



The Virginia AAHAM Insider

A Newsletter by and for the members of the Virginia Chapter of AAHAM

The President's Message

Fall 2026 Issue

Dear Virginia AAHAM Members,

Happy Fall! I hope you are enjoying the cooler mornings, beautiful fall foliage, and all the seasonal traditions that make this time of year so special.

We recently concluded our Fall Meeting, featuring our Annual Wine Tour and Conference, held September 24-25 in beautiful Charlottesville, Virginia. We were pleased to see such strong participation and extend our sincere appreciation to our speakers and sponsors for helping make this event a success. Your support and dedication are instrumental in providing valuable educational and networking opportunities for our members.

Looking ahead, our Annual Winter Meeting will be held December 9-10 at the beautiful Kingsmill Resort in Williamsburg, Virginia. Additional details and registration information will be available soon, so please be on the lookout. We hope you will join us for this exciting opportunity to connect with colleagues and continue your professional development.

Our chapter also continues to offer complimentary certification webinar series. I would like to extend my sincere thanks to everyone who has participated, as well as to the volunteers who have dedicated their time and effort to making these sessions successful. Your commitment to professional growth, continuing education, and the advancement of our industry is greatly appreciated.

The AAHAM Annual National Institute (ANI) will take place October 18-21, 2026, at the Loews Philadelphia Hotel in Philadelphia, Pennsylvania. ANI provides an outstanding opportunity to learn from industry leaders, network with revenue cycle professionals from across the country, and earn valuable educational credits. I plan to attend and hope to see many of you there!

We are also working to enhance our quarterly newsletter and welcome your ideas and feedback. If you have suggestions for future articles, member spotlights, industry updates, or educational content, please contact our Publications Chair, Sara Quick, at squick@augustahealth.com. Your contributions and perspectives help ensure our newsletter remains a relevant and valuable resource for our membership.

As always, your feedback is important to us. If there are specific topics you would like to see addressed at future meetings or additional ways our chapter can support your professional goals, please do not hesitate to reach out. We remain committed to providing meaningful educational opportunities, encouraging professional development, and fostering a strong, engaged community of healthcare revenue cycle professionals.

Thank you for your continued support of Virginia AAHAM. It is a privilege and an honor to serve as your President, and I look forward to connecting with you at our upcoming events.

Warm regards,

Amy Beech, CRCE

President, Virginia Chapter of AAHAM

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INSTAGRAM: VAAAHAM





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Virginia Hospital Advocate Newsletter

Join the Hospital Grassroots Network!

Sign up for the VHHA Hospital Grassroots Network to join our rapid response network that helps legislators understand the importance of a pending health care vote or issue.

The Virginia Hospital Advocate newsletter will also help keep you updated on key issues so that you're informed and ready to respond when an urgent action alert is issued.



Register online today!



Support Dedicated Legislators through HosPAC!

HosPAC is VHHA's political action committee. HosPAC provides organized, effective political action by supporting candidates who will work to improve quality health care through policies that recognize the importance of Virginia's hospital and health systems.

To contribute,
please visit www.VAHosPAC.com.

HosPAC participation is strictly voluntary and not tax deductible.





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Sponsorship Overview by Owen....

The Virginia Chapter of AAHAM is actively seeking sponsors to join us for the 2026 sponsorship year!

Are you ready to amplify your brand and make waves in the healthcare revenue cycle industry? The Virginia Chapter of AAHAM is rolling out the red carpet for our 2026 sponsorship season, and we want YOU to join the excitement!

By becoming a sponsor, you'll take center stage with decision-makers and trailblazers in the healthcare finance world. This is your chance to build meaningful relationships, share your expertise, and show how your solutions can help drive success across the industry.

Here's why you don't want to miss out:

Get Seen and Be Heard! Boost your brand visibility through our events, newsletters, and website.

Make Meaningful Connections! Connect directly with key professionals at our chapter meetings and conferences.

Be Part of the Solution! Partner with industry leaders to tackle the hottest challenges in healthcare finance.

Whether you're a returning superstar or new to the scene, we've got sponsorship tiers that fit your goals like a glove. Head over to the Virginia AAHAM website to check out all the perks and secure your spot today!

Don't miss out on the chance to be part of one of the region's most engaged healthcare financial management communities. Secure your sponsorship and help us make 2026 our best year yet!

For more information– Contact Owen Foley

Owen.Foley@pennncredit.com





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The Virginia Chapter of AAHAM Publications Committee is Seeking Committee Members!

No Experience Necessary!

As a member of the publication committee, you can earn AAHAM CEU's while collaborating with other Chapter members, vendors, and authors.

Writers Wanted!

Newsletters are published quarterly. Don't miss your chance to be read, recognized, and rewarded for your writing talent!

Submit articles or, express interest in participating on the Virginia AAHAM Publication Committee. Contact Sara Quick for information!

squick@augustahealth.com





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AAHAM Certification Options:

The AAHAM Certified Revenue Cycle Executive

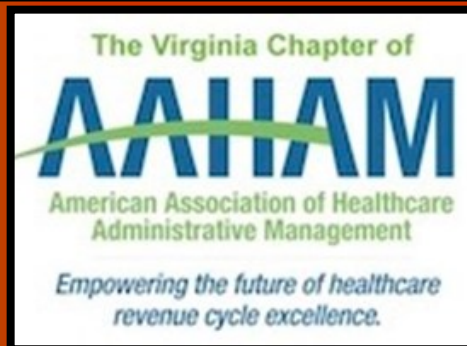
The AAHAM Certified Revenue Cycle Professional

The AAHAM Certified Revenue Integrity Professional

The AAHAM Certified Revenue Cycle Specialist

The AAHAM Certified Compliance Technician

What are the AAHAM Exams?



What is the AAHAM CRCE (Executive) certification?

Executive Certification is an extensive online proctored exam directed to all senior and executive leaders within the healthcare revenue cycle industry, to help equip them for strategic management of the business. This certification possesses the highest level of difficulty combining content knowledge of the business with critical thinking and communication skills.

What is the AAHAM CRCP (Professional) certification?

Professional Certification is an online proctored exam directed to supervisors and managers in the revenue cycle industry, to validate their knowledge and skills. This certification is for the individual who desires confirmation and recognition of their expertise and/or for those who aspire to the executive level certification.





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What are the AAHAM Exams?

What is the AAHAM CRIP (Revenue Integrity Professional) certification?

The Revenue Integrity Professional (CRIP) is an online proctored exam directed to anyone in the revenue cycle industry to help ensure that facilities effectively manage their charge master, and bill and document appropriately for all services rendered to a patient. This certification requires an in-depth, working knowledge of various revenue cycle areas and proper skill sets needed to increase revenue and reimbursement for facilities. It also ensures that proper charging takes place to maintain compliance within the insurance payer programs.

What is the AAHAM CRCS (Specialist) certification?

Specialist certification is an online proctored exam that tests the proficiency of staff involved in the processing of patient accounts and to prepare them for the many details needed to perform their daily job duties.

What is the AAHAM CCT (Compliance) certification?

Compliance certification is an online proctored exam that thoroughly tests competencies in healthcare compliance for all staff involved in the processing of patient accounts. It is intended to meet the annual employee compliance training requirements and to support individuals with professional compliance responsibilities in both institutional (hospital, health system) and professional (physician, clinic) settings. It also ensures that proper charging takes place to maintain compliance within the insurance payer programs and to prepare them for the many details needed to perform their daily job duties.





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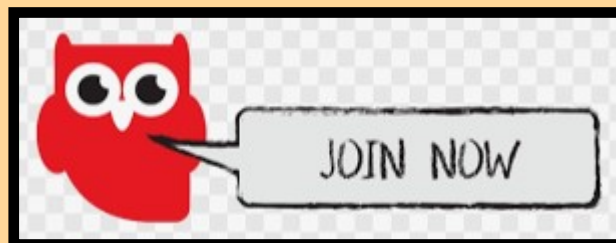
2026 VA AAHAM Membership Application

We are thrilled to be growing the Virginia Chapter of AAHAM. Visit our [online membership application](#) and payment options to join or renew your membership with the Virginia Chapter of AAHAM!

Take advantage of these important benefits...

- Problem solving and solution sharing with your associates
- Educational seminars & workshops, conference presentation materials
- Membership directory
- Chapter newsletter
- Reduced fees for chapter education events
- Interaction & networking with peers
- Preparation assistance for certification tests that demonstrate your professional skills
- Certification Training webinar slides and recordings

[Join VA AAHAM](#)





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Upcoming Events

Upcoming Certification Exam Dates and Registration Deadlines

Certification Exams will be available soon, be on the look out for more information.





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Upcoming Events

Virginia Chapter of AAHAM

2026 - Save the Dates:

Winter Conference at Kingsmill Resort in Williamsburg—Dec 9th and 10th



Please be sure to watch out for email blasts with registration details for Virginia AAHAM's next Conference! As always, you can view our events page on our website for upcoming events.





Virginia Fall Conference & Wine Tour Photos

Thank you to all who attended!!





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Virginia Fall Conference & Wine Tour Photos





Virginia Fall Conference & Wine Tour Photos



Networking





Virginia Fall Conference & Wine Tour Photos

Speakers





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Virginia Fall Conference & Wine Tour Photos



Vendors





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VA AAHAM Executive Board Elections 2026-2027



New Executive Board 2026-2027

Amy Beech– President

Cathy Price– 1st Vice President

Leo Sutton– 2nd Vice President

Arlynn Flecker– Treasurer

Sara Quick– Secretary





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Virginia AAHAM Executive Board 2024-2025

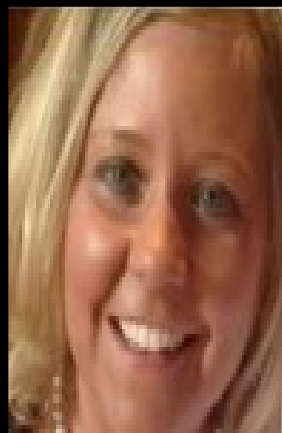


Chairperson of the Board

(Chapter of Excellence Committee)

Pam Cornell, CRCE, Sr A/R Resolution Specialist
Mercury Accounts Receivable Services

Email: pscornell2001@yahoo.com



President

(Committee Chairperson: Nominating Committee; Accounts Receivable/Third Party Payer Committee)

Amy Beech, CRCE, Patient Financial Services Manager

Augusta Health
P.O. Box 1000 Fishersville, VA. 22939

Office: (540) 245-7216

Email: abeech@augustahealth.com



First Vice President

(Committee Chairperson: Membership & Chapter Development: Chapter Awareness)

Cathy Price-Campbell, CRCP

Email: catprice@gmail.com





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Virginia AAHAM Executive Board 2024-2025



Second Vice President

(Committee Chairperson: Education Committee; Government Relations Committee)

Leo Sutton

Email: leosutton@gmail.com



Secretary

(Committee Chairperson: Publications Committee)

Sara Quick, CRCS, CCT Patient Data Quality Training and Auditing

Augusta Health
P.O. Box 1000 Fishersville, VA. 22939

Office: (540) 332-4929

Email: squick@augustahealth.com



Treasurer

(Committee Chairperson: Vendor Awards Committee)

**Arlynn Flecker, VP of Compliance and Client Experience
Nationwide Credit Corporation
5503 Cherokee Ave, Suite 100 Alexandria, VA 22312**

Office: (571) 499-4399

Email: Arlynn.Flecker@nccva.com

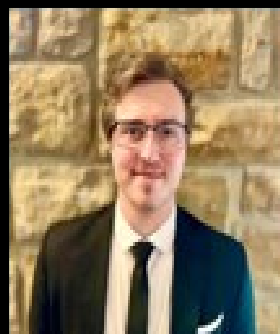




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Virginia AAHAM Executive Board 2024-2025



Appointed Board Member: SPONSORSHIP COMMITTEE

Owen Foley, Regional Business Development Manager

Penn Credit

Office: (717)- 441-5458

Email: Owen.Foley@penncredit.com



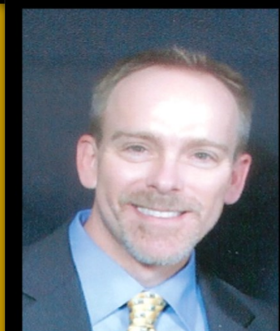
Appointed Board Member: CERTIFICATION COMMITTEE

Leanna Marshall, CRCE, Retired

Charlottesville, VA

Phone: (434) 962-8508

Email: marshallleanna86@gmail.com



Appointed Board Member: FINANCE COMMITTEE CHAIR

David Nicholas, CRCE, President

Mercury Accounts Receivables Services, LLC

Office: (703) 825-8762

Email: David@MercuryARS.com



Appointed Board Member: COMMUNICATIONS CHAIR

Emoni White

Sentara Health

Office:

Email: evwhite82@live.com





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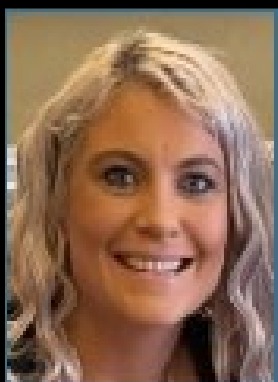
Virginia AAHAM Executive Board 2024-2025



Honorary Board Member

Linda Patry, CRCE, Retired

Email: linpatry@gmail.com



Committee Chairperson Student Membership Committee

Danielle Sadrack

Credit Control Corporation

Email: dsadrack@credcontrol.com





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- University of Virginia*
- NCC*
- Knowtion Health*
- Credit Control Corporation*
- Mercury Account Receivable Services*
- Annuity Health*
- Elevate*
- Penn Credit*
- Hollis Cobb*



- Peer Insights*
- e-Insights*



- MDS*





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For over 40 years, ElevatePFS has built its reputation as a leading national revenue cycle management services provider trusted by hospitals and health systems across the country.

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GIVE US A CALL TO DISCUSS THESE SERVICES

ABOUT US

We are a team of energetic and dedicated professionals who provide healthcare accounts receivable services. We have a passion about insurance billing, follow-up and accounts receivable resolution that is unmatched in the industry. Our professionals are members of the American Association of Healthcare Administrative Management (AAHAM), so we take our profession and your accounts receivable seriously. We specialize in all insurance receivables including Medicare, Medicaid, Blue Cross Blue Shield, Commercial, Managed Care, and Workers' Compensation. We are grateful to be of service to you.

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Aged Accounts Receivable Outsourcing

Small Balance Billing and Follow-Up

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INSIGHTS

PREDICTIVE CASH RECOVERY





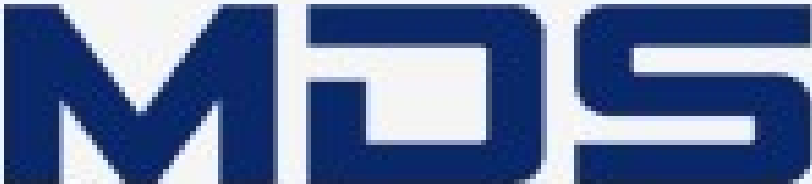
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Healthcare Receivables Management Specialists





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Fall
FACT OR FICTION

DECIDE IF EACH STATEMENT IS FACT OR FICTION
THE MOST CORRECT ANSWERS WINS!

1. BRITISH USE THE WORD "FALL" WHILE AMERICANS USE "AUTUMN"
A. FACT B. FICTION _____
2. THE HARVEST MOON WAS THE ORIGINAL BEGINNING OF FALL
A. FACT B. FICTION _____
3. FALL IS CAUSED BY THE EARTH'S TILT NOT DISTANCE FROM THE SUN
A. FACT B. FICTION _____
4. EXTRA WEIGHT GAIN AROUND FALL IS CAUSED BY FOOD NOT LACK OF SUN
A. FACT B. FICTION _____
5. PUMPKIN SPICE ACTUALLY HAS NOTHING TO DO WITH PUMPKINS
A. FACT B. FICTION _____
6. THE COLOR CHANGE IN LEAVES IS CAUSED BY CHLOROPHYL
A. FACT B. FICTION _____
7. MORE PEOPLE GO FROM SINGLE TO RELATIONSHIPS IN FALL THAN OTHER SEASONS
A. FACT B. FICTION _____
8. ANCIENT PEOPLE WORE HALLOWEEN COSTUMES TO CELEBRATE THE DEAD
A. FACT B. FICTION _____
9. BIRDS CAN MIGRATE AS FAST AS 55 MILES AN HOUR IN THE FALL
A. FACT B. FICTION _____
10. "LEAF PEEPING" IS A FALL ACTIVITY THAT CAN BRING UP TO \$3 BILLION TO NEW ENGLAND STATES
A. FACT B. FICTION _____





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Fall

V	T	L	H	Y	H	V	X	D	F	P	A	U	V	G
S	S	E	V	A	E	L	J	F	R	A	L	F	N	G
E	X	J	I	P	L	K	P	A	Z	U	U	Y	U	P
P	O	A	U	P	N	L	R	E	P	T	D	X	C	P
T	F	Y	C	F	X	I	O	U	F	U	D	G	S	S
E	D	H	U	I	Q	G	K	W	T	M	C	T	A	R
M	V	P	S	H	D	H	H	P	E	N	O	R	U	G
B	L	S	Q	C	D	E	A	X	M	E	R	A	K	E
E	D	I	R	Y	A	H	R	E	N	U	N	O	O	T
R	E	H	K	B	P	R	V	I	O	C	P	E	C	P
V	T	S	N	K	P	A	E	E	F	A	Z	Q	T	A
S	V	H	S	U	L	D	S	C	E	N	M	W	O	Q
H	I	J	T	D	E	P	T	W	R	F	O	T	B	V
W	V	C	Q	P	S	L	V	Y	X	O	U	B	E	Q
N	M	Q	R	E	B	M	E	V	O	N	W	T	R	S

ACORN
APPLES
AUTUMN
BONFIRE
CIDER
CORN
GOURD

HALLOWEEN
HARVEST
HAY RIDE
LEAVES
NOVEMBER
OCTOBER
PIE

PUMPKIN
RAKE
SCARECROW
SEPTEMBER
TURKEY





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Nutter Butter Acorns

Ingredients

- 8 Nutter Butter cookies
- 1 cup chocolate candy melts or candy coating
- 1/2 cup chocolate sprinkles
- 8 thin pretzel sticks, broken in half



Instructions

- 1 Horizontally, cut each cookie in half.
- 2 Melt the chocolate candy melts or coating according to package directions.
- 3 Put the chocolate sprinkles in a small bowl. Dip the cut side of the cookie half about a quarter of the way into the melted chocolate coating and let the excess drip off.
- 4 Dip the coated end into the bowl with the chocolate sprinkles, then immediately stick the broken end of half a pretzel stick into the dipped side of the cookie so it stays as the candy coating sets. Lay on a piece of parchment paper to set.
- 5 Repeat with remaining cookie halves.





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This publication is brought to you through the collective efforts of the Publications Committee.

Sara Quick— squick@augustahealth.com

Dakota Frazier— dfrazier@augustahealth.com



What is AAHAM?

AAHAM is a premier professional organization for healthcare administrative management. Our goal is to provide quality member services and leadership in the areas of education, communication, representation, professional standards and certification. Virginia AAHAM was founded in 1982 as the American Guild of Patient Account Management. Initially formed to serve the interests of hospital patient account managers, AAHAM has evolved into a national membership association that represents a based constituency of healthcare professionals.

