

Late Night With Chip & Paulie

Episode #8

Thursday June 30, 2022 @ 8:00PM(ET)

2



Jan Blanchard, CPC, CPEDC, CPMA

www.PediatricSupport.com



3

Agenda

- This Week's Focus
- Data Nerd Report
- News Update- There's a bunch tonight!
- Jan Blanchard
 - Care Management Services
 - Incident-To Billing

www.PediatricSupport.com



Focus For The Week...

THE 6 C'S OF EMPLOYEE ENGAGEMENT



4

COLLABORATION

Employees feel able to innovate & suggest new ways of doing things

CARE

Employees feel valued & recognised for the work they do and feel their organisation cares about their wellbeing

COMMUNICATE

Employees are involved in decisions that affect their work and feel able to speak up

CAREER

Employees have an opportunity to develop themselves & their career

CLARITY

Employees believe this is an open and honest culture; one based on trust and transparency

CONFIDENCE

Employees have confidence in their senior leader and see them role modelling the values

Source: DJS Employee Research

www.PediatricSupport.com



Lessons From The Field

5

When is the last time you spent a day with your receptionists?

Understand their concerns and the patient experience

www.PediatricSupport.com



Hindsight vs. Foresight

Move out of the way?

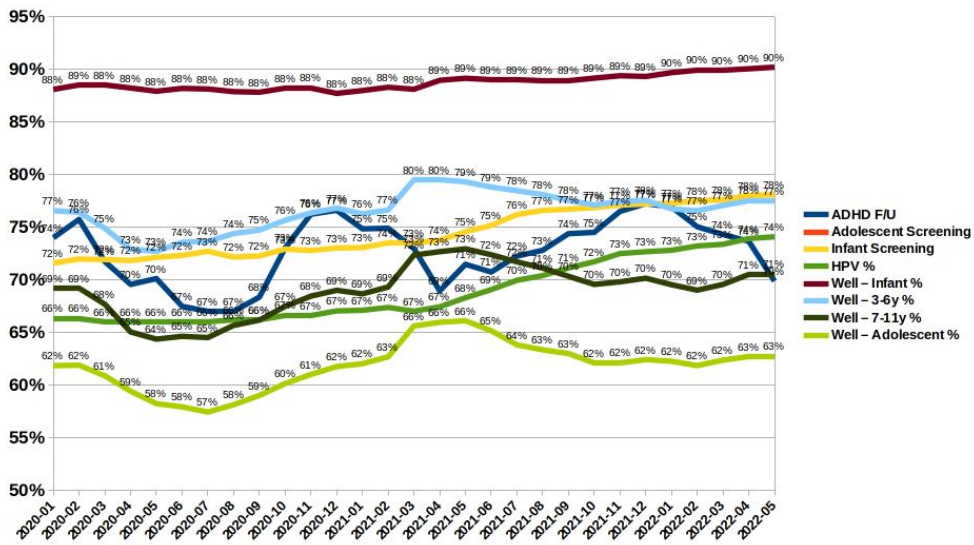
Get the license plate?



www.PediatricSupport.com



Latest Data From The Data NERDS



Preventive Care Measures
www.PediatricSupport.com



Close Clinical Care Gaps with Patient Recall

Identify the steps necessary to accomplish your target goal. For example, a practice who wants to improve follow up visits for patients under 2 could:

- Identify CPTs for patient visits under 2 to track improvement
- Make reminder phone calls to 200 lapsed patients per week
- Draft an email newsletter with reminders to make appointments
- Update practice website and social media
- Implement next appointment reminders at the close of every visit



<https://info.pcc.com/patient-recall-system-worksheets>

www.PediatricSupport.com



PMI Conference 2023

9

- First weekend in February
- Houston @ Royal Sonesta Near Galleria
- Registration and details coming soon
- *Will be limited to 400 attendees...it's sure to sell out quickly.*
- *As of today over half the tickets have been sold...*



www.PediatricSupport.com



Pre Conference Sessions for 2022

- **Practice Management**
 - Audit Your Own Charts For Billing Compliance (Lander)
 - Front Desk Best Practices (Lynne Gratton)
 - Do Your Own Financial Analysis (Tim Proctor)
- **Marketing**
 - Self-Promotion For Marketing Success (Ernest)
 - Responding To Social Media Attacks (Baldwin/Wolynn)
 - Effective Tools For Marketing Management (Feiten)
- **Supergroups**
 - The Role Of Supergroups In Pediatrics (Madden)
 - Lessons Learned From The Field (Sirota)
 - Legal Issues For Supergroups
 - Panel/Group Discussion
- **The Reach Institute**
 - Eugene Hershorin & Peter Jensen

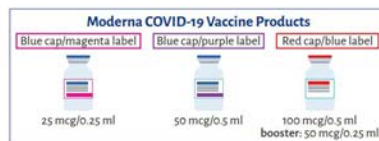
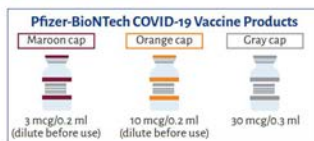


www.PediatricSupport.com

www.TheREACHInstitute.org

Pediatric COVID-19 Vaccine Dosing Quick Reference Guide

American Academy of Pediatrics
DEDICATED TO THE HEALTH OF ALL CHILDREN®



Age at First Dose	Pfizer-BioNTech COVID-19 Vaccine			Moderna COVID-19 Vaccine	
6 months–4 years	Dose 1 Maroon cap	Dose 2 3-8 weeks after dose 1 Maroon cap	Dose 3 at least 8 weeks after dose 2 Maroon cap	Dose 1 Blue cap/magenta label	Dose 2 4-8 weeks after dose 1 Blue cap/magenta label
5 years	Dose 1 Orange cap	Dose 2 3-8 weeks after dose 1 Orange cap	Dose 3 at least 5 months after dose 2 Orange cap	Dose 1 Blue cap/magenta label	Dose 2 4-8 weeks after dose 1 Blue cap/magenta label
6–11 years	Dose 1 Orange cap	Dose 2 3-8 weeks after dose 1 Orange cap	Dose 3 at least 5 months after dose 2 Orange cap	Dose 1 Blue cap/purple label	Dose 2 4-8 weeks after dose 1 Blue cap/purple label

https://downloads.aap.org/AAP/PDF/COVID%20Vaccine%20Dosing_Quick%20Reference.pdf

www.PediatricSupport.com



PRACTICE PERFECT
STRATEGIES FOR
PERFECTING THE
BUSINESS OF PEDIATRICS

AN 8-PART SERIES FEATURING LEADING INDUSTRY EXPERTS



HOSTED BY:
 Florida Chapter of the
 American Academy of Pediatrics
INCORPORATED IN FLORIDA



<https://fcaap.org/events/>

www.PediatricSupport.com



What's On The Pediatric Practice Management Calendar?

May 5, 8pm

Paulie and Chip Late Show Webinar

Make Plans To Visit Another Office (Y)

Check All Voicemail Greetings (M)

Update administrator security (Q)

Confirm third party purchasing accounts (Q)

Review policy and procedure manuals (Y)

Waiting Room Analysis (Q)

Run reports your PM/EHR can't produce retrospectively (M)

Perform all desktop/device system upgrades (M)

bit.ly/PediatricPracticeManagementCalendar

www.PediatricSupport.com



Bloomberg

Markets | Economics

US Jobless Claims Fall Slightly, Remain Near Five-Month High

- Applications for unemployment hover near January levels
- Four-week moving average has risen in 11 of last 12 weeks

Claims Plateau

Initial jobless claims in US have hovered near Jan. levels for four weeks



Source: US Labor Department

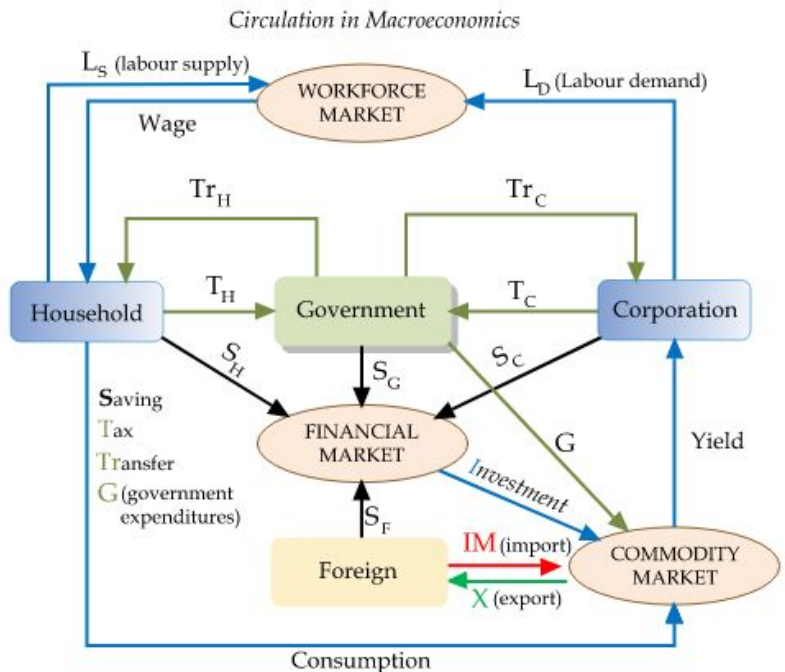
www.PediatricSupport.com

Bloomberg



From Several Months Ago:

- Monetary Policy
- Access To Credit
- Inflation
- Consumer Spending
- Interest Rates



Inflation Concerns

16

1. Initially a supply issue with COVID shutdowns/impact
2. Government put more money into circulation to buoy the economy (PPP, ERC, etc)
3. Now service prices are increasing (which is a telltale sign of inflationary pressure sticking for a while)

www.PediatricSupport.com



Recession Concerns

17

Forbes

BREAKING • INVESTING

U.S. Economy Shrank Worse-Than-Expected 1.6% Last Quarter As Recession Fears Grow

Jonathan Ponciano Forbes Staff

f **TOPLINE** The economy last quarter posted its worst annualized showing since the pandemic-induced recession in 2020, the government said in an updated release Wednesday, blaming an unexpected decline in economic activity on the omicron variant of Covid-19 and decreased government assistance.

in

www.PediatricSupport.com



Federal Reserve to the rescue...

18



Day late & a dollar short?!?

- Increase interest rates to discourage business expansion
- Reduced “new” dollars entering the system reduces economic activity
 - Stimulus programs
 - Bond purchasing programs
- Inflation controls means higher cost access to capital, reduced spending, and increased unemployment

www.PediatricSupport.com



19

If a storm is brewing in the Gulf of Mexico...take the time to prepare...no harm if storm heads another way.

Take same approach to expected recession

www.PediatricSupport.com





Next Few Years...

Rising labor costs
 Rising supply costs
 Stagnant Payer Payments
 More productivity to maintain earnings?

www.PediatricSupport.com



USA TODAY + Follow View Profile

Stagflation vs recession: What's the difference? Which is worse?

Medora Lee, USA TODAY - Jun 13

React 67 Comments | 57 Support journalism

Share Save

Stagflation and recession are increasingly being used to describe where the economy might be headed. The World Bank warned on Tuesday that global economies were at risk of stagflation, if not recession.

"The world economy is again in danger," David Malpass, president of the World Bank, said in the latest edition of the Global Economic Prospects report. "It is facing high inflation and slow growth at the same time. Even if a global recession is averted, the pain of stagflation could persist for several years – unless major supply increases are set in motion."

A recession is generally accepted as at least two consecutive quarters of **negative economic growth**, which naturally leads to rising unemployment. But inflation usually remains mild, allowing the Federal Reserve to cut its benchmark funds rate to jumpstart the economy.

Lower rates reduce borrowing costs, which encourages spending. The opposite normally also holds – if the economy overheats and inflation starts to rise, higher rates should slow borrowing, restrain growth, and cool inflation.

Stagflation, though, is vague. Growth doesn't have to be negative. It can just be "stagnant," or low, but it's always accompanied by "high" inflation and "high" unemployment. But what is considered "high" and "low"?

www.PediatricSupport.com



Listen to your fears, but don't live in them...

Fulfill your mission providing a medical home for your patients and the finances will work themselves out...

www.PediatricSupport.com



Cash Flow Planning

Goto Forum and search "Cash Flow"

Forum.PediatricSupport.com

Plan Year End Distributions

COVID 19 Business Impact Webinar #7 - April 30th Register Here. / Is This Forum Helpful? Want To Say Thanks? / PMI's Recent White Paper / Watch Recent Webinar Now

Cash Flow Projection Spreadsheet

Finance

Paulee Mar 26

Many of us know how to plan out cash flow. I thought I'd help everyone get started with this basic spreadsheet... more details during our webinar this evening.

[PMI_Cash_Flow_Planning.xlsx \(43.8 KB\)](#)

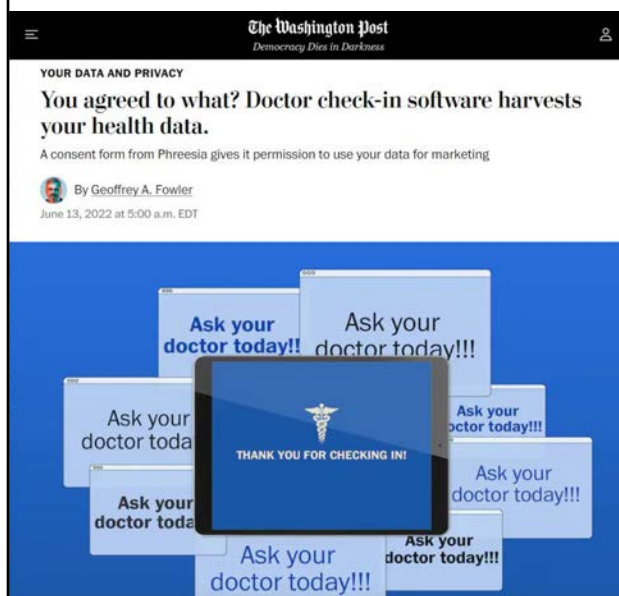
	Estimated	Estimated	Vaccine Invoices	Rent Payments	All Other Office	Running Balance
Week Of	Weekly Deposits	Payroll Expenses	Due		Expenses	
3/28/2020	\$ 20,000	\$ 15,000	\$ 5,500	\$ 5,000	\$ 1,500	\$ 4,500
4/5/2020	\$ 20,000	\$ -	\$ 3,500	\$ -	\$ 1,500	\$ 24,500
4/12/2020	\$ 10,000	\$ 15,000	\$ 1,750	\$ -	\$ 1,500	\$ 24,750
4/19/2020	\$ 7,500	\$ -	\$ 1,750	\$ -	\$ 1,500	\$ 28,000
4/26/2020	\$ 7,500	\$ 15,000	\$ 1,500	\$ 3,000	\$ 1,500	\$ 12,500
5/3/2020	\$ 7,500	\$ -	\$ 2,000	\$ -	\$ 1,500	\$ 16,500
5/10/2020	\$ 5,000	\$ 15,000	\$ 2,000	\$ -	\$ 1,500	\$ 2,000
5/17/2020	\$ 5,000	\$ -	\$ 1,750	\$ -	\$ 1,500	\$ 4,250
5/24/2020	\$ 5,000	\$ 15,000	\$ 1,500	\$ -	\$ 1,500	\$ 19,750
5/31/2020	\$ 5,000	\$ -	\$ 1,000	\$ 5,000	\$ 1,500	\$ 114,400
6/7/2020	\$ 5,000	\$ 15,000	\$ 900	\$ -	\$ 1,500	\$ 123,800

www.PediatricSupport.com



Phreesia

24



...used by more than 2,000 clinics and hospitals across the United States to streamline check-ins, replacing the clipboard and photocopied forms with screens on a website or app. The company says it was used for more than 100 million check-ins in the past year.

It also has a business in selling ads to pharmaceutical companies that it displays after you fill in your forms. And it wants to use all that information you entered – what drugs you take, what illnesses you’ve had in the past – to tailor those ads to your specific medical needs.

atricSupport.com



PEDIATRIC
MANAGEMENT
INSTITUTE

The Markup

Big Tech Is Watching You. We're Watching Big Tech.

Pixel Hunt

This Children's Hospital Network Was Giving Kids' Information to Facebook

By Alfred Ng and Simon Fondrie-Teitler

June 21, 2022 13:00 ET



Paul Hennessy/SOPA Images/LightRocket via Getty Images

25

Facebook Is Receiving Sensitive Medical Information from Hospital Websites

Experts say some hospitals' use of an ad tracking tool may violate a federal law protecting health information

<https://themarkup.org/pixel-hunt/2022/06/16/facebook-is-receiving-sensitive-medical-information-from-hospital-websites>

atricSupport.com



PEDIATRIC
MANAGEMENT
INSTITUTE

TECHNOLOGY



< Users beware: Apps are using a loophole in privacy law to track kids' phones

June 16, 2022 · 12:38 PM ET



44-Minute Listen

+ PLAYLIST



Transcript

DAVE DAVIES, HOST:

This is FRESH AIR. I'm Dave Davies, in for Terry Gross, who's off this week. Our guest, Geoffrey Fowler, is a technology columnist for The Washington Post who has a habit of revealing things about our computers and smartphones that make us squirm. He writes in a recent column, for example, that apps are spying on our kids on a scale that will shock you. That's from an ongoing series Fowler publishes titled "We The Users," which details the ways our phones and apps harvest our personal data, manipulate information we see

<https://www.npr.org/transcripts/1105212701>



Aetna/CVS

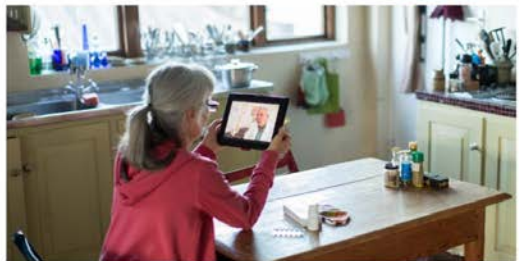
Healthcare IT News

Global Edition Telehealth

CVS Health unveils new virtual primary care platform

The integrated telehealth offering will be available to Aetna plan sponsors and CVS Caremark members in early 2023.

By Mike Miliard | May 27, 2022 | 10:55 AM



The new offering integrates patient engagement tools, telehealth, electronic health record data and more on a single platform that can connect consumers with clinicians at CVS or other providers.

The tool enables patients to choose care in either retail or community-based settings, through at-home health services or virtually, according to CVS Health, which is selling the service to Aetna fully insured, self-insured plan sponsors, and CVS Caremark clients.

Designed as a complement to Aetna's virtual care strategy, the platform will be available for eligible Aetna members beginning January 1, 2023, officials say, and for eligible CVS Caremark members in Q2 of next year.

www.PediatricSupport.com



PERSONAL FINANCE

IRA rollovers often come with higher investment fees, Pew finds: Here's how much money that costs retirement savers

PUBLISHED THU, JUN 30 2022, 1:44 PM EDT | UPDATED 2 HOURS AGO



WATCH LIVE

KEY POINTS

- Investors rolled \$516.7 billion from workplace retirement plans into traditional individual retirement accounts in 2018.
- Mutual funds in 401(k) plans tend to be cheaper than those in IRAs, according to The Pew Charitable Trusts. Workers who rolled money to IRAs in 2018 would have paid \$45.5 billion in extra fees over 25 years, in aggregate, Pew estimates.
- However, workers won't necessarily always be better served by keeping money in their workplace plan. IRAs have some advantages and aren't always less costly.

The typical "hybrid" fund in a 401(k) plan is 0.19 percentage points cheaper than the same fund available to IRA investors, according to the Pew study. (A hybrid fund holds both stocks and bonds.)

Using those figures, Pew estimates that investors who rolled over in 2018 would have collectively lost about \$980 million in a year due to extra fees. Over 25 years, their nest eggs would be reduced by about \$45.5 billion in aggregate due to fees and lost earnings, according to the analysis. That's just from a single year's worth of rollovers.

The typical fee differential in 401(k) plans versus IRAs is even larger for stock funds and bond funds — 0.34 and 0.31 percentage points, respectively.

www.PediatricSupport.com


5:20




 BARRON'S
 


BEST PRACTICES

New Rules for Rollover Retirement Accounts Are Coming Friday

By Kenneth Corbin

Updated June 30, 2022, 8:27 am EDT

Original June 30, 2022, 8:26 am EDT

Later this week, advisors handling retirement portfolios will face new requirements to ensure that the advice they are providing is in their clients' best interest.

The new rules date back to a policy the Department of Labor enacted in December 2020 called Prohibited Transaction Exemption 2020-02. Much of that package was implemented in February, but the lingering piece involving rollover accounts takes effect Friday, July 1.

At that point, advisors will have to document the rationale behind the move to roll over a client's employer account to an IRA.

"The DOL requires specific considerations when making rollover recommendations, and it also requires a written disclosure to the client outlining why the recommendation was in the best interest of the client."

www.PediatricSupport.com


Why this matters?

1. Size of your employer-sponsored plans drives the costs
2. Get too big, plan is subject to additional testing mandated by DoL
3. Should still be able to push participants with small balances out
4. Cost justification for the destination's agent requires information from the existing plan.

BEST PRACTICES

New Rules for Rollover Retirement Accounts Are Coming Friday

By Kenneth Corbin
Updated June 30, 2022, 8:27 am EDT
Original June 30, 2022, 8:26 am EDT

Later this week, advisors handling retirement portfolios will face new requirements to ensure that the advice they are providing is in their clients' best interest.

www.PediatricSupport.com



HEALTHCARE
EXECUTIVE

Managed Healthcare
EXECUTIVE

Medical
Economics

PHYSICIANS
PRACTICE



PHYSICIANS
PRACTICE

5 Winning financial strategies for medical practices

June 3, 2022
Todd Shryock



Physicians who institute best practices bring in more revenue and profit than those who do not, and this can be the difference between being successful and being out of business.

1. Track KPI's/Benchmarks
2. Analyze Denials & A/R
3. Understand Payer Contracts & Patient Demands
4. Communicate Expectations
 - Patients
 - Staff
 - Providers
5. Create Positive Culture

www.PediatricSupport.com



Financial Management

Early pandemic loans adding to hospital financial woes

Andrew Cass - Wednesday, June 1st, 2022



The bill is coming due for federal loans given to hospitals early in the COVID-19 pandemic, adding to their financial woes, *Oregon Public Broadcasting* reported May 28.

The Medicare Accelerated and Advance Payment program offered hospitals short-term interest-free loans, according to the report. These loans are coming due as hospitals' costs are rising quickly and revenue from patient stays and surgeries is growing more slowly.

The idea behind the program was that hospitals would be able to pay back the advance once the pandemic passed and operations returned to normal, according to the report. Hospitals are still dealing with the effects of the pandemic, but the federal government wants to recoup the money to keep Medicare funded.

In March 2021, HHS began recovering those cash advances by paying hospitals 25 percent less for Medicare reimbursement claims, according to the report. Earlier this year, HHS began paying hospitals 50 percent less for reimbursement claims.

www.PediatricSupport.com



Candid. GuideStar



2022 Candid Seals of Transparency are here! Earn your new Seal today.

Connecting you with the nonprofit information you need



Search GuideStar for the most complete, up-to-date nonprofit data available.

www.PediatricSupport.com



Employee CoL & Merit Increases

www.PediatricSupport.com



U.S. BUREAU OF LABOR STATISTICS

Economy at a Glance

Regions, States & Areas at a Glance

Alabama includes the following metropolitan areas for which an Economy At A Glance table is available:

- + [Anniston-Oxford-Jacksonville, AL](#)
- + [Auburn-Opelika, AL](#)
- + [Birmingham-Hoover, AL](#)
- + [Columbus, GA, AL](#)
- + [Daphne-Fairhope-Foley, AL](#)
- + [Decatur, AL](#)
- + [Dothan, AL](#)
- + [Florence-Muscle Shoals, AL](#)
- + [Gadsden, AL](#)
- + [Huntsville, AL](#)



Southwest Information Office

Search Southwest Region Go

Southwest Home Southwest Geography Southwest Subjects Southwest Archives Contact Southwest

Consumer Price Index, Houston-The Woodlands-Sugar Land – April 2022

Area prices rose 2.4 percent in March and April, up 8.5 percent over the year

Prices in the Houston-The Woodlands-Sugar Land area, as measured by the Consumer Price Index for All Urban Consumers (CPI-U), advanced 2.4 percent for the two months ending in April 2022, the U.S. Bureau of Labor Statistics reported today. Regional Commissioner Michael Hiniak noted that this was the largest bi-monthly change in the all items index since June 2008. The food index increased 2.8 percent, and the energy index rose 10.3 percent in March and April. The all items less food and energy index rose 1.5 percent over the past two months, mainly due to increasing prices for owners' equivalent rent of residences and recreation. (Data in this report are not seasonally adjusted. Accordingly, bi-monthly changes may reflect seasonal influences.)

Over the last 12 months, the CPI-U rose 8.5 percent, the largest percent increase since December 1981. The index for all items less food and energy increased 6.9 percent over the year. Energy prices jumped 25.3 percent, largely the result of an increase in the price of gasoline, while food prices advanced 8.7 percent. (See chart.1 and table.1.)

News Release Information

22-853-DAL
Wednesday, May 11, 2022

Contacts

Technical information:
(972) 850-4800
bls.southwest@bls.gov
www.bls.gov/regions/southwest

Media contact:
(972) 850-4800

Related Links

CPI chart package

Chart 1. Over-the-year percent change in CPI-U, Houston-The Woodlands-Sugar Land, TX, April 2019-April 2022



Table 1. Consumer Price Index for All Urban Consumers (CPI-U): Indexes and percent changes for selected periods, Houston-The Woodlands-Sugar Land, TX, April 2022 (1982=100 unless otherwise noted)

Item and Group	Indexes			Percent change from -		
	Feb. 2022	Mar. 2022	Apr. 2022	Apr. 2021	Feb. 2022	Mar. 2022
All items	250.563	-	256.668	8.5	2.4	-
All items (1967 = 100)	803.646	-	823.227	-	-	-
Food and beverages	259.063	-	265.970	8.0	2.7	-
Food	260.328	-	267.654	8.7	2.8	-
Food at home	249.518	256.222	258.372	9.8	3.5	0.8
Cereals and bakery products	301.022	-	297.324	6.6	-1.2	-
Meats, poultry, fish, and eggs	285.908	-	296.508	17.8	3.7	-
Dairy and related products	190.817	-	205.870	3.6	7.9	-
Fruits and vegetables	303.128	-	312.896	3.9	3.2	-
Nonalcoholic beverages and beverage materials ⁽¹⁾	303.770	-	315.191	12.7	3.8	-
Other food at home	215.947	-	225.435	9.4	4.4	-
Food away from home	266.680	-	272.205	7.5	2.1	-
Alcoholic beverages	230.034	-	230.648	-0.7	0.3	-
Housing	242.619	-	244.726	5.5	0.9	-
Shelter	282.714	285.111	286.094	4.3	1.2	0.3
Rent of primary residence	280.079	282.623	284.275	5.1	1.5	0.6
Owners' equivalent rent of residences ⁽²⁾	263.303	265.208	266.687	4.2	1.3	0.6
Owners' equivalent rent of primary residence ⁽²⁾	263.303	265.208	266.687	4.2	1.3	0.6
Fuels and utilities	208.668	-	204.275	3.8	-2.1	-
Household energy	183.555	178.640	177.931	4.4	-3.1	0.7
Energy services	180.083	172.967	174.248	3.8	-3.2	0.7
Electricity	178.178	169.721	170.519	0.3	-4.3	0.5
Utility (piped) gas service	171.889	171.891	175.368	23.7	2.0	2.0
Household furnishings and operations	158.674	-	161.497	15.8	1.8	-
Apparel	182.792	-	178.859	6.6	-2.2	-
Transportation	219.206	-	236.608	22.1	7.9	-
Private transportation	223.324	-	235.586	21.4	5.5	-
New and used motor vehicles ⁽³⁾	107.642	-	107.032	13.1	-0.6	-
New vehicles ⁽¹⁾	186.593	-	188.091	9.2	0.8	-
Used cars and trucks ⁽¹⁾	344.913	-	338.558	23.1	-1.8	-



Employee CoL & Merit Increases

Limit CoL / Merit Increases

- Effect Of Compounding
- Set Payscale Limits
- Combination of “Regular” increase & one-time payments?

Cost Increasing & Payments Remaining Flat

What To Do?

	Scenario A	Scenario B	Variance (\$)	Variance (%)
Practice Revenue	\$ 1,000,000	\$ 800,000	\$ (200,000)	-20.00%
Fixed Costs	\$ 400,000	\$ 400,000	\$ -	
Variable Costs	\$ 250,000	\$ 200,000	\$ (50,000)	-20.00%
Total Costs	\$ 650,000	\$ 600,000	\$ (50,000)	-7.69%
Overhead Rate	65.00%	75.00%		
Available for Physician Compensation	\$ 350,000	\$ 200,000	\$ (150,000)	-42.86%

Really?!?

Options To Protect Your Margin

1. Limit CoL / Merit Increases
 - Effect Of Compounding
 - Set Payscale Limits
 - Combination of "Regular" increase & one-time payments?
2. Provider Production Incentives
 - Correlated to salary & threshold
3. Review MCO Contracts
 - Renegotiate rates



Care Management Services

Disease specific work intended to

- Keep the patient out of the hospital
- Educate them about their condition
- Coordinate services required to treat and/or manage the condition

These services may be provided or overseen by MD/QHCP

www.PediatricSupport.com

CPT 2022 - Care Planning

Activities: LONG list on page 63 CPT 2022 includes

- Communication and engagement with
 - patient...professionals regarding aspects of care;
 - home health agencies and other community services utilized by the patient;
- patient ... education to support self -management, independent living, ADLs
- assessment and support for treatment regimen adherence and medication management;

www.PediatricSupport.com

American Medical Association, CPT Professional 2022 (p. 63), American Medical Association, Kindle Edition.

CPT 2022 - Care Planning

Activities: LONG list on page 63 CPT 2022 includes

- ID of available community and health resources
- facilitating access to care / services needed by patient and/or family;
- Management of care transitions not reported as part of transitional care management
- Ongoing review of patient status, *including review of laboratory and other studies not reported as part of an E/M service, noted above;*
- Development, communication, and maintenance of a comprehensive or disease-specific (as applicable) care plan.

American Medical Association. CPT Professional 2022 (p. 63). American Medical Association. Kindle Edition.

www.PediatricSupport.com



CPT 2022 - Care Planning

Practice Qualifications. Must:

- Provide 24/7 access to physicians or other QHCPs or clinical staff including ... means to make contact with HCP in the practice to address urgent needs regardless of the time of day or day of week;
- Provide continuity of care with a designated member of the care team with whom the patient is able to schedule successive routine appointments;

American Medical Association. CPT Professional 2022 (p. 63). American Medical Association. Kindle Edition.

www.PediatricSupport.com



CPT 2022 - Care Planning

Practice Qualifications Must:

- Provide timely access and management for follow-up after an ED or facility discharge;
- Use an EHR for timely access to clinical information;
- Be able to engage and educate patients ... and coordinate and integrate care among all service professionals, as appropriate
- Reporting physician / QHCP oversees activities of care team;
- All care team members providing services are clinically integrated.

American Medical Association. CPT Professional 2022 (p. 64). American Medical Association. Kindle Edition.
www.PediatricSupport.com

CPT 2022 - Principal Care Management

New

Services focus on medical and/or psychological needs manifested by a single, complex chronic condition expected to last at least 3 months and include establishment, implementation, revision, or monitoring a care plan specific to that single disease.

Physician or other QHP

- **99424** first 30 mins during calendar month
- **99425** each additional 30 mins during calendar month

Clinical staff time directed by MD or QHP

- **99426** first 30 mins
- **99427** each additional 30 mins during calendar month

CPT 2022 - Principal Care Management

Documentation

- Disease-specific Care Plan details
 - Development, monitoring, revision
 - Communication with “relevant practitioners”
- Time: Less than 30 minutes not reportable
 - For minutes 31 and up:
 - Total minutes spent
 - How the time is spent (See list of activities)
- **BONUS: Why disease is complex for this patient**

www.PediatricSupport.com

CPT 2022 - Chronic Care Management

Modified

- 99491 Chronic care management, first 30 mins, provided personally by MD or QHCP. **Required:**
 - Two or more chronic conditions expected to last at least 12 months or until death;
 - Chronic conditions that place pt at significant risk of death, acute exacerbation/decompensation, or functional decline;
 - Comprehensive care plan established, implemented, revised or monitored

Added

- 99437 ... each additional 30 minutes

www.PediatricSupport.com



IN THIS ISSUE

- 3 When Are Modifiers Necessary?
- 5 CCM: What's Recommended
- 6 Incident to: A Refresher
- 7 Coding Challenge: Incident-to Reporting
- 8 Monthly resources from AAP Pediatric Coding Newsletter™



Strict Interpretation Of Incident-To Billing

The following situations are **not** permitted to be billed as "Incident-To":

1. New patient office visits (CPT 99201-99205)
2. Preventive examinations and yearly physical exams (CPT 99381-99387, 99391-99397)
3. Any new problems encountered during the visit that are not addressed in the established plan of care. (In this instance, the supervising physician needs to see the patient)
4. When the supervising physician is not present in the office (Being accessible by phone is not sufficient)

www.PediatricSupport.com



Incident-To Billing (cont.)

1. Follow the practical advice from Dr. Suzanne Berman...check with your local payers
2. Get copy of policy and save in file
3. Review contract for languages and referenced policies

www.PediatricSupport.com

