



*Opening Minds, Hands, & Hearts*

**Chiropractic Success Systems™**  
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### SPECIAL SUMMER SEMINAR

This summer I will be conducting a special 4 hour seminar (8:30-12:30)

**"How to Improve Your Collections".**

**Saturday, July 31**  
 South San Francisco

**Thursday, August 12**  
 Fremont

**Saturday, August 21**  
 Monterey

**Thursday, August 26**  
 Walnut Creek

Call for details and a registration form.



### REGULAR SEMINAR SERIES

The regular series of seminars will resume in September. The tentative schedule is:

Front Desk	September 9
Insurance Basics	September 23
Advance Collections	September 30
Codes, Fees & EOBs	October 7

It is hard to believe that summer is already here, the kids are out of school, and most of us are still trying to get a grasp on the new workers' compensation reform information. Every couple of years we have a major change and some how we all pull through it better for wear. As always there are some changes that you need to be up on so that you can maintain your high collection rate and keep the cash flowing.

### MEDICARE

- As of April 1, 2004, all claims must now have box 32 on the CMS-1500 completed. List the name of the provider, and the actual physical address where services were rendered. I know it says that this is only complete if the service did not occur the home or office, but your claim will be denied unless this information appears here. Do not write "same."

- Medicare has published a new bulletin, "Claim Form CMS-1500 Instructions" dated April 2004. You can get it at [www.medicarenhic.com](http://www.medicarenhic.com).

- We now have a new modifier "GP". This modifier should be added to all physical therapy services. You should also include the modifier "GY" with those services. (Thank you Dr. Dean Harman and ChiroCode). More info can be found at the web-site listed above.

- The modifier AT (active/corrective treatment) will be required starting October 1, 2004, on all CMT spinal treatment codes that are acute. If it is not used the claim will be denied as maintenance.

### WORKERS' COMPENSATION 2004

SB899 was signed into law on April 19, 2004. You can access a copy on line at <http://leginfo.ca.gov> or [www.dir.ca.gov/dwc](http://www.dir.ca.gov/dwc) to get a summary. While you are on the dir web-site you should look up the labor codes and regulations.

### INCOMPLETE DIAGNOSIS

Many of you are having claims returned to you unpaid because your diagnosis is incomplete. With HIPAA came many changes to the ICD-9 codes. Some codes now require an additional 5th digit, yet many still only require a specific 4th digit. You must either purchase a 2004 ICD-9 book or you can go to [www.icd9cm.chrisendres.com/index.php](http://www.icd9cm.chrisendres.com/index.php) and get them on line. (Thank you Joanne Jouris at Dr. Steve Milligan's office for that tip.)

### PERSONAL INJURIES

- If an attorney asks you to take a reduction on a lien case, you should ask the attorney to provide you with a copy of the claims settlement to show you exactly how much each party has reduced their lien by including the attorney. If everyone takes a cut of equal size, you may wish to also.

- If an attorney has request that a med-pay carrier send the drafts to them, you can have the patient sign a "Rescission of Attorney Assignment of Benefits" form available through HJ Ross (800) 562-3335. Send this form to the med-pay carrier with a cover letter and make sure to cc a copy to the attorney.

### PRACTICE TIP

Studies show that bills are paid faster when a return envelope is enclosed. You never get a phone bill or other utility bill without one. When sending bills to patients don't forget to include a self-address envelope. I order them in green or blue (from Colwell or Medical Arts Press); it makes getting the mail more fun.

### GENERAL ANNOUNCEMENTS

Please join me in Las Vegas for the Karl Parker Seminars, September 16-19, 2004. I will be teaching a full day relicensing class on billing.

My next article in Dynamic Chiropractic is scheduled to appear in the Sept. 1, 2004 issue. It will cover the ROF visit. Hope you enjoy it.