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CERTIFIED PUBLIC ACCOUNTANTS
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As vice president of FR&R Healthcare Consulting Inc., Betsy is primarily responsible for the day to day activities of FR&R's Health Care Management Group, providing consulting services to the health care industry regarding the reimbursement, regulatory and operational challenges they face. Since joining FR&R in 1989, Betsy has been instrumental in developing FR&R's national reputation as Medicare experts. Her industry knowledge and hands on expertise – including clinical experience as a nursing student and as a Medicare auditor with a fiscal intermediary – make her an invaluable resource to her health care clients, which include skilled nursing facilities, continuing-care retirement communities, assisted living, rehabilitation agencies and senior housing organizations.

Among her accomplishments, Betsy:

- Determined that a nursing home underutilized Medicare services and subsequently recovered and increased revenue by more than \$750,000, after completing a comprehensive review.
- Increased occupancy rates at a long-term care facility by 20 percent by advising them on Medicare and Medicaid certification procedures; the facility now maintains an occupancy rate of more than 90 percent.
- Completed operational staffing reviews to determine if client facilities were properly staffed and made recommendations to streamline operations and increase profits.
- Developed and implemented an admission process that incorporates regulatory and compliance needs for all payor types.
- Reviewed client reports and information requests from state and federal regulatory agencies to ensure documentation was comprehensive, accurate and substantiated claims.

A graduate of Northern Illinois University, where she received her Bachelor of Science in Accountancy, Betsy also spent three years in the nursing program at Aurora University. As head of FR&R's Healthcare Management Group, Betsy serves in a number of key firm positions, including the Personnel Committee. A frequent speaker on health care topics, Betsy has presented for numerous organizations, including the Illinois CPA Society, Life Services Network, Illinois Health Care Association, Illinois Nursing Home Association, Illinois County Nursing Home Association, National Association of Directors of Nursing, Illinois Council on Long Term Care, Indian American Medical Society and Lorman Educational Services. In addition to publishing many articles in state health care newsletters, she is also co-author of A Health Care Provider's Guide to HIPAA, and writes monthly bulletins regarding new regulations and compliance issues for her clients. In addition, the National Trade Press often calls upon Betsy to serve as a trusted story source. Betsy also is a member of several committees sponsored by various nursing home associations in Illinois.