

Healthcare Financial Management Association: An Introduction

Benefits of HFMA Membership

- **Daniel Demetrops, Amina Razanica & Christine Gordon**

hfma™

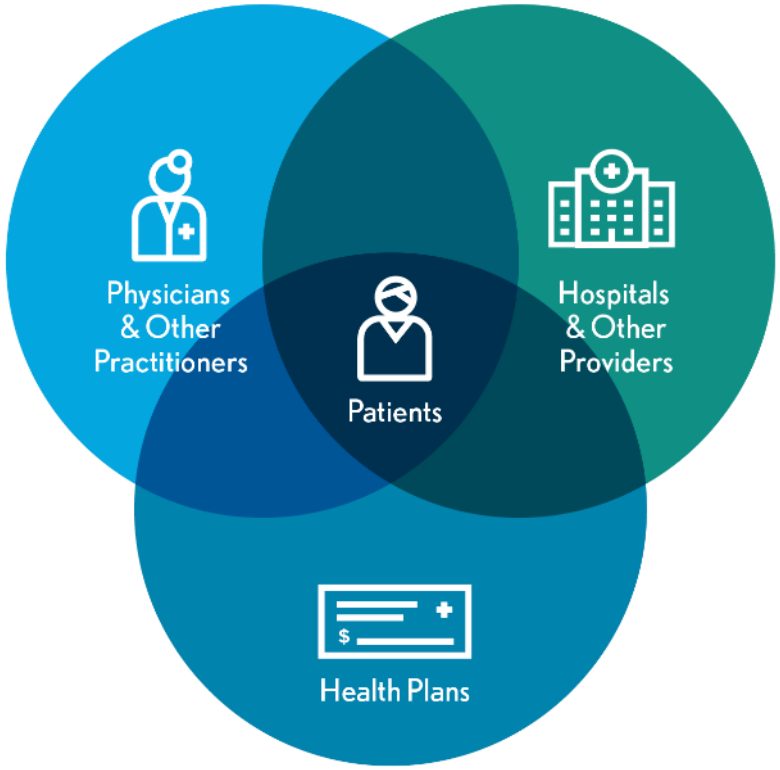
Today’s Presentation

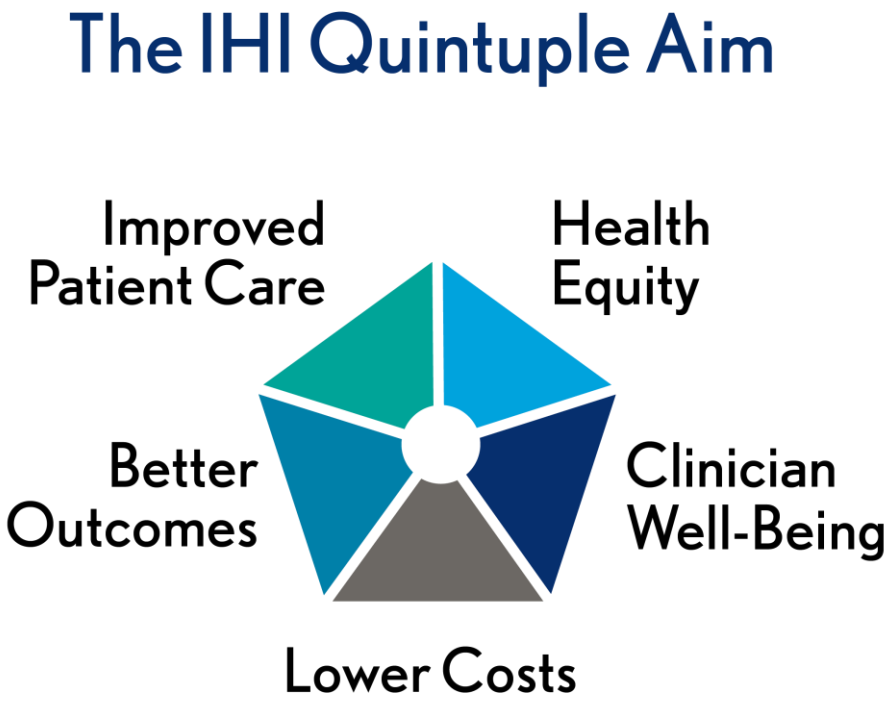
1. Industry overview
2. HFMA initiatives
3. Organizational overview
4. Benefits and resources
5. Get involved

Industry Overview

Realignment Is Erasing Traditional Healthcare Boundaries

Driven by demands for care transformation, the healthcare industry is realigning at an unprecedented pace.

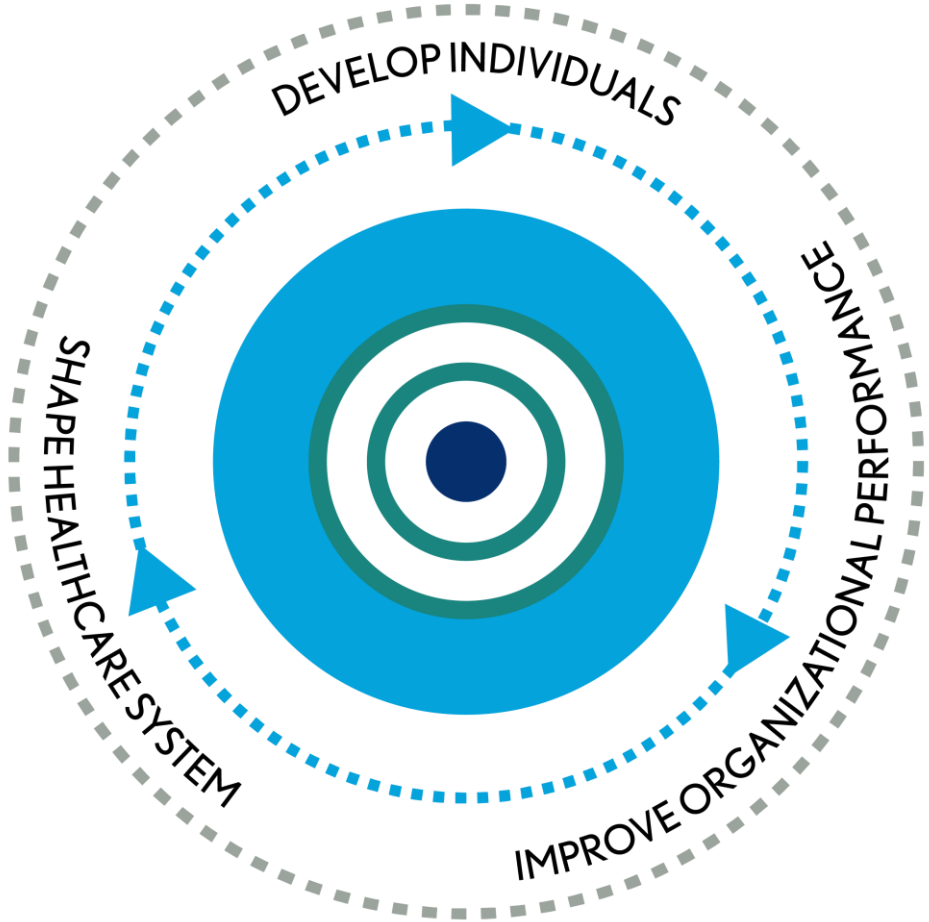




We Help Stakeholders Achieve Optimal Results

OUR MISSION

Leading the financial management of health care



OUR VISION

HFMA will bring value to the industry as the leading organization for healthcare finance

Thought Leadership Shapes the Future of Health Care

WHAT WE DO

- **Share finance perspectives** to drive improvement
- **Convene healthcare groups** to build consensus
- **Develop strategic frameworks** to guide action
- **Establish principles and guidance** to advance capabilities
- **Foster** measurement and **accountability** for outcomes

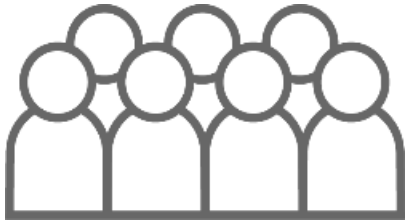
CHANNELS



Official Comments and Testimony



Media



Other Associations and Industry Groups



Chapters

HFMA Helps Turn Knowledge into Action

- Continuing education and training
- Career development and certification
- Small group-focused interactions
- Information analysis and perspective
- Guidelines and best practices
- Organizational performance management
- Problem-solving community: online and face-to-face networking

Your Challenge. Our Mission.

HFMA Initiatives

Regulatory Resources: Perspective on the Policymaking Process



hfma.org/policy

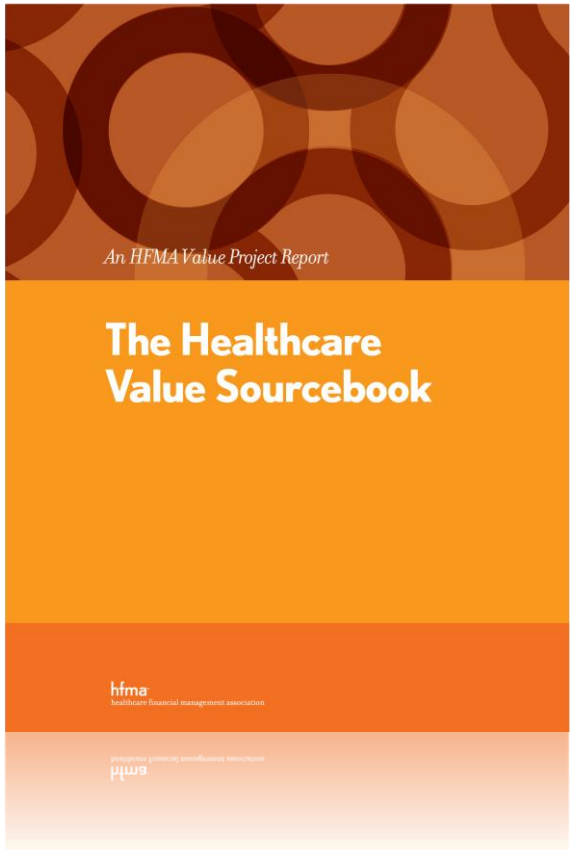
HFMA's Environmental Assessment Series, *Healthcare 2030*



Volume 3 builds on Volumes 1 and 2, which closes out with a dive into hospitals' role in precision medicine.

hfma.org/hc2030

HFMA Research: Strategies for Success

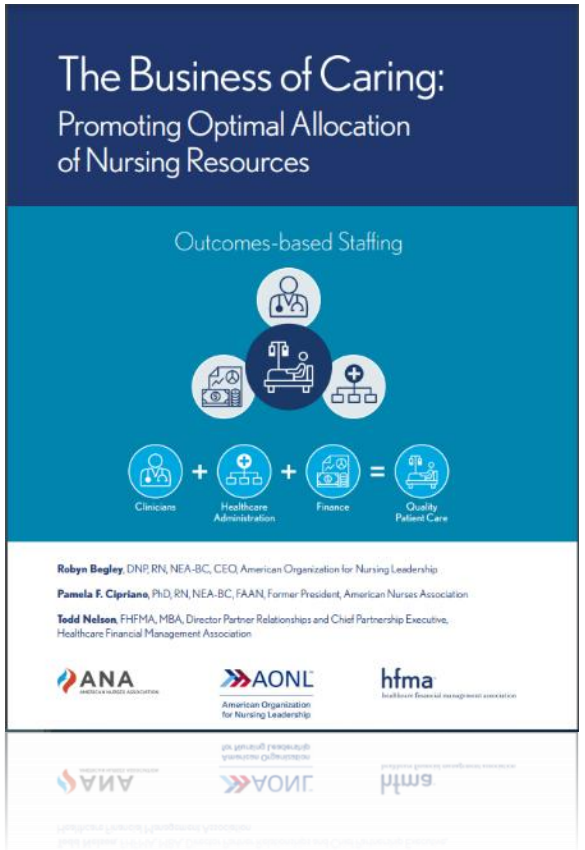


HIGH-VALUE HEALTHCARE

hfma.org/valueproject



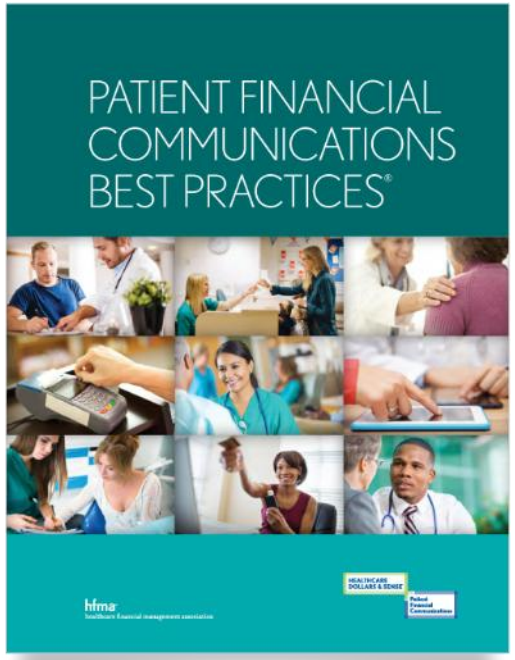
MERGERS



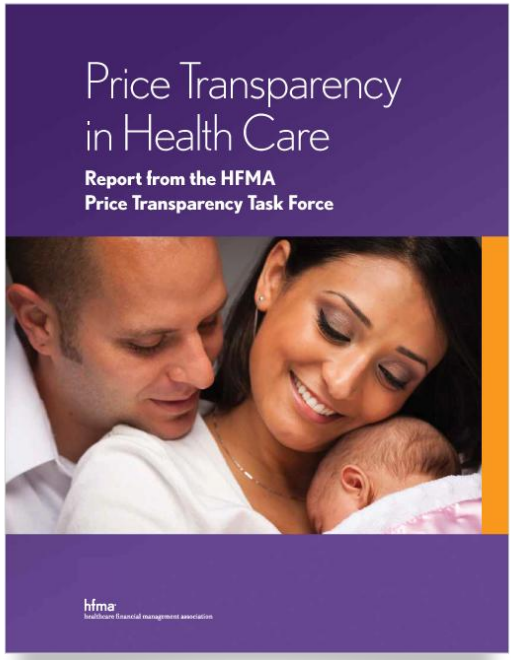
NURSE STAFFING

hfma.org/guidance/research-trends

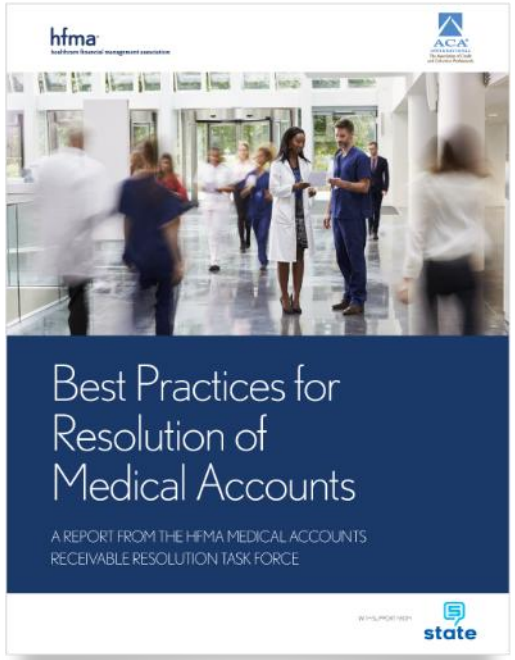
Our Consumerism Best Practices and Resources



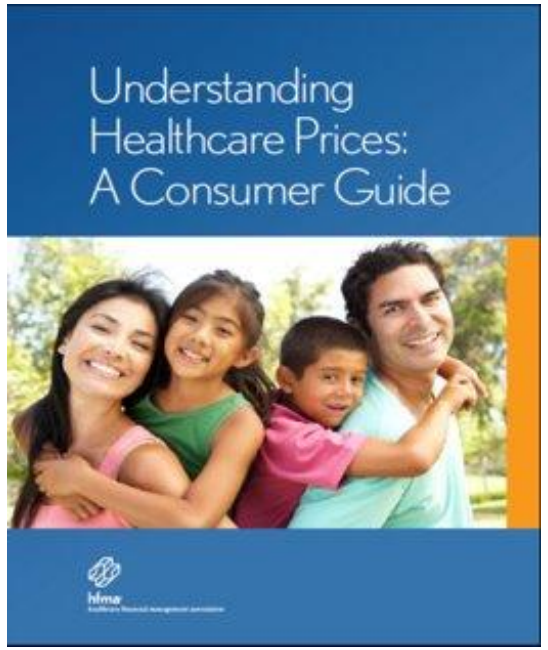
PATIENT FINANCIAL COMMUNICATIONS



PRICE TRANSPARENCY



MEDICAL ACCOUNT RESOLUTION

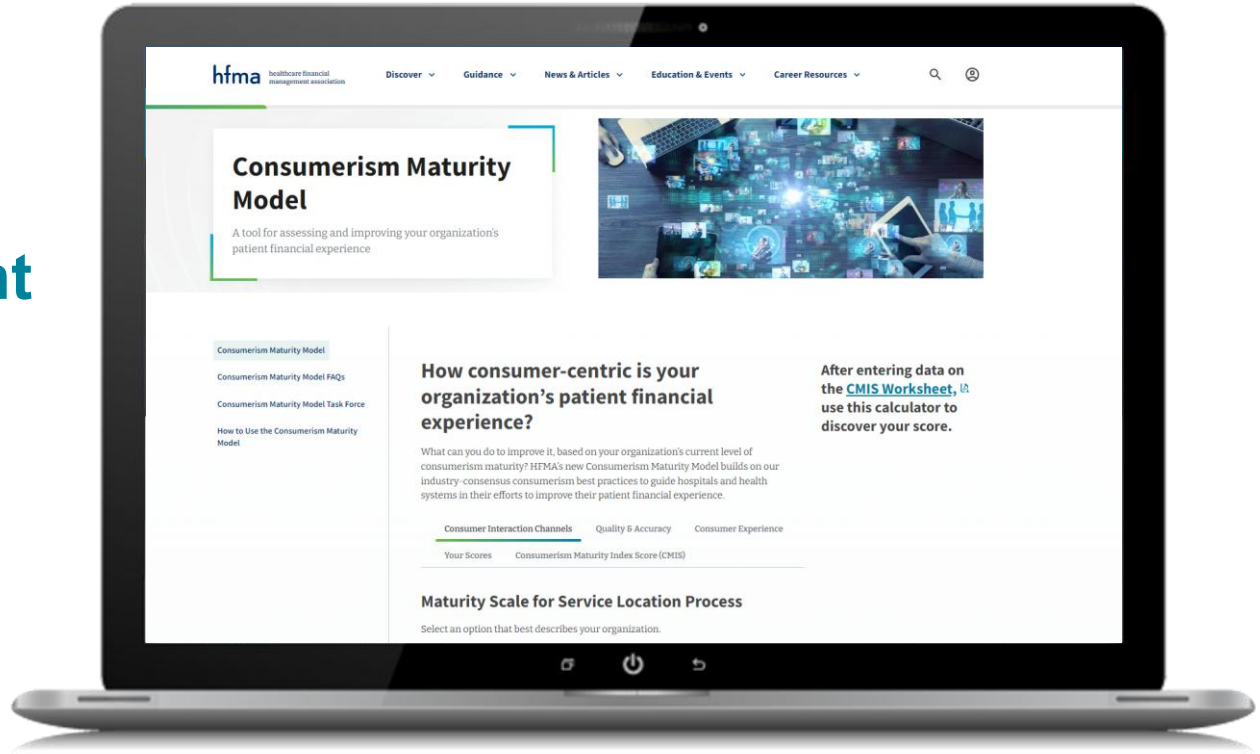


CONSUMER EDUCATION

hfma.org/dollars

HFMA's Consumerism Maturity Model

- Online self-assessment tool
- Appropriate for all providers: hospitals, systems and physician groups
- Takes a consumers-first viewpoint
- Identify gaps and areas for improvement
- Build your roadmap for success
- Designed by industry-wide task force



hfma.org/consumermodel

MAP: Hit Your Revenue Cycle Performance Targets

- **MAP Keys – Industry standard KPIs**
- **MAP Award – Recognizes revenue cycle excellence**



hfma.org/map

NJ HFMA Newsletter

The HFMA NJ Chapter Newsletter keeps members **connected, informed, and engaged** across New Jersey's healthcare finance community. Each issue delivers:

- **Timely Industry Updates** – Key trends in healthcare finance, compliance, and revenue cycle management impacting NJ hospitals and providers.
- **Chapter News & Events** – Highlights of upcoming education sessions, networking opportunities, and local chapter initiatives.
- **Member Spotlights & Success Stories** – Recognition of active members, volunteers, and organizations making a difference.
- **Professional Development Resources** – Certifications, leadership tips, and articles to support your career growth in healthcare finance.
- **Advocacy & Policy Insights** – State and national updates that influence financial operations and reimbursement in NJ healthcare.

Organizational Overview

HFMA's Statements

Vision: HFMA will bring value to the industry as the leading organization for healthcare finance.

Mission: Leading the financial management of health care.

Diversity: HFMA values and respects diversity. Individual differences are viewed as assets that promote the growth and success of HFMA and its members. In principle and in practice, HFMA encourages and supports diverse individual viewpoints and contributions. HFMA believes that a diverse membership is a quality membership.

Professional Membership Association – serving both individuals and organizations

145,000+

MEMBER COUNT AS OF APRIL 2026

91.6%

ENTERPRISE MEMBERSHIP AS OF DECEMBER 2025

8.4%

INDIVIDUAL MEMBERSHIP AS OF DECEMBER 2025

Organizational Membership

- **Organizations can offer HFMA benefits and resources to all employees - administrative and clinical.**
- **Cost effective means for providing teams with relevant healthcare finance training and tools.**
- **Build staff competencies, knowledge and engagement.**
- **Drive organizational performance.**
- **Options for all sizes of provider and business partner organizations.**

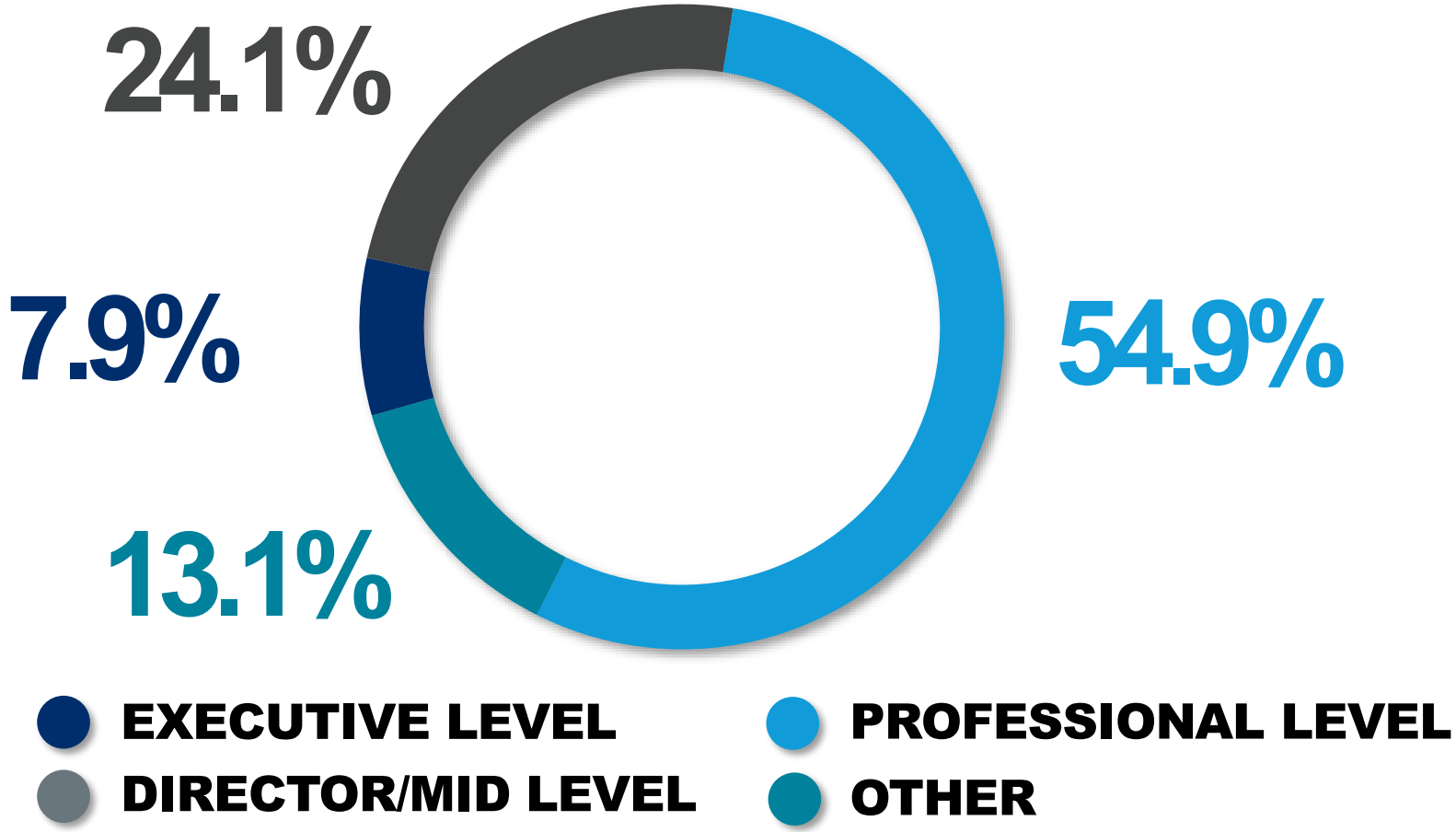
Enterprise Solutions

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hfma.org/enterprise

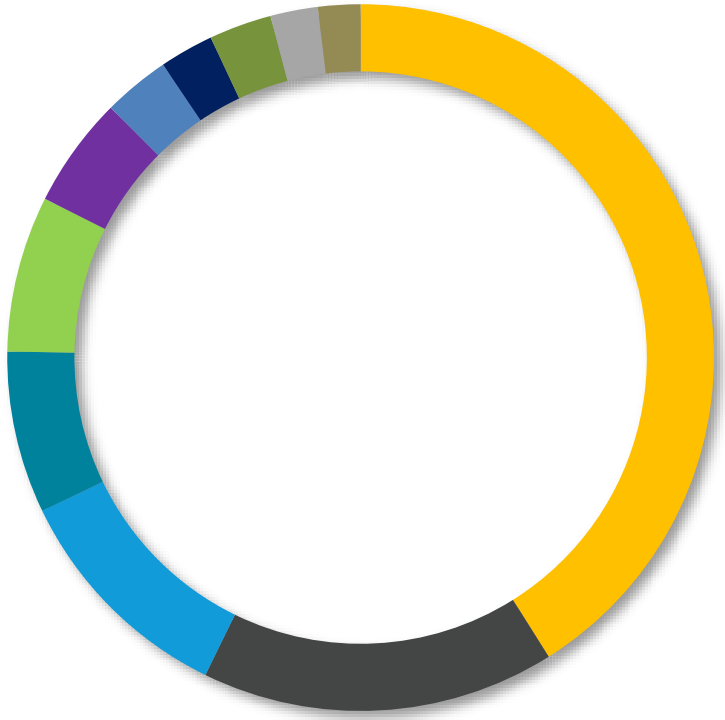
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Member Career Stage



As of April 2025

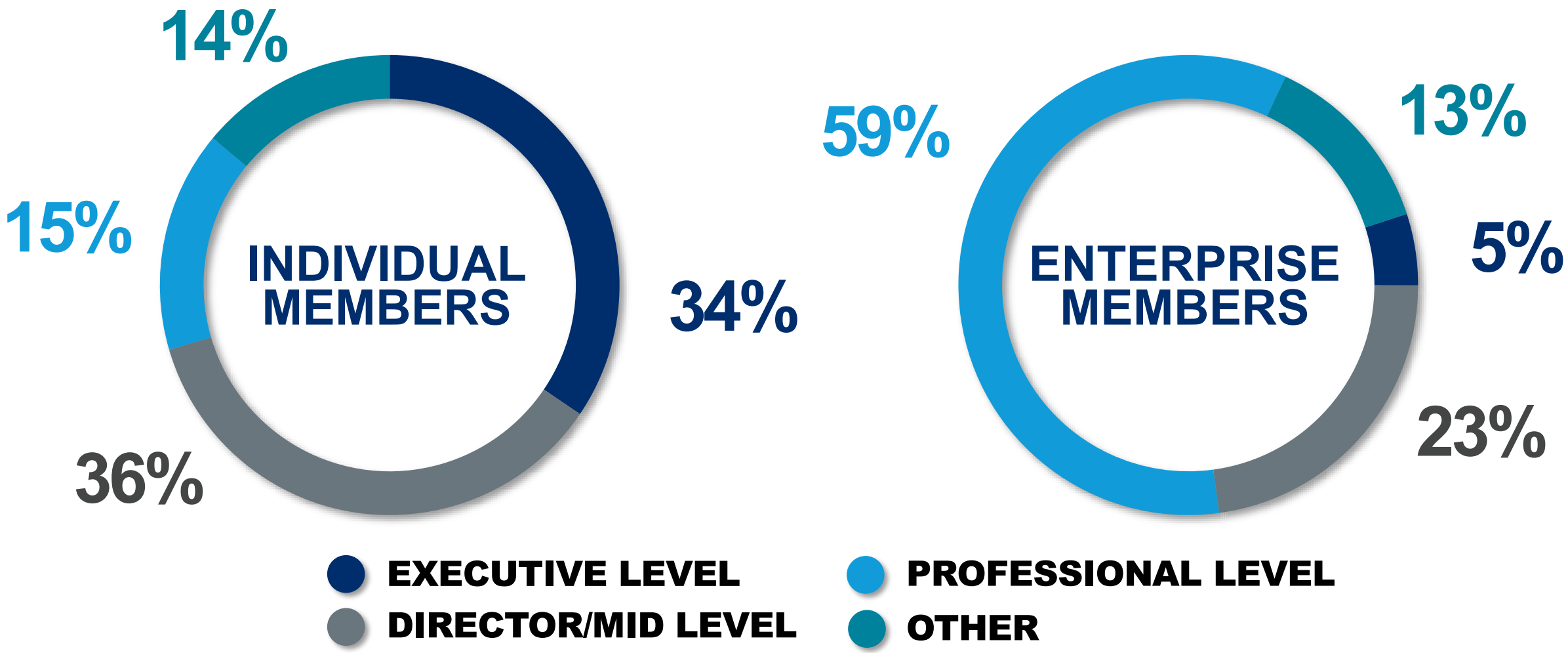
Primary Member Job Functions



- REVENUE CYCLE
- ACCOUNTING/FINANCE
- ADMINISTRATION AND OPERATIONS
- HEALTH INFORMATION/MEDICAL RECORDS
- PAYER REIMBURSEMENT/REVENUE INTEGRITY
- DECISION SUPPORT/BI/ANALYTICS
- CLINICAL/PATIENT CARE
- LEGAL COMPLIANCE/INTERNAL AUDIT
- STRATEGY/BUSINESS DEVELOPMENT/MARKETING
- CUSTOMER SERVICE/PATIENT EXPERIENCE
- OTHER RESPONSIBLITIES

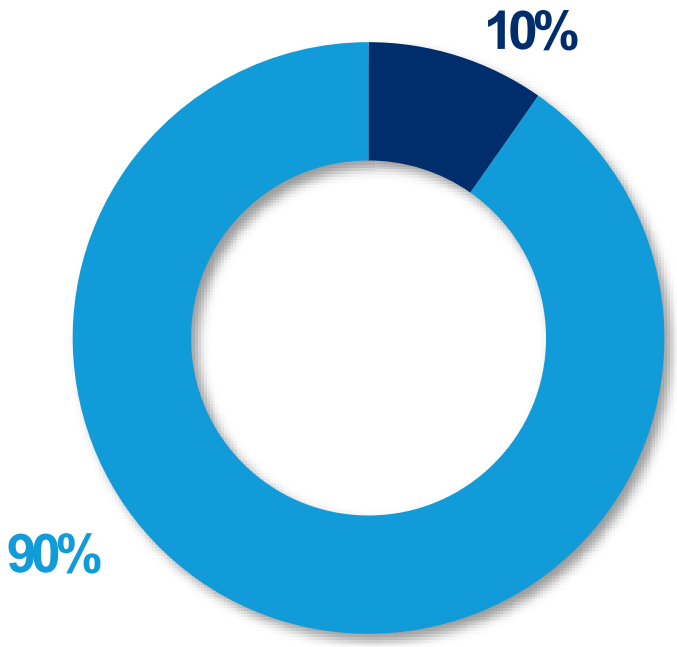
As of April 2025

Member Profiles Vary by Membership Category



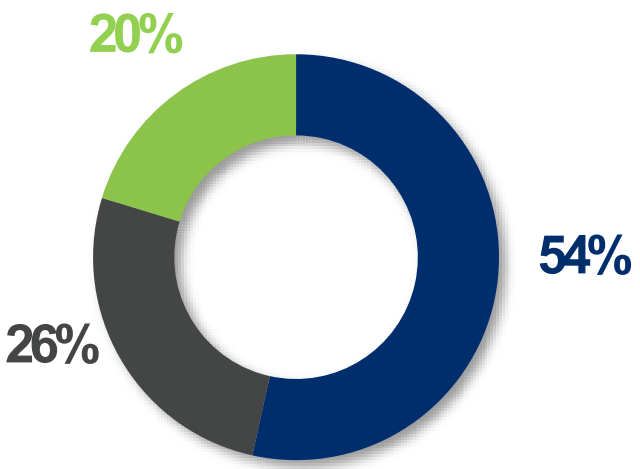
As of April 2025

Provider Organizations (Hospitals/Systems) Make Up Majority of Membership Base



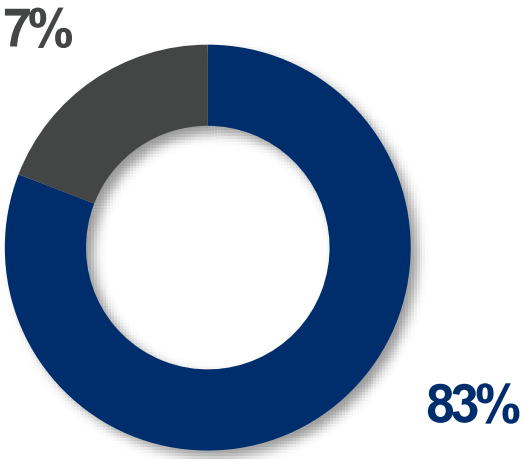
Total Members

- INDIVIDUAL
- ENTERPRISE



Individual Members

- HOSPITALS/HEALTH SYSTEMS
- BUSINESS PARTNERS
- OTHER

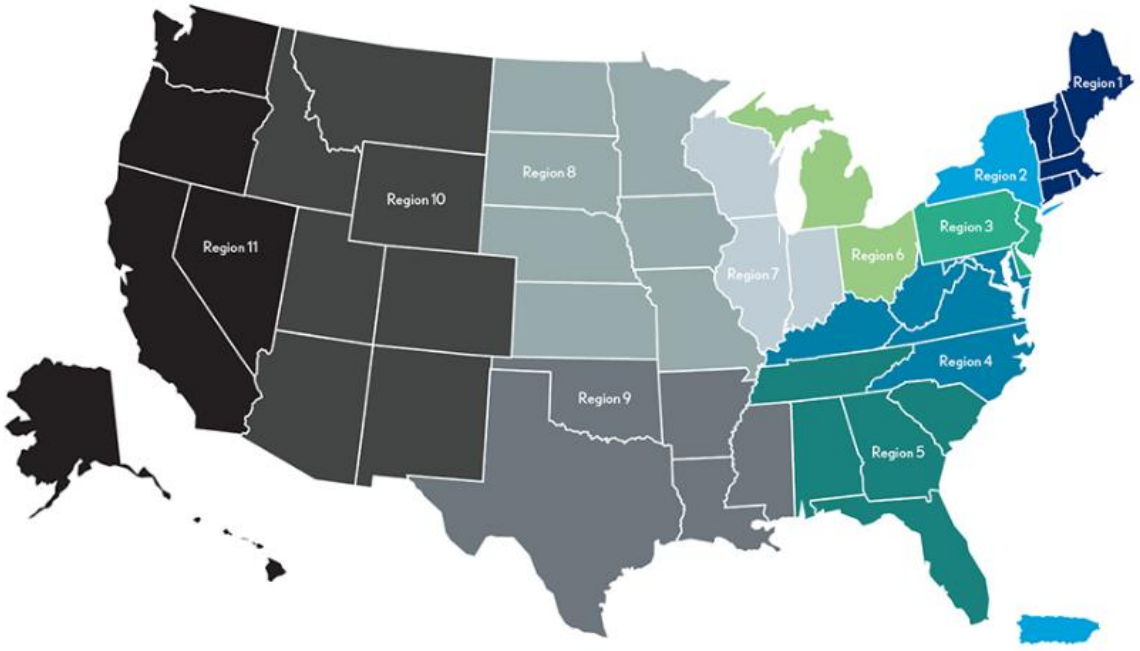


Enterprise Members

As of April 2025

Our Members Belong to 59 Local Chapters

Chapters and Regions



REGION 1
- Connecticut
- Massachusetts-Rhode Island
- Northern New England

REGION 2
- Empire New York
- Metropolitan New York
- Puerto Rico
- Rochester Regional

REGION 3
- Central Pennsylvania
- Metropolitan Philadelphia
- New Jersey
- Northeastern Pennsylvania
- Western Pennsylvania

REGION 4
- Kentucky
- Maryland
- North Carolina
- Virginia - DC
- West Virginia

REGION 5
- Alabama
- Florida
- Georgia
- South Carolina
- Tennessee

REGION 6
- Central Ohio
- Michigan Great Lakes
- Northeast Ohio
- Northwest Ohio
- Southwestern Ohio

REGION 7
- Greater Illinois
- First Illinois
- Indiana Pressler Memorial
- Wisconsin

REGION 8
- Greater Heartland
- Iowa
- Kansas (Sunflower)
- Minnesota
- Nebraska
- North Dakota
- South Dakota

REGION 9
- Arkansas
- Lone Star
- Louisiana
- Mississippi
- Oklahoma
- South Texas
- Texas Gulf Coast

REGION 10
- Arizona
- Colorado
- Idaho
- Montana
- New Mexico
- Utah
- Wyoming

REGION 11
- Hawaii
- Nevada
- Northern California
- Oregon
- San Diego – Imperial
- Southern California
- Washington - Alaska

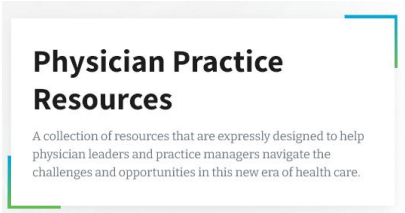
Physician & Physician Practice Engagement

For clinical leaders—The opportunity to learn the business side of healthcare.

For physician practice groups—Strategies to lead the transition to value-based case.

Annual Conference

hfma







hfma.org/education-events

hfma.org/physician

hfma.org/webinars

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Heath Plan Engagement

Health plan executives stay up-to-date on the financial management of healthcare organizations.

Annual Conference

hfma

hfma.org/education-events





hfma.org/healthplan

Share HFMA reports focused on industry collaboration to deliver greater value to the patient while ensuring financial sustainability.

hfma new jersey chapter
healthcare financial management association

2026 Board of Directors



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President-Elect



Amina Razanica, FHFMA
Treasurer



Lisa R. Weinstein
Secretary



Josette A. Russo
Secretary
VP, Revenue Cycle
Valley Health System



Christine A. Gordon
Director



Dennis Jones
Director
AVP Revenue Cycle
Jefferson



Maria Lopes-Tyburczy
Director
Director Access Services
Hackensack Meridian Health



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Director



Annabelle Seippel-Hunt
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Associate Board Director
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Matheny Hospital



Joe Gogel
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Associate Board Director
Staff Level II Accountant
Withum



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Vice President, Site Finance Officer of Joint Venture Finance
RWJBarnabas Health



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Immediate Past President



Heather Stanisci
Council Member



Brian S. Herdman
Council Member



Jonathan H. Besler
Immediate Past President
Vice President
Kodiak Solutions

Belonging to HFMA

Education Opportunities

Conferences/events – Local chapter, Region, National

Webinars

National or other Chapter/Region Webinars

CPE available for some live education events

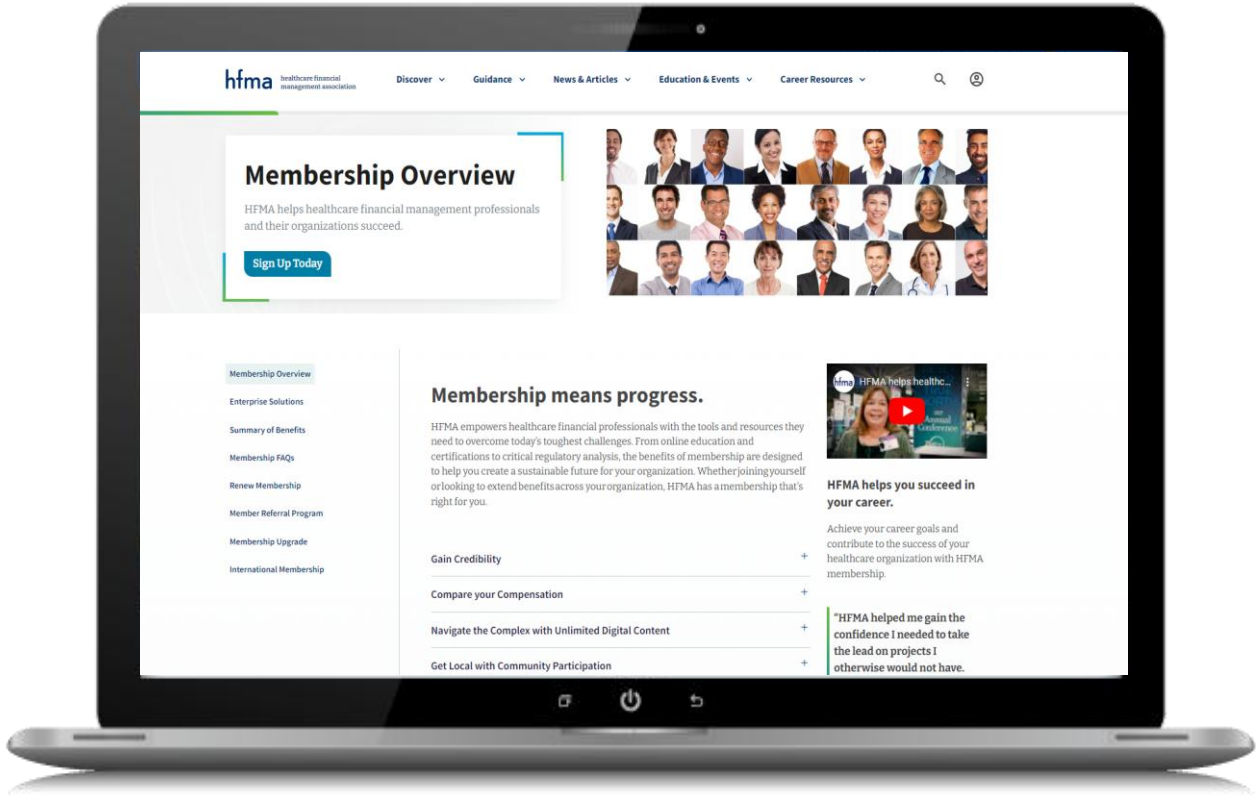
When you belong to HFMA

Easily find & discover
relevant information

Access
what you need when you need it

Navigate
the complex healthcare environment

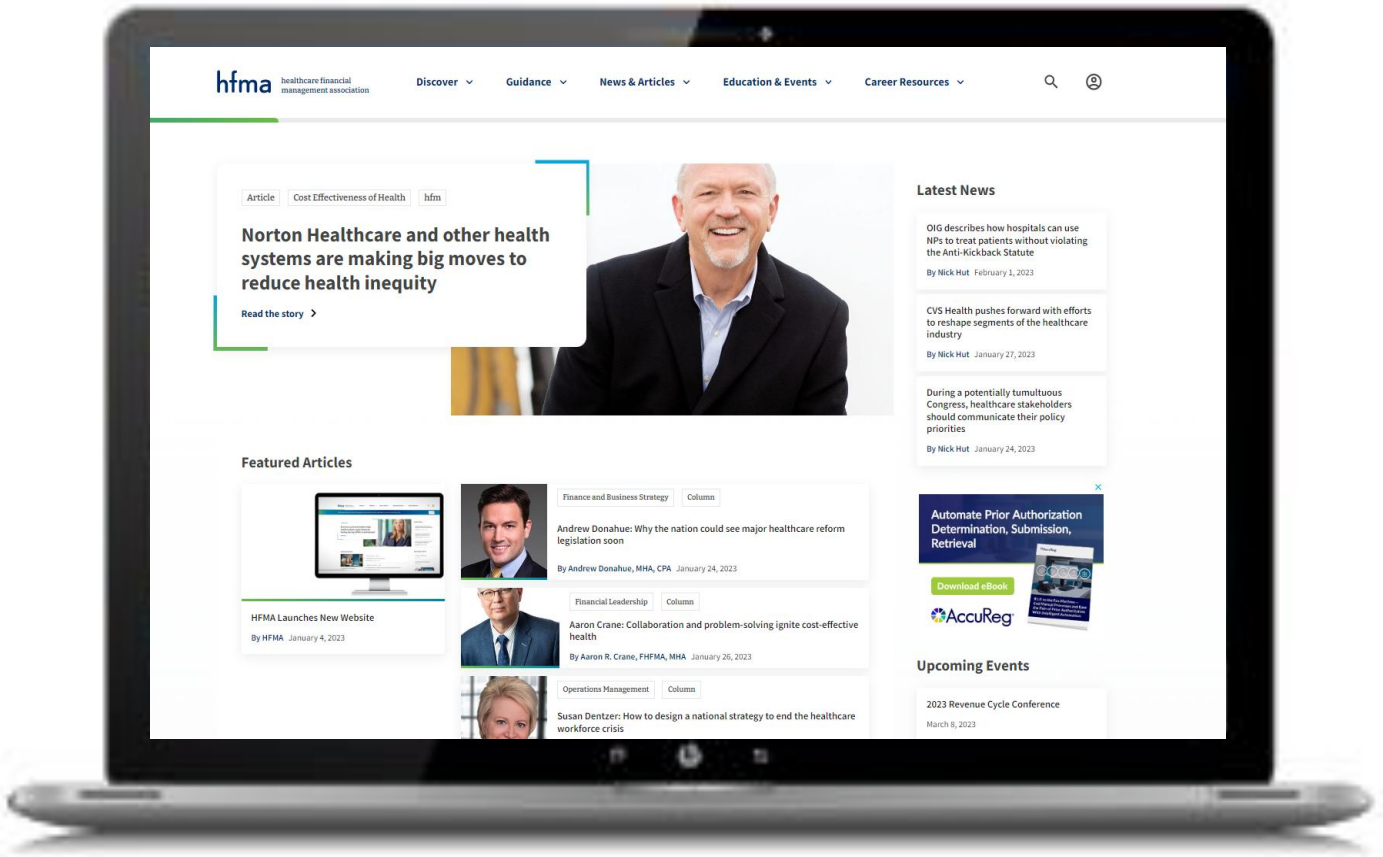
Belong & engage
Collaborative opportunities & communities to actively



hfma.org/membership

Online Member Home

- Get acquainted video series
- Provides a tour of hfma.org including highlighting member benefits



hfma.org/gettingstarted

Included with HFMA Membership



Professional Certifications



E-Learning Courses + Webinars



Community



E-Newsletters



Member-Only Content

Distinguish Yourself with Certification



hfma.org/certifications

News, Strategies, Insights

hfm magazine



- Battle of the bots: Health insurers vs. healthcare providers
- Budgeting for healthcare technology is not just a numbers game
- How providers can optimize payer contract negotiations
- Jill Geisler: Make sure your written communication hits the mark
- Joshua Corman unpacks the consequences of the Change Healthcare cyberattack on an HFMA podcast episode

Read the current issue



March 2024



February 2024



Winter 2023



November 2023



October 2023



September 2023



Summer 2023



May 2023

E-Newsletters

- HFMA Daily
- Revenue Cycle Insights
- Cost-Effective Health Report
- Healthcare Policy Beat
- Healthcare Finance Strategies



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hfma

Guidance: Reports + More

Regulatory and Accounting Resources

Healthcare Dollars & Sense

Value Project

Patient Friendly Billing

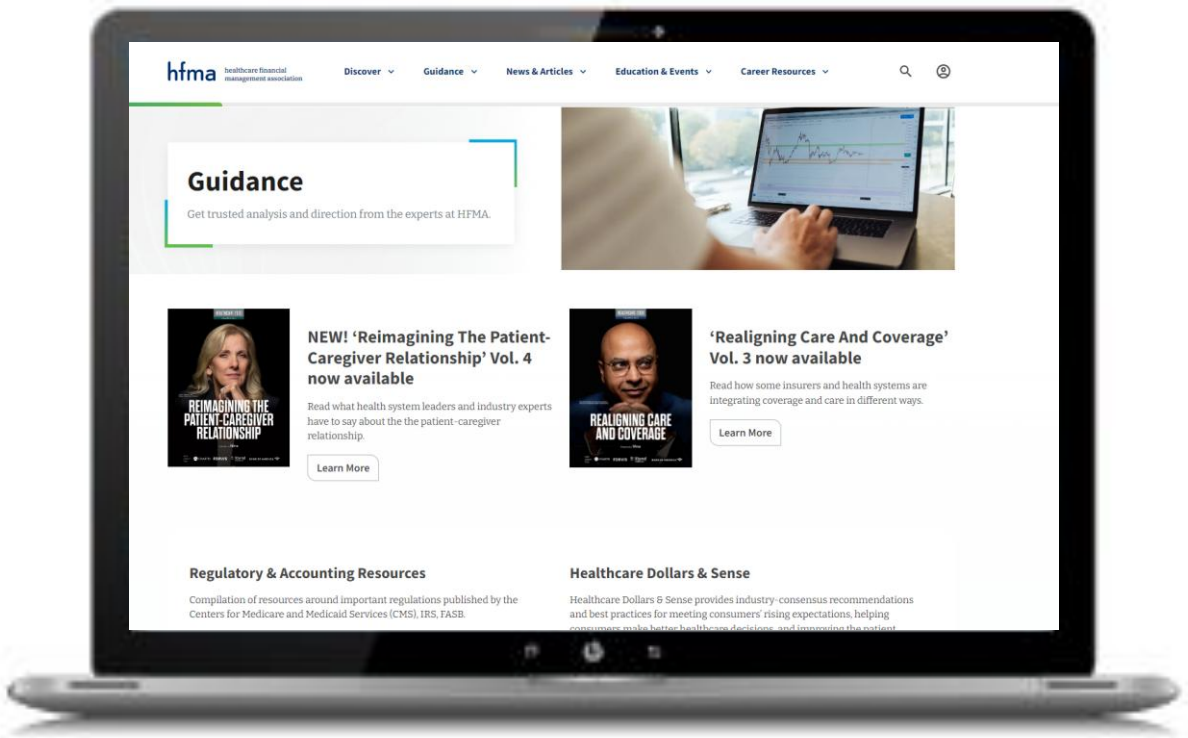
Healthcare 2030

Consumerism Maturity

Research & Trends

Claim Integrity

Special Reports from HFMA's Thought Leadership Retreat



Data + Insights

Salary + Compensation Data

Consumerism Maturity Model

MAP Award Score Calculator

HFMA's Peer Review

Outlook Trend Surveys

Healthy System Purchase Plans Report

CFO Pain Points 2024 Report

RCM Technology Adoption Model

GuideIQ, a market intelligence tool

Equity Quotient, helping leaders navigate equity compliance

Turquoise Health, gain a competitive edge through price transparency data

+ more

hfma.org/data

HFMA's Podcast Series

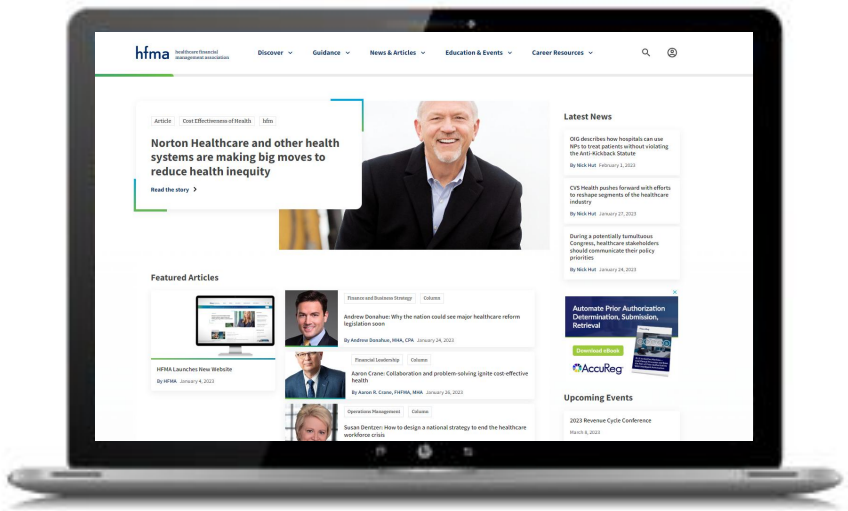
Insights from leading experts on a range of topics in healthcare finance





hfma.org/podcast

Connect: Stay in Touch



hfma.org



HFMA Daily

Community

Social Media

Get Involved

NJ HFMA Upcoming Events

- **New Jersey HFMA Holiday Social – North**
  - Date: 3 December 2026 at 5:30 pm - 8:30 pm ET
  - Location: Tommy's Tavern and Tap
- **New Jersey HFMA Transforming the Revenue Cycle: Strategic Leadership for What's Next**
  - Date: 14 January 2027 at 8:30 am - 5:00 pm ET
  - Location TBD
- **NJ & Metro Philly HFMA: Post Holiday. Ditch the Diet Social - South**
  - 21 January 2027 at 6:00 pm - 9:00 pm ET
  - Chickie's & Pete's Marlton
- **New Jersey HFMA 2026 Annual Golf Outing**
  - 07 May 2027 at 9:00 am - 8:00 pm ET
  - Mercer Oaks Golf Club - East Course

Community Groups



Connect & Communicate	Stay connected beyond events/conferences and continue the discussion in a secure online space Communicate with other industry experts, facilitate meaningful conversations and discuss best practices Build on conference sessions with a follow-up Q&A session with speakers
Share & Collaborate	Share valuable resources and success stories of overcoming challenges Share your expertise and gain visibility through self-publishing articles and discussions Get answers to questions, or new ideas from industry experts to solve problems
Mentor & Lead	Mentor a new member. Help them belong to and be involved with HFMA Lead conversations on important topics Share advice on career paths and certifications
Member Tools	Advanced email notification settings such as curated daily and weekly digests Responsive mobile design for members to stay updated and participate on the go Connect fellow members to conversations with @mentions feature similar to Facebook and LinkedIn

hfma new jersey chapter
healthcare financial management association

Join us on LinkedIn and take a look at our NewsLetter!

Linked In:
https://www.linkedin.com/company/hfma-nj-chapter/

NewsLetter:
https://view.flipdocs.com/?ID=10028850_870707



HFMA NJ Chapter

The New Jersey Chapter of the Healthcare Financial Management Association (HFMA)

Non-profit Organizations · Bridgewater, NJ · 1K followers · 501-1K employees

Get Involved!

- Attend local and national educational events
- Take advantage of networking opportunities
- Write an article, contribute to a podcast
- Speak at an HFMA local or national event
- Participate in national workgroups
- Volunteer for your local HFMA chapter and pursue leadership opportunities
- Contribute to the HFMA online community
- Get certified
- Participate in an HFMA Executive Council
- Refer your colleagues

hfma.org/volunteer

Why Volunteer?

Volunteering for your professional association is a great way to enhance your career, expand your connections and have fun!

Other reasons to volunteer include:



Learn and develop new skills: Enhance leadership, communication and relationship-building skills by engaging with others.



Gain valuable experience: Volunteer experience shows employers that you are a respected, contributing member of your professional community.



Expand your network: Meet like-minded professionals and build long-term personal and professional relationships.



Increase your visibility: Participating as a volunteer exposes you to others in the industry, including hiring managers and recruiters.



Strengthen your resume: Volunteer experience always bolsters a resume and reinforces your commitment to the profession.

NJ HFMA 101 enterprise membership initiative

- Are you a leader amongst your organization that is thinking about or recently purchased an enterprise membership for your organization?
- Did you like this presentation?
- Do you think it would be valuable to have HFMA NJ representatives come onsite to your location and give this presentation to your staff?
- Please reach out and contact:
  - Daniel Demetrops ddemetrops@medixteam.com



Contact Info:
Christine Gordon
cgordon@virtua.org

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hfma.org

THANK YOU!

QUESTIONS?