



Opening Minds, Hands, & Hearts

Chiropractic Success Systems™
Lisa Bilodeau, C.A.

P.O. Box 67294

Scotts Valley, CA 95067-7294

Phone: (831) 438-0861

Fax: (831) 438-3161

lisabilodeau@

chiropracticsuccesssystems.com

www.chiropracticsuccesssystems.com

SPRING WORKSHOP SCHEDULE

All classes will be held on Thursdays, at the Foster City Courtyard (Hwy. 92 @ Hwy. 101).

Practice Building Basics

April 27, 2006 9:00-4:30

Insurance Basics

May 4, 2006 8:30-5:30

Cash Basics & Advanced Collections

May 18, 2006 9:00-4:00

Codes, Fees & EOBs

May 25, 2006 9:00-1:00

Registration forms are available on our website: www.chiropracticsuccesssystems.com

*Dates, times, and locations are subject to change without notice.



GENERAL ANNOUNCEMENTS

4 Essential and Inexpensive Ways to Build Your Practice

will appear in the April 10, 2006 issue of *Dynamic Chiropractic*.

If you are looking for a speaker for your association we would love to. Please contact Lisa at (831) 438-0861.

MEDICARE

• **Fee Schedules** - Once again, we are having the yo-yo experience with regards to the 2006 fees. The fees that were available at the end of 2005 where changed in February and were supposed to revert back to the 2005 fees, HOWEVER, for some reason California did not go back to the 2005 rates but has given us a raise. I contacted them to find out if this was an error and they said no. You can find the current fee schedules for California at www.medicarenhic.com.

• **RAC and CERT**- Several of the offices that I work in have been receiving letters from Medicare asking for more information regarding specific dates of service. Remember that if you do not respond within 45 days they will consider the visits not medically necessary and deny them. When responding address each issue that they ask about:

- The specific subluxations and related symptoms reported in your diagnosis and treatment notes.
- The objective findings using the PART and or X-ray findings as required for each spinal region that you adjusted and billed for.
- The specific goals and treatment plan This is the number 1 missing item in most responses and it may cause denials.
- State whether the treatment is for a chronic, acute or maintenance condition.
- State if it is for a new injury, exacerbation or re-injury. Give details.
- Any comments on improvements since the first visit.

UNITED HEALTH CARE

As you may already know UnitedHealth Group and CareTrust Networks will be terminating their agreement on June 22, 2006 because of the merger between UnitedHealth Group and PacifiCare.



Keeping a Watchful Eye on the California Chiropractic Industry

What does this mean to you? If you are a United Health Care provider due to your relationship/contract with Blue Shield of California you have 2 choices:

- 1) You can join ACN as a provider so patients with UHC will continue to have in-network benefits OR
- 2) If your patients have out-of-network benefits with UHC you can continue to bill UnitedHealth Care directly. It is my recommendation that you make a list of all your UHC patients NOW and call UHC to determine if they have out-of-network benefits and what the out-of-network benefits are. You will find that many do have out-of-network benefits and in many cases they will now have a deductible which they did not before and they will have a co-pay based on a percentage rather than a flat dollar amount per visit.

THINK very carefully before joining any PPO or HMO. Look at their reimbursement fee schedule and also find out what other companies you will be leased out to. In other words, does your agreement with the PPO or HMO require that you take reductions with other insurance carriers including workers' compensation and personal injury cases. *Can you afford to do this?* Also find out if pre-authorizations are requested and what that involves. *Do you have staff who can handle all these requirements?*

PRACTICE TIP- PI NARRATIVE REPORTS

If you receive a request for a narrative report from a personal injury attorney always request payment in advance. If you have been writing these reports you know the average number of pages you write, therefore, it should not be difficult to give them a quote. Do not write the report until payment is received. You should not wait for the case to settle to get payment for the report especially if they will ask you to take a reduction on your bill.