

RBS Advantage Report | September 2019



Runners preparing for the ROI 5K Run for the Future



Local Pendleton artist paints at Written in Stone



Jackie, Maddie, Hayley, Barbara and Dan at ASTRO

Seasons of Change

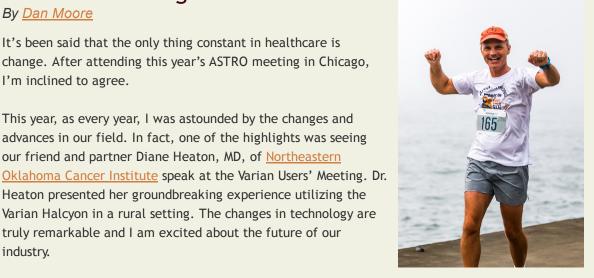
By <u>Dan Moore</u>

industry.

It's been said that the only thing constant in healthcare is change. After attending this year's ASTRO meeting in Chicago, I'm inclined to agree.

This year, as every year, I was astounded by the changes and advances in our field. In fact, one of the highlights was seeing our friend and partner Diane Heaton, MD, of Northeastern

Heaton presented her groundbreaking experience utilizing the Varian Halcyon in a rural setting. The changes in technology are truly remarkable and I am excited about the future of our



Dan running strong at the 5K

Run for the Future to Benefit the

ROI

While I enjoy seeing old friends at ASTRO every year, many of the faces inevitably change. I am thinking of my friend Dr. Carl "Bob" Bogardus; I missed seeing him, as I know many of you did. I also couldn't help but think of another friend of mine that we lost this

year, Dr. Koppula Sarma. He practiced in Valparaiso, IN and I always saw him when ASTRO was held in Chicago. These changes are tough. However, I was buoyed by the time I spent with new residents. I attended the ARRO Global Health Initiatives networking event, and was inspired by the passion and drive of these young physicians who are so dedicated to impacting radiation oncology treatment all over the world. It is heartening to see their enthusiasm.

Of course many of the discussions inevitably turned to CMS and the Proposed Rule changes. The Alternative Payment Model is likely coming; the only thing we can know for sure at this point is that we will survive it, as we have weathered every reimbursement change in the past.

An exciting change was seeing the growth of the 5K Run for the Future to Benefit the ROI. This was our 10th year of hosting the event; what a great way to celebrate by beating all previous records! Nearly 500 folks signed up to participate and give back to our industry. Read more about it below.

As we closed down our booth and shut down the lights on another ASTRO, I couldn't help but think of the ways that RBS has changed and progressed this year too. Change can be hard, but change brings growth. I hope that as we enter this new season of fall, that you will embrace the changes around you and flourish.

Grateful,

Dan

Now Hiring!

Radiation Business Solutions is growing! At RBS we know our people make us who we are. We empower our employees to keep learning, keep growing, and to achieve their personal and professional goals. We are currently accepting applications for the following positions:



- Staff/Senior Accountant in our corporate office
- Patient Advocate in our corporate office
- Lead Radiation Therapist at Eastern **Oregon Cancer Center at Pendleton**
- Patient Liaison at Eastern Oregon Cancer **Center at Pendleton**

To learn more and apply click here!

PATIENT ADVOCATE LEAD RADIATION THERAPIST PATIENT LIAISON



Employee Spotlight: Paige!

A Patient Advocate at our corporate office, Paige, upholds the mission of Radiation Business Solutions in her daily interactions with patients, clients and payers. Paige stays positive in the face of adversity while connecting with patients in a meaningful way.

What do you do in your free time?

I spend many weekends with my boyfriend who is in the Air Force and stationed in Florida. When not in Florida, I enjoy spending time with friends at the Farmer's Market or a local brewery.

What is your favorite food? Street tacos

What is something special about you most people don't know? I was an Irish dancer as a kid!

What three things are on your bucket list?

- 1. Travel to Greece
- 2. Sky dive
- 3. Swim with the pigs in the Bahamas

What led you to this career?

I wanted a position in healthcare where I could make a difference while connecting with patients in a meaningful way.

What is the most rewarding part of working for Radiation Business Solutions? The culture, my co-workers and supervisors motivate me daily.

What would you do if you won the lottery? I would pay off all my loans from school!

What was the best advice you received? You cannot pour from an empty cup.

Paige, thank you for your commitment to the RBS mission and all you do for our patients and clients.

10th Annual 5K Run for the I Future Brings out Record Number of Runners!



The 2019 5K Run For The Future To Benefit the ROI saw the highest number of sign ups in our 10 year history!

Male Winner: Ben Li Female Winner: Kara-Lynne Leonard Top Corporate Team: CDR Systems Top Academic Team: Mayo Clinic

Money raised for ROI: Over \$37,000

Thank you to all of our participants, sponsors and donors for making this event a continued success.

We look forward to running with you in sunny Miami in 2020!

CDR Systems accepting their Top Corporate Team award



Eastern Oregon Cancer Center at Pendleton: Written in Stone

Written in Stone was held at Eastern Oregon Cancer Center at Pendleton on September 7th. Construction was stopped for one day as members of the community came to write words of hope and inspiration on the walls of the vault.

The event was sponsored by the Eastern Oregon Cancer Network, a 501(c)(3) dedicated to serving those who live in eastern Oregon who are facing financial hardships related to the costs of cancer treatment. Their mission is to lighten the financial burden for cancer patients and their families so they can focus on what is most important: health and the road to healing.

We are grateful for the continued support and look forward to being able to serve those in eastern Oregon who face financial hardships due to cancer treatment.

To learn more about the Eastern Oregon Cancer Network or to donate, please click here.



Eastern Oregon Cancer Center at Pendleton: Construction Update

Construction is moving right along. Since Written in Stone, all concrete work is complete and framing has begun.

We are looking forward to being able to serve patients in January 2020.

A patient recently told one of our patient advocates, "You are all very professional up there, thank you for all you do."

Upcoming Meetings

Will you be at this event? If so, please be sure to say hello!



ACCC National Oncology Conference October 30 - November 1, 2019 Orlando, FL Visit Denise Gerlach in booth #315



Want to help a colleague ramp up their oncology program - and do some good for our industry at the same time? We've got you covered! Send your friend our way and if they sign a contract with us for billing services, revenue navigator services, or Pro Re Nata subscription services, we will make a donation to our "Non-Profit of the Quarter!"

For our inaugural "Non-Profit of the Quarter" charity, we have selected <u>Rayos Contra Cancer</u>! Rayos Contra Cancer is a non-profit initiative focused on creating sustainable access to timely, highquality, and affordable radiation treatment for cancer in areas with limited resources across the globe. They work with existing radiotherapy clinics to empower the local resources that are in place and create opportunities for further clinic development, education, training and research. Check out their website for more information!

If you know of an oncology program that needs some assistance with their revenue cycle or has other management or consulting needs, contact us at info@RadiationBusiness.com or 615.746.1705. Thank you for helping us to help others!

Radiation Business Solutions creates value for oncology programs, while creating a better financial experience for cancer patients. Since 2004, we've provided oncology-specific strategies to physicians and hospital based programs, including total revenue cycle management, patient experience programs, referral optimization services, and new cancer center development.



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