

10 Things That Affect Your Bottom Line

The fourth annual Treatment Center Investment & Valuation Retreat brings together owners and senior executives from the addiction treatment and recovery community to meet with key members of the investment and financial community for an exclusive three-day educational, business, and networking event.

[Session Title: 10 Things That Affect Your Bottom Line](#)

[Speakers: Andrew Martin & Harry Nelson](#)

Topic:

Today's business climate presents behavioral health providers with unprecedented challenges in maintaining and enhancing the bottom line. Programs that grew under the Affordable Care Act have encountered new obstacles and downward pressure on margins. Others are navigating a changing competitive landscape and substantial compliance responsibilities. The next several years portend new challenges, including pressure to advance evidence-based clinical protocols, closer regulatory scrutiny and a fundamental shift toward the emerging reimbursement models that aim to pay for value. How should behavioral health providers adapt and strategize for the future? This session will focus on the top 10 essential strategies for growth, smart innovation, performance and long-term sustainability.

Upon attending this session, participants will be able to:

- Understand the impact of reimbursement trends in the short-term and long-term.
- Name several key drivers of value in program operations.
- Understand the critical role of compliance as a fundamental driver and foundational element of quality and strategic growth.