



# Getting Paid Shouldn't be this Hard:

*Why Labs Still Struggle  
and What to Do About It*

Tuesday, September 9, 2025

# Speakers



## **Darla Wanitschke**

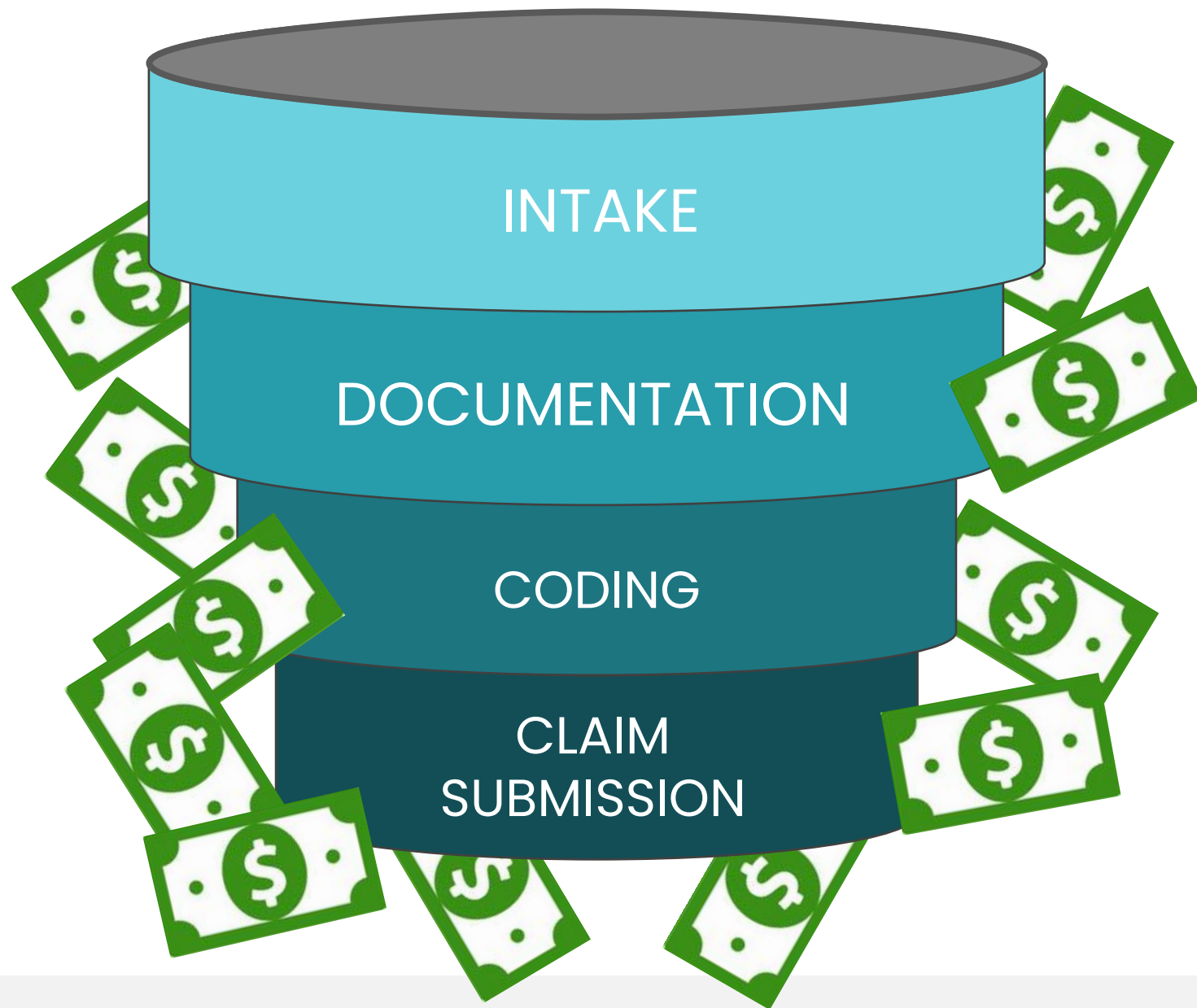
Vice President of Customer Success  
TELCOR Inc



## **Brandon Garner**

Director of Sales  
TELCOR Inc

The Problem:  
Revenue Leakage  
is Everywhere



Missing Docs =  
Missing Dollars



Bad Insurance Info =  
Bad Outcomes



# Prior Authorizations: Denied if Delayed



# Claim Management Doesn't End at Submission



# How TELCOR RCM Stops Revenue Blockers



## Tools & Automation

Integrated document management

Prior authorization workflow

Automated appeals process

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## Data Visibility

One system, no outside modules

Payer-specific insights

Denial trending & appeal performance

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## Proven Results

Scalable for future growth

30%+ productivity improvement

20%+ collection improvement

# See the Impact



**25%**

**Reduction  
in Denials**



**30%**

**Faster  
DSOs**



**20%**

**Increase in  
Collections**

**Do more with less staff**

# Get Ahead of the Barriers



**Missing Docs=  
Missing Dollars**



**Bad Insurance Info=  
Bad Outcomes**



**Prior Authorizations:  
Denied if Delayed**



**Claim Management  
Doesn't End at  
Submission**



REACH FOR MORE >>>

# Understanding an RCM Gap Analysis

Two Part Webinar

Tuesday, Sept. 16 at 12:00 PM CT

Stop Losing Money Due to Denials and Unworked Claims

Thursday, Sept. 18 at 12:00 PM CT

Visibility > Action > Revenue



**Sandra Pearson**  
President  
Pearson Healthcare Consulting



**Darla Wanitschke**  
Vice President of Customer Success  
TELCOR