



Contracting with Confidence: A Healthcare Leader's Guide to Payor Negotiation & Protection

ONLINE COURSE

Course Overview

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Session 1: Preparing for Contract Negotiations

Thursday, February 5, 2026 | 7:30 AM - 9:30 AM pacific



Session 2: Submitting Requests for Contract and Rate Changes

Thursday, February 19, 2026 | 7:30 AM - 8:30 AM pacific



Session 3: Contract Language—What to Negotiate and What to Avoid

Thursday, March 5, 2026 | 7:30 AM - 8:30 AM pacific

An invitation for
WSHLA members from:

Free to attend

