



Opening Minds, Hands, & Hearts

Chiropractic Success Systems™
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WINTER WORKSHOP SCHEDULE

All seminars will be held on Thursdays,
 at the Courtyard Marriott Silicon Valley.

Practice Building Basics

February 1, 2007 9:00-4:30

Insurance Basics

February 8, 2007 8:30-5:30

Cash Basics & Advanced Collections

February 22, 2007 9:00-4:00

Codes, Fees & EOBs

March 1, 2007 9:00-1:00

*Registration begins January 5, 2007.

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



GENERAL ANNOUNCEMENTS

January 9, 2007 Join me in Buena Park for "Chiropractic Insurance Basics." Contact Assured Billing Solutions at (714) 773-5951.

January 25-27, 2007 Join me at the Karl Parker Seminars in Las Vegas. I will be presenting "Coding, Medicare and to Essential Financial Foundations."

February 24, 2007 Join me at the Chiropractic Association of Oregon's Convention in Portland for the CA program "Improving Your Collections & Correct Coding."

"Creating a Plan for a Winning Day" appears in the January 29, 2007 issue of *Dynamic Chiropractic*, and is full of great ways to start off strong in the new year.

MEDICARE

• **2007 Deductible** – The Part B deductible for 2007 is \$131.00.

• **2007 Fees** – Once again, we have taken a hit. To get the most current prices go to your carrier's website. The fees will most likely change again February so check the website frequently.

GENERAL INSURANCE

• **United Health Care** – UHC will be, if not already done, implementing a new reimbursement policy were as 97010 (application of hot and cold packs) will no longer be reimbursed as a distinctly separate procedure. It will be considered a integrated part of the primary procedure.

They will also require the use of HCPCS code G0281 for the use of unattended electrical stimulation.

• **NPI** – National Provider Identification Numbers. I can't believe how many doctors are not aware that they are required to have and use this number as of May 23, 2007. If you don't already have one, go online and get one TODAY! <https://nppes.cms.hhs.gov>. This number is **not** just for Medicare claims it is for all claims and carriers.

• **CMS-1500 (08/05)** – Your software carrier should already have an upgrade available to accommodate this form. Remember as of April 2, 2007 you will no longer be able to submit claims on the CMS-1500 (formerly know as the HCFA-1500) form.

• **97110, 97124 and 97112** – If you are receiving denials for these services stating that they are part of the CMT services, try adding the modifier -59 and resubmitting a

corrected billing. If you need history or a challenge letter, please email me your request at Lisa_Bilodeau@hotmail.com and I will send you a sample.

CALIFORNIA WORKERS' COMPENSATION

• The mileage rate for medical and medical-legal travel increased 1/1/07. The new rate is 48.5 cents per mile regardless of the date of injury.

• There is now a utilization review complaint form. "This form helps ensure the division gets the information it needs to investigate complaints" said DWC Executive Medical Director Anne Searcy. She also stated, "It should also serve to remind the community that the division intends to enforce its regulations. You can get the form at www.dir.ca.gov/dwc/iwguides.html.

FOUR SIMPLE AND INEXPENSIVE PRACTICE-BUILDING TIPS

1. Send all patients birthday cards. Sometimes yours is the only one they receive.
2. Send all new patients a "Welcome Letter" and be sure to give them information on how to contact you in case of a chiropractic emergency.
3. Send "Thank-You" cards to all persons who refer a patient to your office. Don't forget HIPAA and keep confidentiality.
4. Doctors please call all patients the evening after their adjustment. Sometimes people get worse before they get better.

Personalize your notes. Sign them and have fun by using colorful pens and stickers.

Show them how much you care and go the extra mile.



Keeping a Watchful Eye on the California Chiropractic Industry