



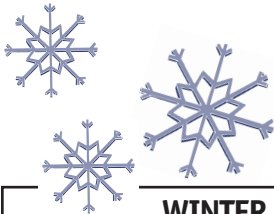
Opening Minds, Hands, & Hearts

Chiropractic Success Systems™
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WINTER WORKSHOP SCHEDULE*

All seminars will be held at the Fremont Marriott, Hwy 880 at Fremont Blvd. South

Codes, Fees & EOBs

Thursday, January 22, 2004 9:00-1:00
 Thursday, March 11, 2004 9:00-1:00

Front Desk/Practice Building Basics

Thursday, January 29, 2004 9:00-4:30

Insurance Billing Basics

Thursday, February 12, 2004 8:30-5:30

Cash Basics & Advanced Collections

Thursday, February 26, 2004 9:00-4:00

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

The quarterly email newsletter is here! This is a sample of the one you can receive by email quarterly. This newsletter will replace the faxes that I send to you regarding seminars and it is a great way to save on telephone, paper, toner costs, etc. If you wish to receive this service please send me an email at lisabilodeau@chiropracticsuccesssystems.com and I will add you to my mailing list. I will in turn send you a coupon good for 10% off one of my public workshops in 2004, and "Thank you"!

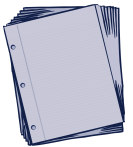
MEDICARE



Free email newsletter If you have not already done so, I recommend that you add your name to Medicare's free email newsletter. You will receive an email every two weeks and in it you will find all kinds of helpful information on it such as changes to the CPT and ICD-9 codes, and CCE. You can print only what you need and disregard the rest. You can sign-up by going to their website: www.medicarenhic.com. This is the address for California providers.

Fees Schedules for 2004 Medicare will be sending your fee schedules for 2004 to you on a disk soon. You can also find your fees for 2004 on their website. Remember that you can never charge more than your limiting fee for the 98940, 98941, and 98942 services.

New "Chiropractic Service Billing Guide" The revised guide was released in July of 2003. If you do not already have a copy, you must get this one. In it you will find great information such as what is a subluxation, information about "necessity of treatment", coding guidelines, claims submission requirements, why documentation is important, and much, much, more.



Electronic Claims Submission Please note that if you have "fewer than 10 full-time equivalent employees" you do NOT have to submit claims electronically. For additional information please refer to page 26 your June 2003 Medicare Bulletin.

Electrical Stimulation If you are using 97014 for this unattended procedure, do not use this code for your Medicare patients. The correct code is G0283.

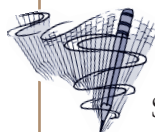
WORKERS' COMPENSATION 2004

As you are already aware, there are big changes in store in 2004. I have had several conversations with Sue Honor with the WCAB and she stated that it is premature to discuss any changes due to a very complex legal system. She stated that any new fee schedules you have received from any organization are premature. We know that they will be dropping by 5% but cannot go below Medicare's fees and the powers that be have not done the conversion yet. She hopes to be teaching seminars in January. I have attended her workshops and she is an excellent instructor and very reliable. I would bet my year's income on her information being accurate.

I will cover the new changes at the Codes, Fees & EOBs seminars in January and March 2004.

OTHER ITEMS OF INTEREST

I will be speaking at the CCA Winter Convention, which will be held in Reno at the Reno Hilton on February 20, 21, 22, 2004.



I am writing a regular column for Dynamic Chiropractic. Look for my articles in these issues in 2004: February 12, June 14, and October 21.

See our new brochure of available services enclosed with this complimentary issue!

Keeping a Watchful Eye on the California Chiropractic Industry