



Smart decisions. Lasting value.<sup>TM</sup>

# Certified Net Revenue Analyst (CNRA)

## Q&A Webinar

February 20, 2019

Michele Fohl, CNRA

# Agenda

---

- Introduce the Certified Net Revenue Analyst certification program
- Program Overview
  - What is the CNRA certification?
  - How do I get the credential?
  - What are the requirements to maintain the credential?
  - How do I sign-up?

# Certified Net Revenue Analyst (CNRA)

---

## ***What is the CNRA certification?***

- Developed by the Crowe Healthcare team
- Education and recognition
  - Healthcare Finance Professionals and Healthcare Organizations
  - Understand Crowe's Revenue Cycle Analytics (RCA) software application
  - Ability to use the software to:
    - Perform the monthly close process
    - Explain net revenue

# Certified Net Revenue Analyst (CNRA)

---

## ***What's in it for me?***

- Signify your knowledge, experience, and commitment to understanding RCA and net revenue
- Distinguish yourself as a leader and high-level professional
- Validate your net revenue skills and knowledge
- Enhance your credibility and value in the marketplace
- Support your professional development
- Join an ever growing community of over 60 healthcare professionals who currently hold the CNRA designation

# Certified Net Revenue Analyst (CNRA)

---

## ***Steps to Achieve CNRA certification***

### ***Apply and be authorized to sit for the CNRA exam***

- Requirements to register:
  - Belong to an organization currently using RCA
  - Possess a strong understanding of the RCA core modules
  - Assist in the preparation and / or analysis of the monthly net revenue
  - **Note:** We request 5-10 business days to review your registration and will notify you of your status after that time.

# Certified Net Revenue Analyst (CNRA)

---

## ***Steps to Achieve CNRA certification***

### ***Apply and be authorized to sit for the CNRA exam***

- Bi-annual CNRA exam sessions will be offered in the following Crowe offices:
  - February 21<sup>st</sup>, 2019: Dallas, TX
  - August 22<sup>nd</sup>, 2019: Chicago, IL
- 2019 Summit CNRA exam sessions will also be offered:
  - September 19<sup>th</sup>, 2019

# Certified Net Revenue Analyst (CNRA)

---

## ***Steps to Achieve CNRA certification***

### ***Apply and be authorized to sit for the CNRA exam***

- Cost
  - A payment of **\$400** will be required to register for **the exam**
  - Intensive **3-day training** session is offered during the week of the exam at a price of **\$2,400** per participant (includes price of exam)
- Once successfully registered, you will receive online access to:
  - CNRA Users' Manual
  - CNRA practice exam

# Certified Net Revenue Analyst (CNRA)

---

## ***Steps to Achieve CNRA certification***

### ***Apply and be authorized to sit for the CNRA exam***

- Though not a requirement, Crowe strongly recommends anyone planning to sit for the CNRA exam:
  - Study the CNRA Certification Manual well in advance of the exam date
  - Complete the CNRA practice exam before taking the actual CNRA exam

# Certified Net Revenue Analyst (CNRA)

---

## ***Steps to Achieve CNRA certification***

- The CNRA exam contains 200 multiple choice questions comprised of:
  - RCA application
  - Net revenue theory
  - Data flow
  - Net revenue reporting
- Individuals sitting for the CNRA exam will have 4 hours to complete the exam
- Exam results will be immediately available upon completion
- You must correctly answer at least 140 questions (70%) in order to earn your certification

# Certified Net Revenue Analyst (CNRA)

---

## ***What are the requirements to maintain the credential?***

- Annual dues of \$150
  - Per CNRA professional
  - Will be invoiced each January beginning in 2018
- Earn a minimum of four hours of Crowe continuing education credit each calendar year by:
  - Attending the annual Healthcare Summit
  - Obtaining continuing education credit from at least 4 Crowe Healthcare hosted webinars
  - Attending at least 6 hours of any other Crowe educational series (e.g., accounting and auditing updates, etc.)

# Certified Net Revenue Analyst (CNRA)

---

## *How do I sign-up?*

Start the process by registering here:

**<https://go.crowe.com/cnra-examination-request.aspx>**

# Certified Net Revenue Analyst (CNRA)

---

## ***Who can I contact with questions?***

Molly Birtwistle

317.706.2769

[Molly.Birtwistle@crowe.com](mailto:Molly.Birtwistle@crowe.com)

Michele Fohl CNRA

317.706.2728

[Michele.Fohl@crowe.com](mailto:Michele.Fohl@crowe.com)

Brad Heaton CHFP, CNRA

317.208.2578

[Brad.Heaton@crowe.com](mailto:Brad.Heaton@crowe.com)

Thank you!