
THE KLH REVENUE LETTER

June 2026	Volume I	www.klhmedicalbilling.com
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**Built on Purpose. Driven by
Impact.**

Celebrating One Year of Helping Behavioral Health
Practices Build Stronger Systems, Cleaner Workflows,
and Healthier Revenue Cycles

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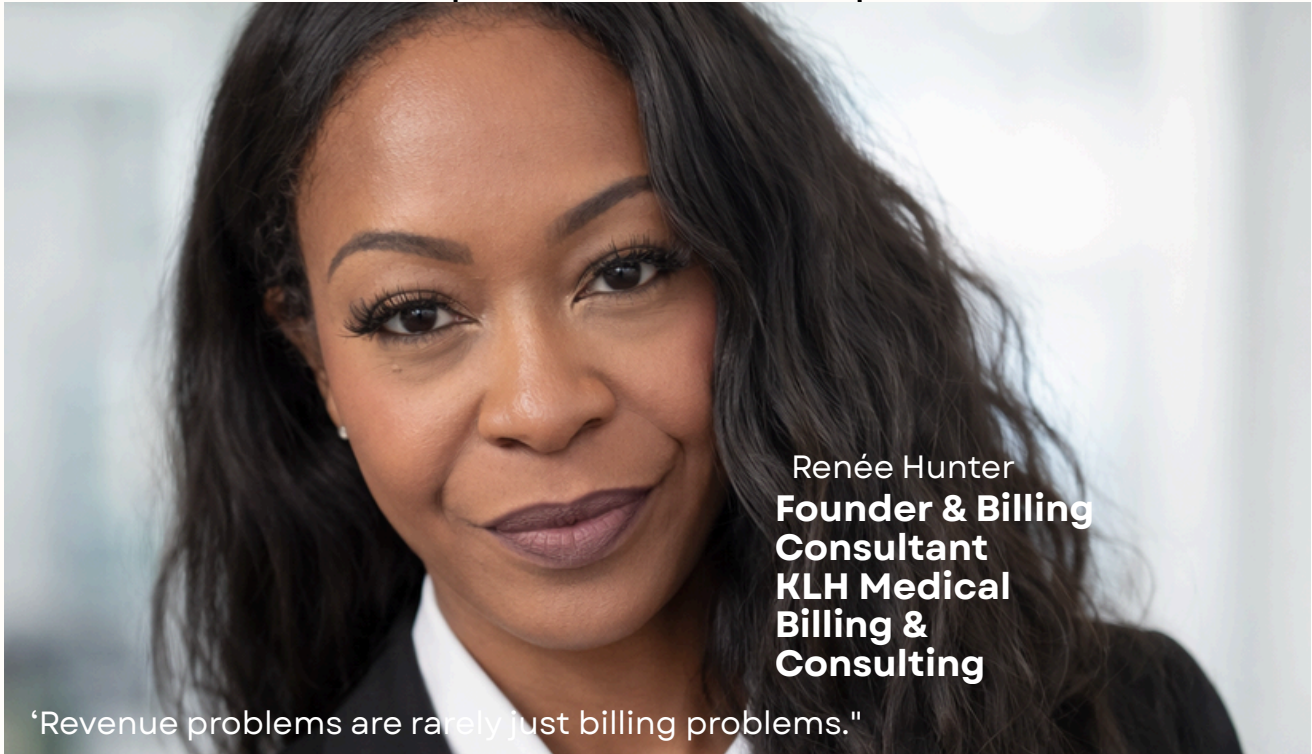
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A YEAR OF PURPOSE, GROWTH & PARTNERSHIP

June 2026

Volume 1

www.klhmedicalbilling.com



Renée Hunter
**Founder & Billing
Consultant
KLH Medical
Billing &
Consulting**

'Revenue problems are rarely just billing problems.'

One Year Later

One year ago, on June 6, 2025, I launched KLH Medical Billing & Consulting with a vision of helping behavioral health practices build stronger systems, cleaner workflows, and healthier revenue cycles. Over the past year, I've learned that sustainable growth comes from operational excellence. The strongest practices are not always the busiest practices—they are the ones committed to consistency, accountability, and strong processes. Thank you to every client, provider, and practice owner who trusted KLH during its first year. This is only the beginning.

FROM THE FOUNDER

"Revenue problems are rarely just billing problems."
– Renée Hunter

Lessons Learned in Year One

"Revenue problems are rarely just billing problems."
Most revenue challenges begin long before a claim is submitted. Missing demographics, unsigned notes, incomplete intake paperwork, credentialing delays, and inconsistent workflows all impact financial performance. The practices that thrive are the practices that build strong systems first.

Revenue Starts Before Billing

Revenue problems are rarely just billing problems. Many practice owners assume revenue cycle issues begin when a claim is denied. In reality, most revenue challenges start long before a claim is ever submitted. After working with behavioral health practices for more than 25 years, I've learned that strong revenue performance is built on strong operational processes. When the foundation is weak, billing teams spend their time correcting preventable issues instead of maximizing collections. **The strongest practices are not always the busiest they are the ones built on consistent systems, accountability, and operational excellence.**

Common Revenue Roadblocks

- ✓ Unsigned Notes
- ✓ Insurance Verification Gaps
- ✓ Missing Demographics
- ✓ Credentialing Delays
- ✓ No Card on File

KEY TAKEAWAY

Strong Revenue Begins With Strong Operations

Revenue isn't created in the billing office. It starts with complete intake paperwork, accurate insurance verification, timely documentation, and consistent workflows.

Practices that build operational excellence create healthier revenue cycles, stronger cash flow, and better patient experiences.

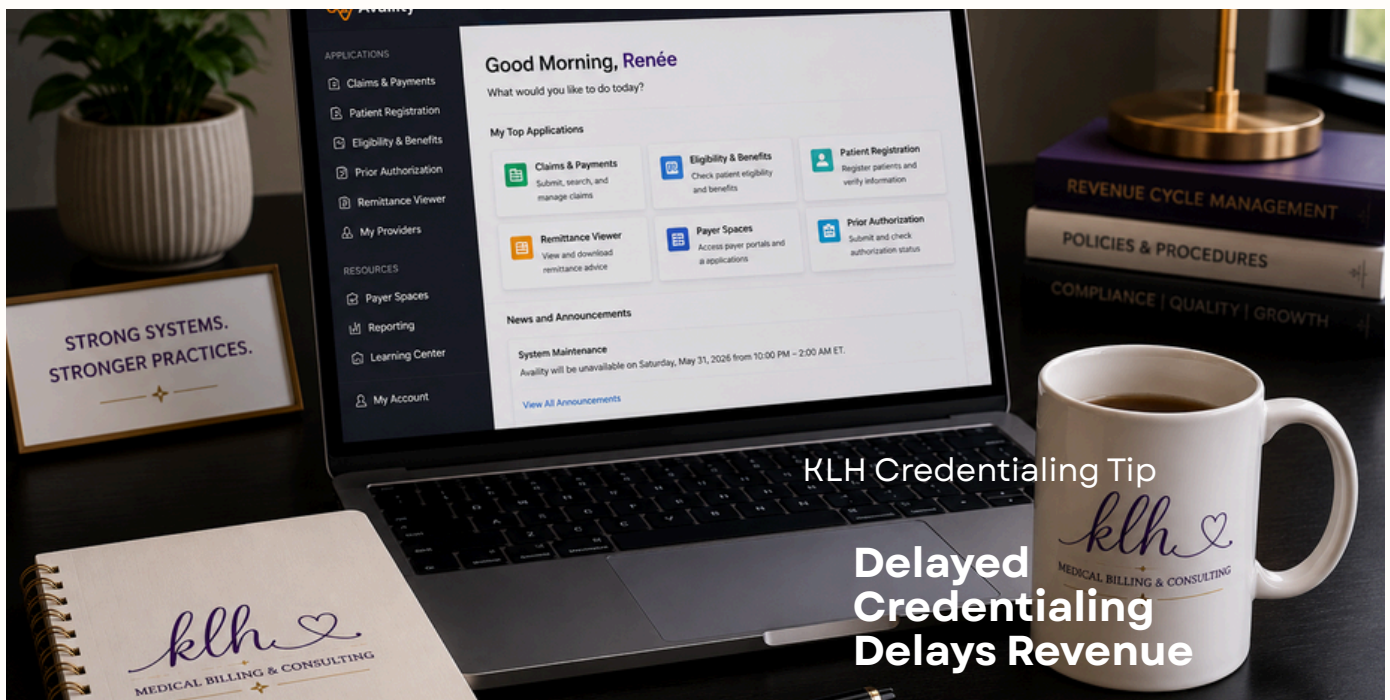
KLH

CREDENTIALING CORNER

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KLH Credentialing Tip

**Delayed
Credentialing
Delays Revenue**

Why Credentialing Matters

Credentialing is more than paperwork it is one of the most important operational investments a behavioral health practice can make.

Without active payer enrollment, providers cannot bill contracted insurance plans, creating unnecessary delays in scheduling, billing, and revenue collection.

Strong credentialing processes support stronger revenue cycles, smoother onboarding, and a better patient experience.

Every day a provider waits for credentialing is another day appointments may be delayed, claims cannot be submitted, and revenue is postponed. Successful credentialing starts with accurate applications, an up-to-date CAQH profile, consistent payer follow-up, and proactive tracking.

Five Credentialing Best Practices

- ✓ Keep CAQH updated and attested
- ✓ Track every payer application
- ✓ Verify effective dates before scheduling
- ✓ Monitor recredentialing deadlines
- ✓ Follow up until enrollment is complete



THANK YOU FOR READING
Building Stronger Systems. Creating Healthier Revenue Cycles.

Revenue Reminder

Revenue doesn't begin when a claim is submitted.
It begins with complete intake paperwork, accurate insurance
verification, timely documentation, and operational accountability.
Every strong practice is built on consistent systems.

KLH Services

- ✓ Revenue Cycle Management
- ✓ Behavioral Health Billing Consulting
 - ✓ Provider Credentialing
- ✓ Medicaid & Commercial Enrollment
 - ✓ Workflow Development
- ✓ Practice Operations Consulting
- ✓ Revenue Recovery & A/R Analysis

Connect with KLH

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FROM THE FOUNDER

"The strongest practices aren't built by chance. They're built through intentional systems, accountability, and a commitment to operational excellence.

Thank you for being part of the KLH community. I look forward to continuing to share insights, strategies, and practical tools that help behavioral health practices thrive."

Renée Hunter

Founder & Billing Consultant
KLH Medical Billing & Consulting