

**BETSY A. NICOLETTI**  
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**Professional Experience:**

**Medical Practice Consulting, LLC**  
115 Parker Hill Rd.  
Springfield, Vt. 05156

Consultant

March, 1998--present

Provide project consultation and ongoing management in physician practice operations, including budgeting, staffing, marketing, coding and A/R. Specializing in coding education, E/M audits and compliance plan implementation. Credentialed as a Certified Professional Coder, 2001

**Enterprise Benefit Management**  
14 Clinton St.  
Springfield, Vt. 05156

September, 1997—February, 1998

Chief Operating Officer

Started EBM, a Third Party Administrator, as a subsidiary corporation to BC/BS of Vermont. Responsible for all aspects of the start-up: operations, developing marketing materials, sales and presentations and establishing relations with underwriters. EBM is a commercial TPA providing medical and dental administration, Utilization Management, COBRA, HIPAA and Short-Term Disability administration.

**Network Management Services**  
252 River St.  
Springfield, Vt. 05156

July, 1988 – August, 1997

Chief Operating Officer

Established a physician management and billing service, providing consultation and centralized services to both hospital owned and private practices. Responsible for physician practice operations, including budgeting, personnel, third party contract review and centralized billing and information systems. Provided consultation to private practices, both primary care and specialists, on all aspects of medical practice. NMS billed \$14 million of physician services in 1997. NMS, as an entity, had revenues of \$900,000 and was a profitable operation.

**Social Work Experience:**

**Worked as a social worker from 1975--1981**

**Education:**

1994 - MS, Organization and Management, Antioch New England, Keene, N.H.

1977 - MSW, School of Social Work, University of Pittsburgh, Pittsburgh, PA

1975 - BASW, School of Social Work, University of Pittsburgh, Pittsburgh, PA

**Certification:**

2001- Certified Professional Coder

**Professional Affiliations:**

Member: MGMA, HFMA, National Speakers Association

**Publications:**

Author, Auditing Physician Services, published by Greenbranch Publishing

Field Guide to Physician Coding, Greenbranch Publishing

"Reimbursement for Preventive Services," Health Promotion and Disease Prevention in Clinical Practice, 2nd edition, Steven H. Woolf, Editor. Lippincott Williams & Wilkins, Winter, 2006

Articles published in Medical Economics, Family Practice Management, Journal of Medical Practice Management, Physicians Practice Journal, and others.

**2012 Speaking Engagements:** American College of Surgeons, Greenbranch Publishing, DecisionHealth, AAOHNN, McKesson, Kareo, PSS MedExpo