
KMC
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UNIVERSITY
Empower Your Team
While Minimizing Risk
Presented by:
Kathy Weidner, MCS-P, CPCO, CCPC, CCCA
April Lee, DC, CPCO

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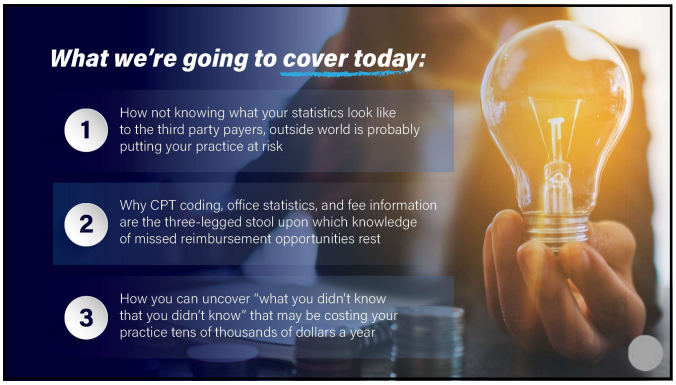
What we're going to cover today:
1
How not knowing what your statistics look like to the third party payers, outside world is probably putting your practice at risk
2
Why CPT coding, office statistics, and fee information are the three-legged stool upon which knowledge of missed reimbursement opportunities rest
3
How you can uncover "what you didn't know that you didn't know" that may be costing your practice tens of thousands of dollars a year

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The problem

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They don't teach you
this in school

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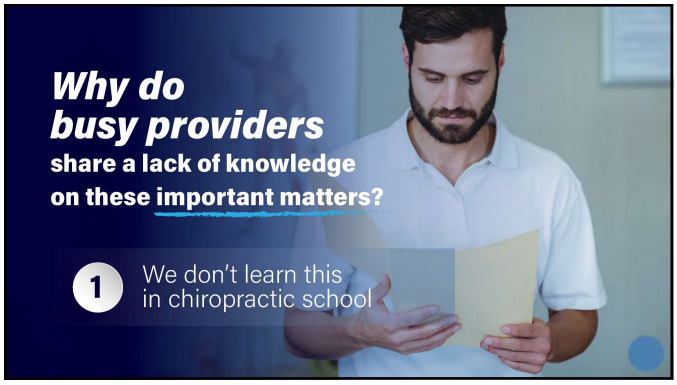
Why do
busy providers
share a lack of knowledge
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We don't learn this
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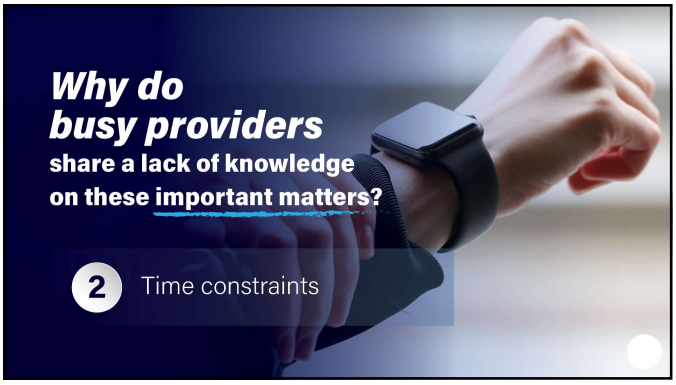
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2
Time constraints

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Why do
busy providers
share a lack of knowledge
on these important matters?
3 Complexity of data

7


Why do
busy providers
share a lack of knowledge
on these important matters?
4 Perception of role

8


Why do
busy providers
share a lack of knowledge
on these important matters?
5 Lack of resources

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How is
a busy practitioner to know
what is and isn't important?
1 Review and analysis of CPT coding data

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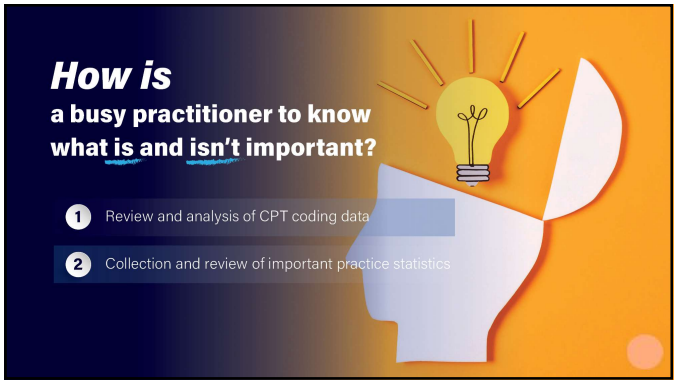
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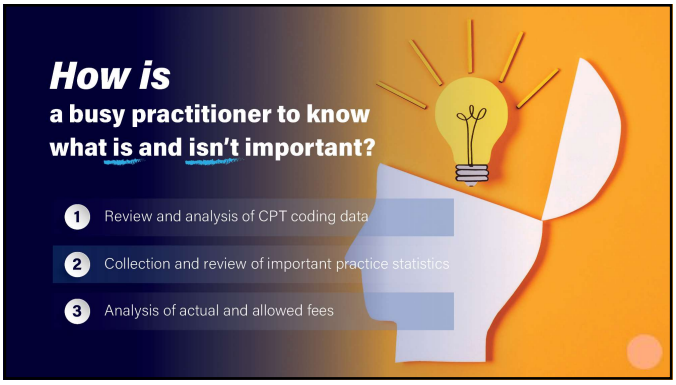
How is
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what is and isn't important?
1 Review and analysis of CPT coding data
2 Collection and review of important practice statistics
3 Analysis of actual and allowed fees

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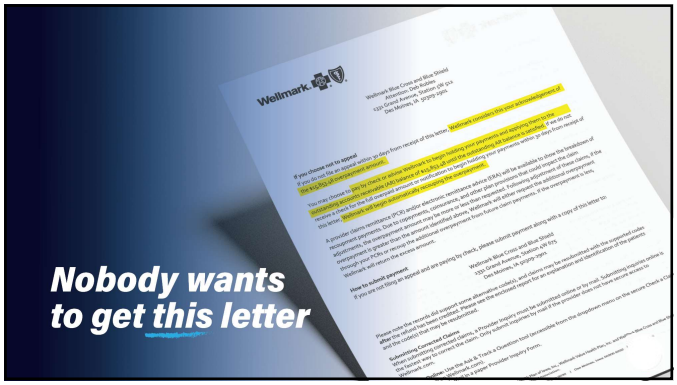

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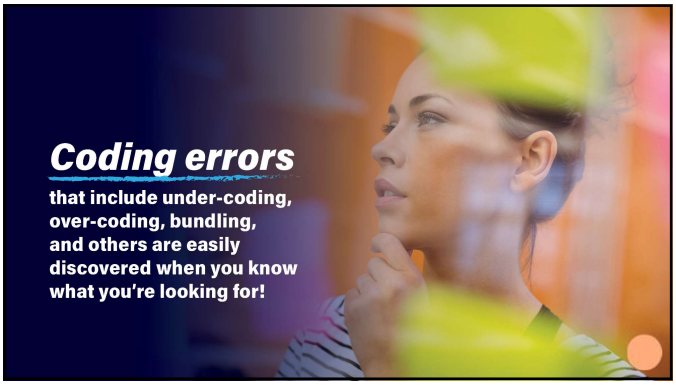

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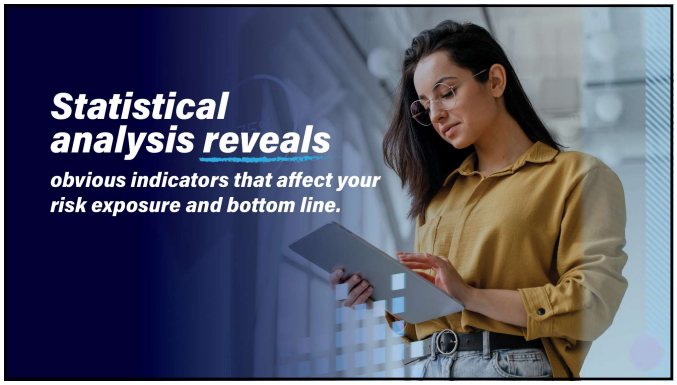

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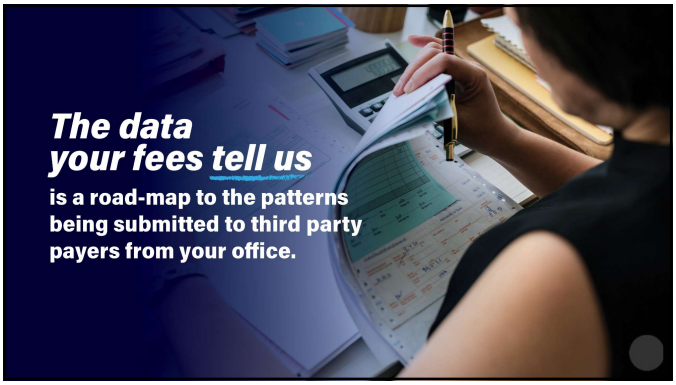

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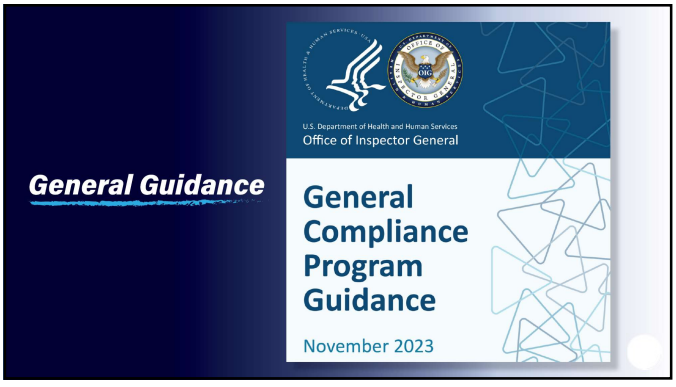

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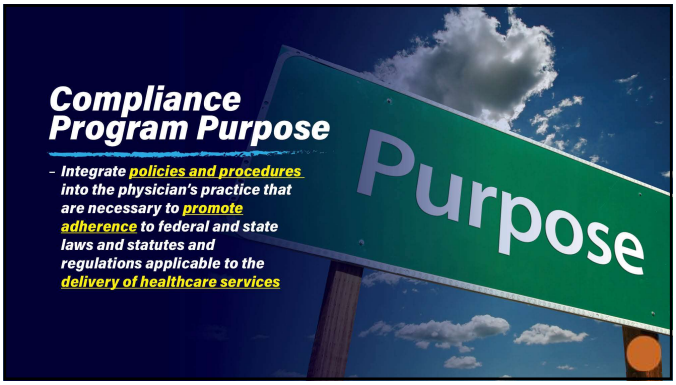

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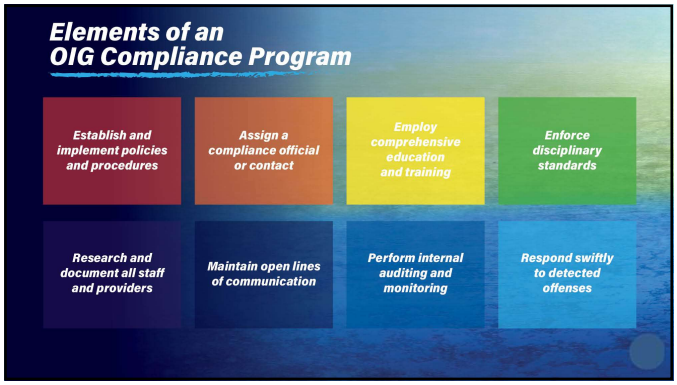

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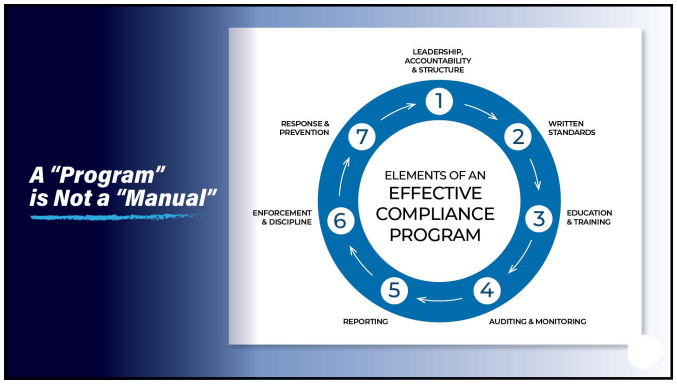

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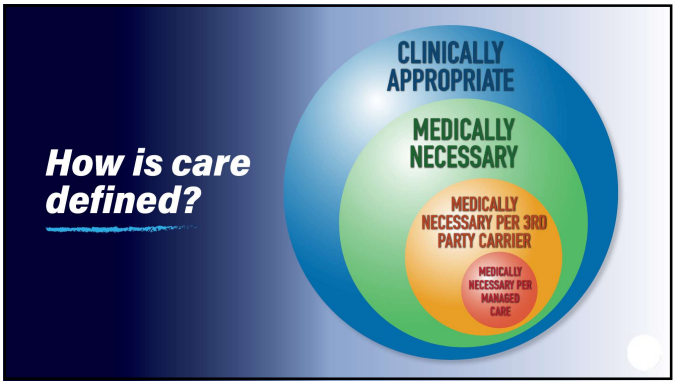

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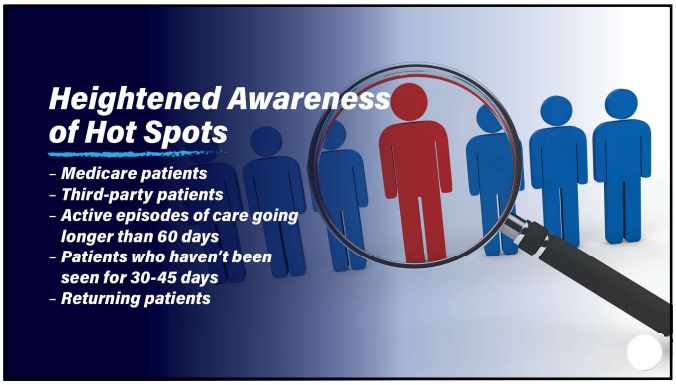

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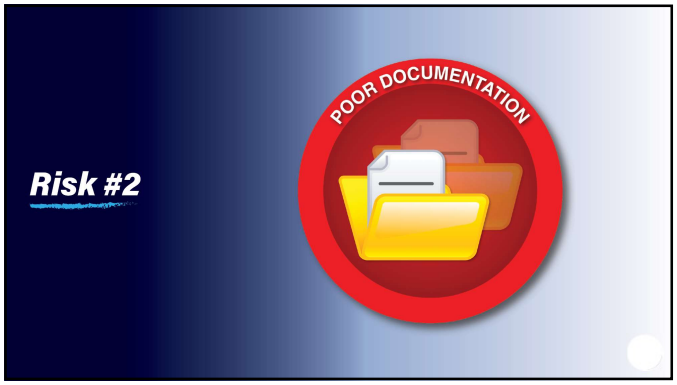

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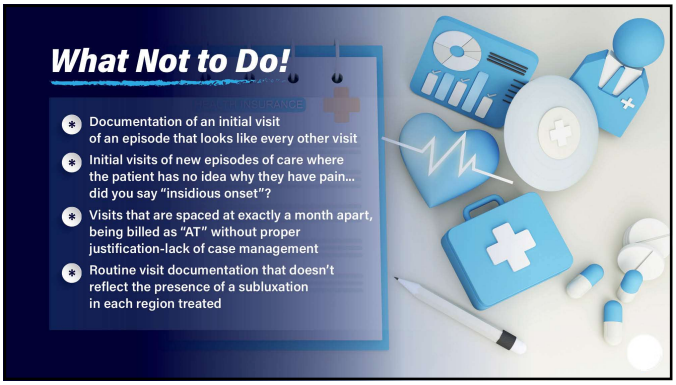

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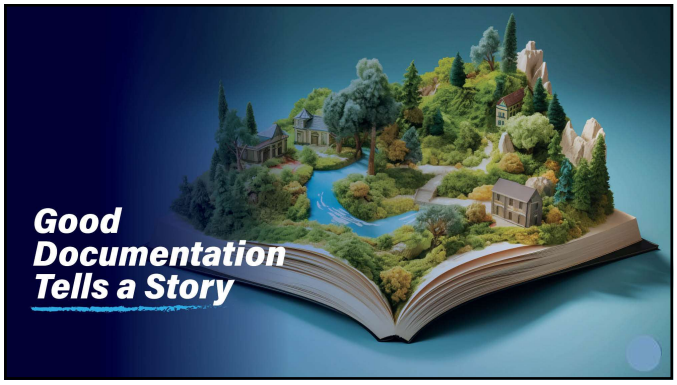

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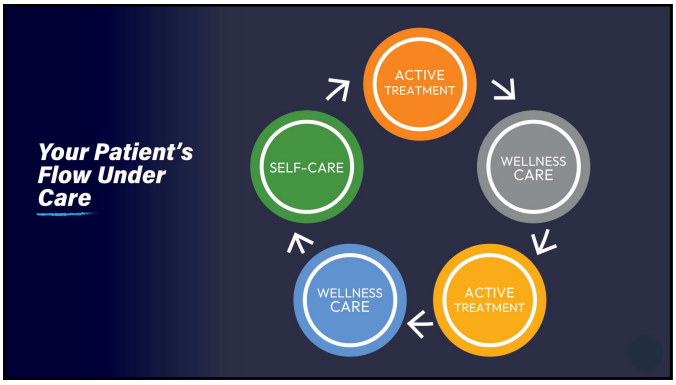

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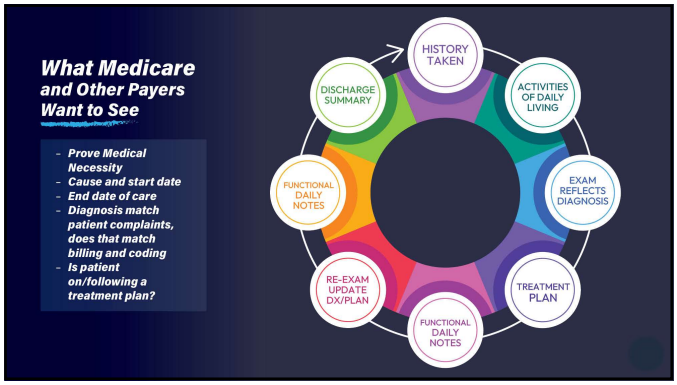

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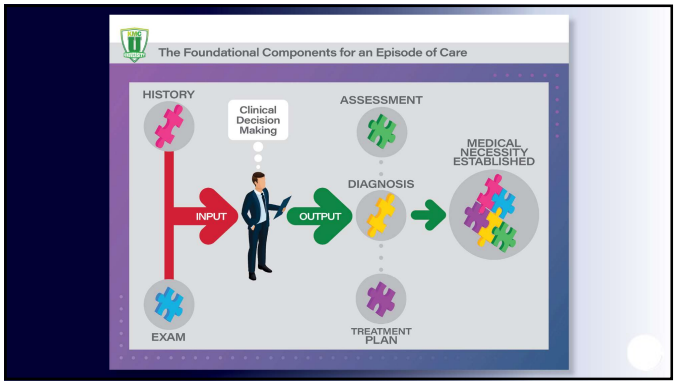

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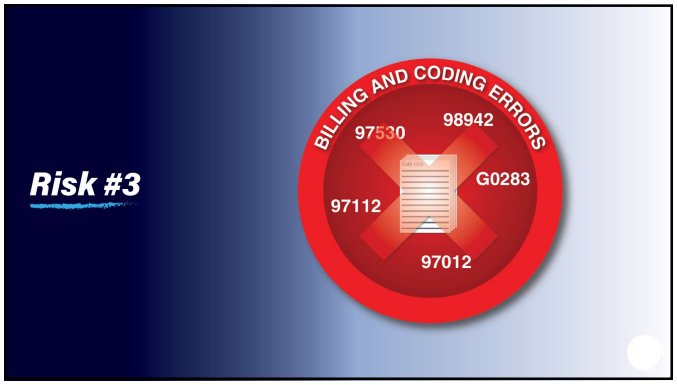

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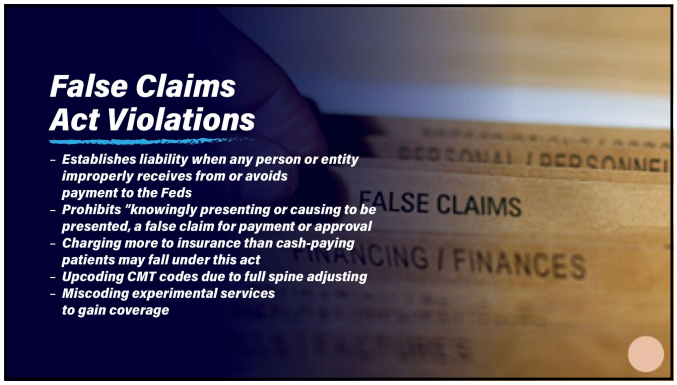

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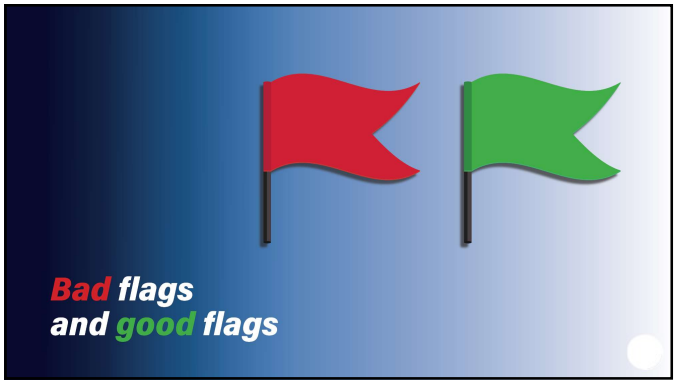

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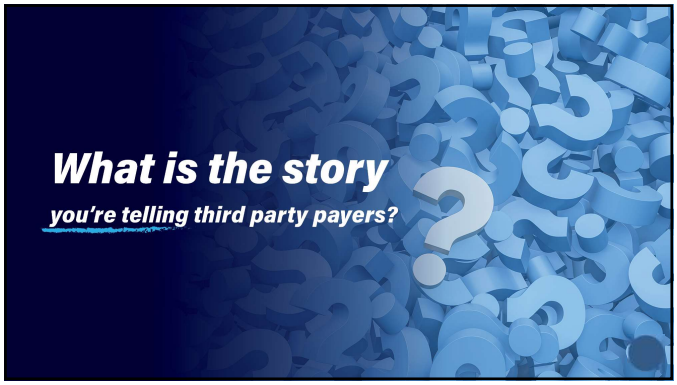

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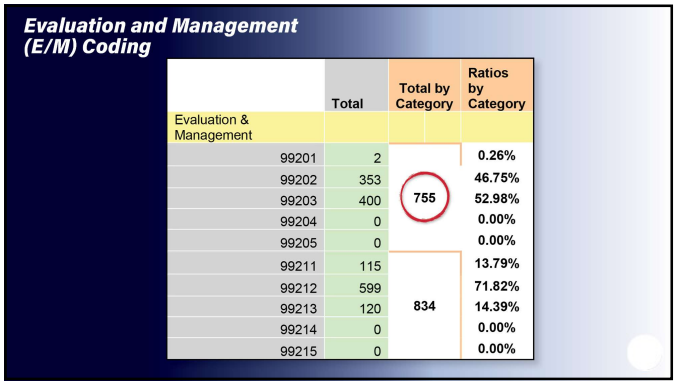

	Total	Total by Category	Ratios by Category
Evaluation & Management			
99201	2	755	0.26%
99202	353		46.75%
99203	400		52.98%
99204	0		0.00%
99205	0		0.00%
99211	115	834	13.79%
99212	599		71.82%
99213	120		14.39%
99214	0		0.00%
99215	0		0.00%

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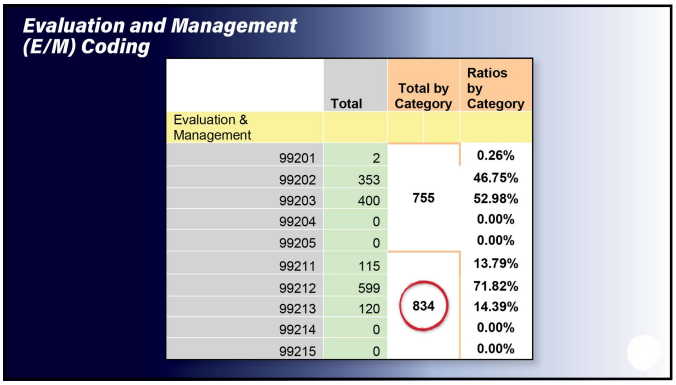

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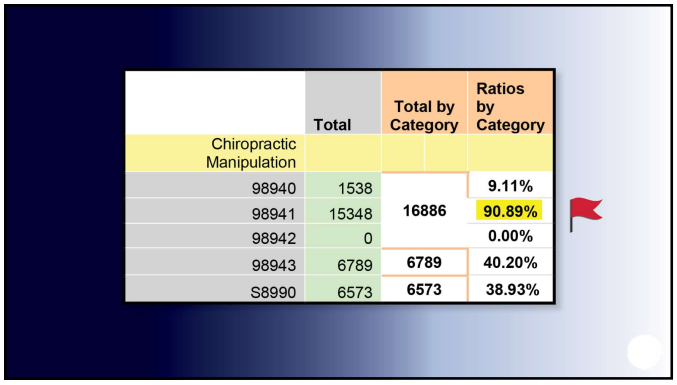

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Chiropractic Manipulation			
98940	1538	16886	9.11%
98941	15348		90.89%
98942	0		0.00%
98943	6789	6789	40.20%
S8990	6573	6573	38.93%

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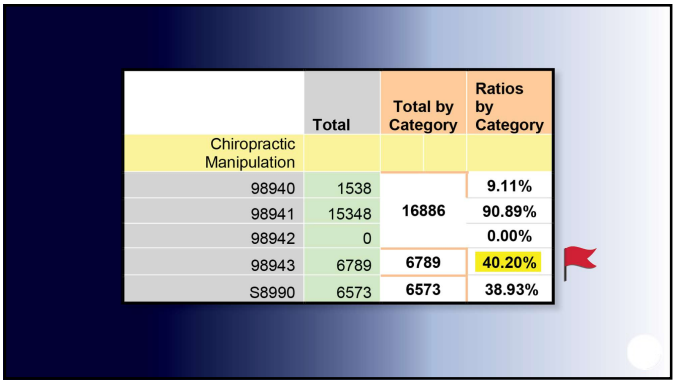

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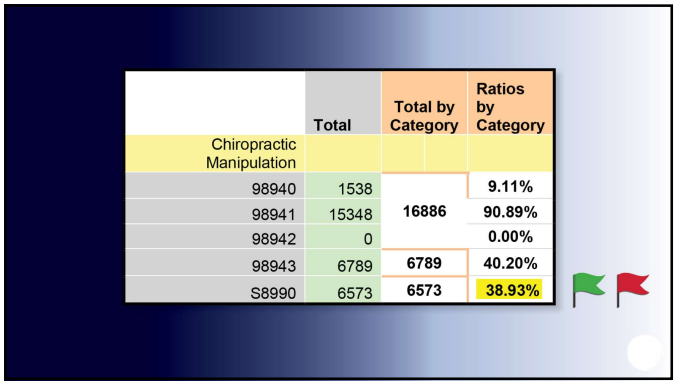

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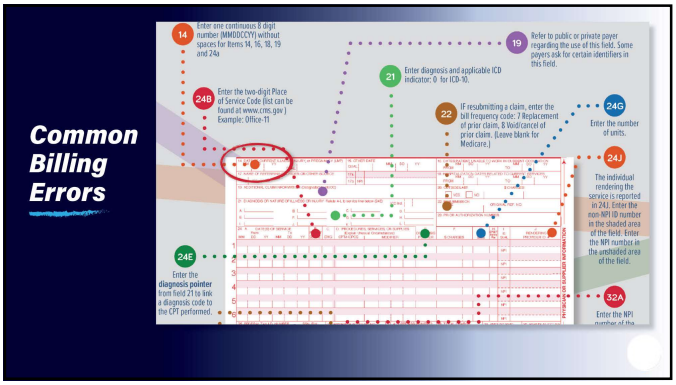

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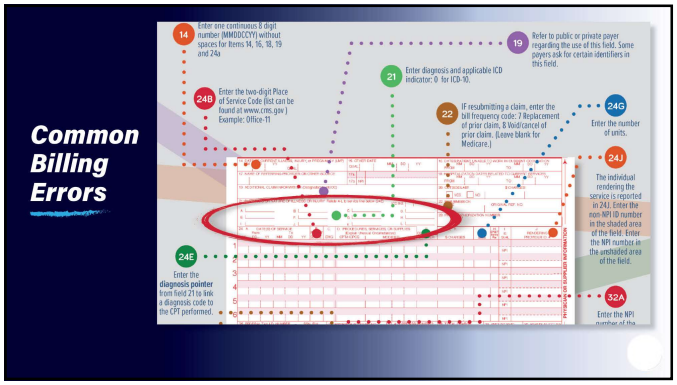

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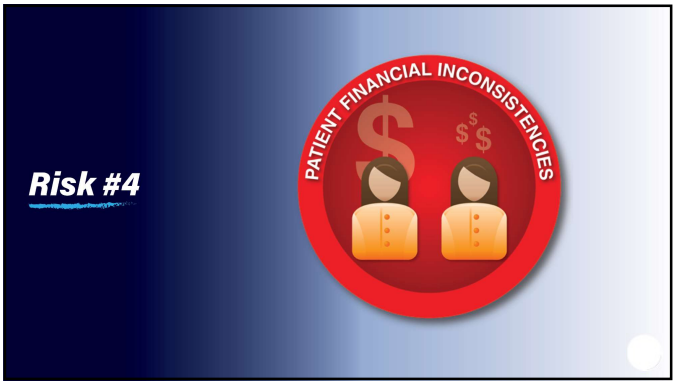

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No Inducement Violations

- Per the OIG: "incentives that are nominal in value are NOT prohibited by [inducement law]"
- No more than $15 per item or $75 in the aggregate, annually
- Even one free or improperly discounted examination, x-ray, or therapy puts you at risk

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Improper Time of Service Discounts

Discount should be based on bookkeeping savings

- May or may not be defined
- Often indefensible or unreasonable
- May not be permissible for federally insured patients

Payment And Co-Pays Are Due At Time Of Service

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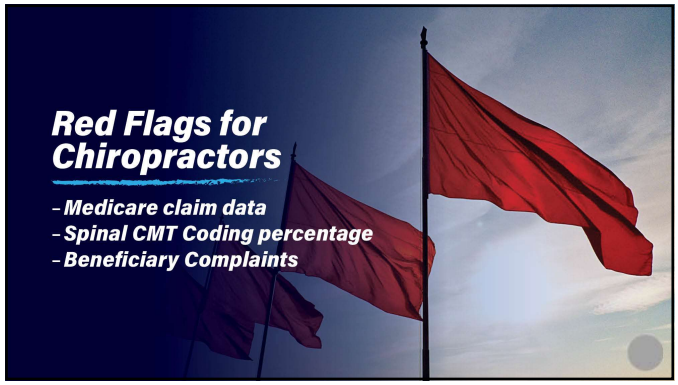
Red Flags for Chiropractors

- Medicare claim data
- Spinal CMT Coding percentage
- Beneficiary Complaints



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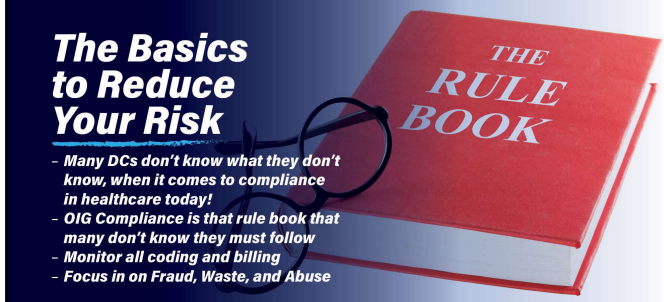
The Basics to Reduce Your Risk

- Many DCs don't know what they don't know, when it comes to compliance in healthcare today!
- OIG Compliance is that rule book that many don't know they must follow
- Monitor all coding and billing
- Focus in on Fraud, Waste, and Abuse



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You're Going to Find Some Things Wrong

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Start an "Issues List"

- Use to inform policy and procedure as you go
- Attack the hot spots first
- Use good planning logic and don't bite off more than you can chew
- Use a professional for compliance

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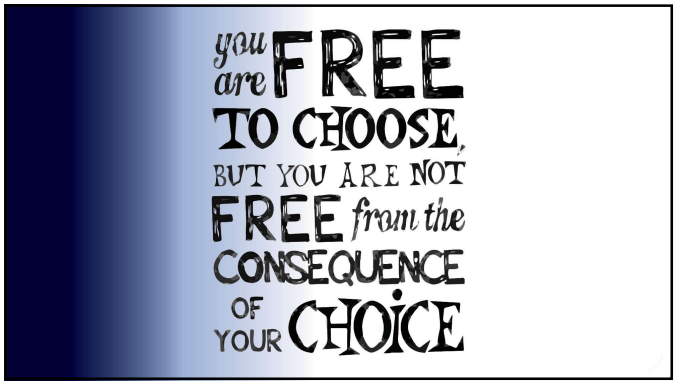
you are FREE
TO CHOOSE,
BUT YOU ARE NOT
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