



*Opening Minds, Hands, & Hearts*

**Chiropractic Success Systems™**  
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## SUMMER WEBINAR SCHEDULE



We are now offering Webinars. No more traveling, traffic, overnight stays, or time away from the office.

### SYSTEMS FOR IMPROVING YOUR COLLECTIONS\*

Thurs, August 7, 2008 9:00 am-10:30 am PST  
 continued on

Thurs, August 14, 2008 9:00 am-10:30 am PST

\*Registration deadline is July 31, 2008.

### CALIFORNIA MEDICARE 2008\*

Thurs, August 21, 2008 9:00 am-11:00 am PST

Registration deadline is August 14, 2008.

\*Registration for these two webinars will begin on July 17, 2008. Additional information regarding the course content and registration form can be found on our website beginning, July 17, 2008 at [www.chiropracticsuccesssystems.com](http://www.chiropracticsuccesssystems.com)

## GENERAL ANNOUNCEMENTS

September 11-14, 2008 Join me at the Karl Parker Seminars in Las Vegas. I will be teaching collections, coding and Medicare. For additional information visit [www.karlparkerseminars.com](http://www.karlparkerseminars.com).

Be sure to read my latest article *An Ounce of Prevention-Be Proactive* in the July 27, 2008 issue of *Dynamic Chiropractic*. This article is about preventing recalls and how to handle them if you do have to do them.

### NATIONAL MEDICARE

- New ABN – Correction to the Spring

**Strategies:** Apparently I did not provide you with the correct link to the new ABN that will be required on September 1, 2008. The correct link is [http://www.cms.hhs.gov/BNI/02\\_ABNGABNL.asp#TopOfPage](http://www.cms.hhs.gov/BNI/02_ABNGABNL.asp#TopOfPage).

- Misinformation regarding the use of the New ABN – According to the ACA there have been a lot of articles stating that you are no longer required to bill for maintenance care. This is not the complete truth. I would strongly encourage you to purchase the ACA's CD TeleSeminar featuring Susan McClelland. She is one of the very few trainers that I trust to provide 100% correct information regarding Medicare and billing and coding. Visit [www.acatoday.org](http://www.acatoday.org)

- New Medicare Administrative Contractors (MAC) for Many States –

- Effective 8/4/08 Palmetto GBA will be the Part B MAC for Hawaii, Nevada, American Samoa and Guam and The Northern Mariana Islands.

- Effective 9/2/08 Palmetto GBA will be the Part B MAC for California.

I strongly encourage you to visit their websites and join their email mailing lists and take as many teleseminars as you can. There are two that are musts for California providers:

- \* Palmetto GBA Part B Transitions
- \* J1 MAC Electronic Data Interchange (EDI)
- \* J1 MAC Electronic Funds Transfer

- Medicare Fees – Remember that your fees may be changing on July 1, 2008.

### CALIFORNIA MEDICARE

- The new “Chiropractic Service Billing Guide June 2008” is now available at

[www.medicarenhic.com](http://www.medicarenhic.com).

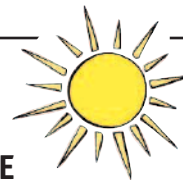
- Palmetto LCDs for both Northern and Southern California are available. Read them now so you are prepared when they go into effect on 9/2/08. Once again you can find them at [www.palmettogba.com/j1](http://www.palmettogba.com/j1)

## PRACTICE TIP

**MEDICAL NECESSITY** – If your office has ever received a request from a health insurance carrier for copies of records or denial of your claims stating that the services were not “medically necessary”, I strongly urge you to look at the claims they are denying or asking for additional information on. Specifically look at the data that appears in box 14 (date of on-set) and box 21 (diagnosis). It has been my observation that many offices enter this information into the patient's computer file on their first visit and never up-date it which means that you are quite possibly submitting claims with information that is obsolete and or incorrect.

Use your routing slips to communicate with the front desk when the diagnosis changes so that the correct information is entered into the computer on the date the conditions and/or date of onset change and claims are submitted with the correct information. Avoid the embarrassment of having to write a letter to the carrier telling them that you made a mistake and for reconsideration of the corrected claim.

## LATE SUMMER & EARLY FALL SEMINAR SCHEDULE



All seminars will be held on Thursdays in California at the Hilton Garden Inn in San Mateo.

### Codes, Fees & EOBs

September 4, 2008 9:00-1:00

### Building a Successful Practice

September 18, 2008 9:00-4:30

### Intensive Billing and Collections Systems for 2008\*

Part I September 25, 2008 8:30-4:30

Part II October 2, 2008 8:30-4:30

\*This is one seminar divided into two sessions. There is no discount for only taking one day.

Registration begins August 15, 2008. Dates, times, and location are subject to change without notice.

