their organizations' ability to serve patients.

Beginning in 1994 with HFMA's Annual National Institute, Mr. Duffy made a commitment to speaking to groups of healthcare executives relative to how their organizations could expand revenue without the need to add expensive capital investments. In addition to several HFMA local and regional meetings, Mr. Duffy has also presented to over ten VHA executive roundtables. He also shared advanced practice ideas with the Healthcare Roundtable, VHA's CFO affinity group, NAHAM (Access Management) and others. He is also an established author on healthcare topics, including a feature article in Healthcare Finance Magazine.

Topics have included:

1. Financial Stability In The 21st Century
2. How Revenue Happens Today And How To Manage It Tomorrow
3. Indigent Drug Recovery Programs
4. The Self-Pay Collection Imperative
5. The Charge Master As A Strategic Process
6. How To Implement A Revenue Management Department
7. Why Healthcare Should Move To A Credit Card Method Of Payment For All Services
8. The Role Of Technology In Managing Revenue
9. How Denials Are Eliminating Hospitals Bottom Lines
10. Why Insourcing Complex Activities Can Yield 800% ROIs
11. The Critical Role World Class Training Plays In The Financial Health Of A Hospital
12. The Role Of PHOs In Reducing Cost For Both Hospitals And Physicians

For more information, to request a topic, or to schedule a speaking engagement, please contact:

Barbie Young
Integrated Revenue Management, Inc.
2714 Loker Avenue West, Suite 200
Carlsbad, CA 92010
Office: 760-448-1031
e-mail: byoung@irminonline.com