

The Business Impact Of COVID On Pediatric Practices

Webinar #22

Thursday June 10, 7:00PM(ET)



Suzanne Berman, MD, FAAP
Christoph Diasio, MD, FAAP



What We Are Not Going To Talk About

1. Amount of time providers/staff should self-isolate
2. Treatments for people affected
3. Predict how long this will last
4. Issues that are geographic-specific
5. COVID Testing Options
6. COVID-19 Vaccine Details (ok, maybe a bit)
7. Detailed Human Resource Issues



Agenda

1. This Week's Focus
2. Data Report
3. News Roundup
4. Practice Management Issues
5. Guests
 - Suzanne Berman, MD, FAAP
 - Christoph Diasio
6. Homework Assignments

www.PediatricSupport.com



Focus For The Week...

**Humble leadership doesn't
mean you think less of yourself.
It means you think about
yourself less and you think of
your team more.**

Inspired by CS Lewis

The
Carpenter | *A Story About the Greatest
Success Strategies of All*

Forum.PediatricSupport.com

9

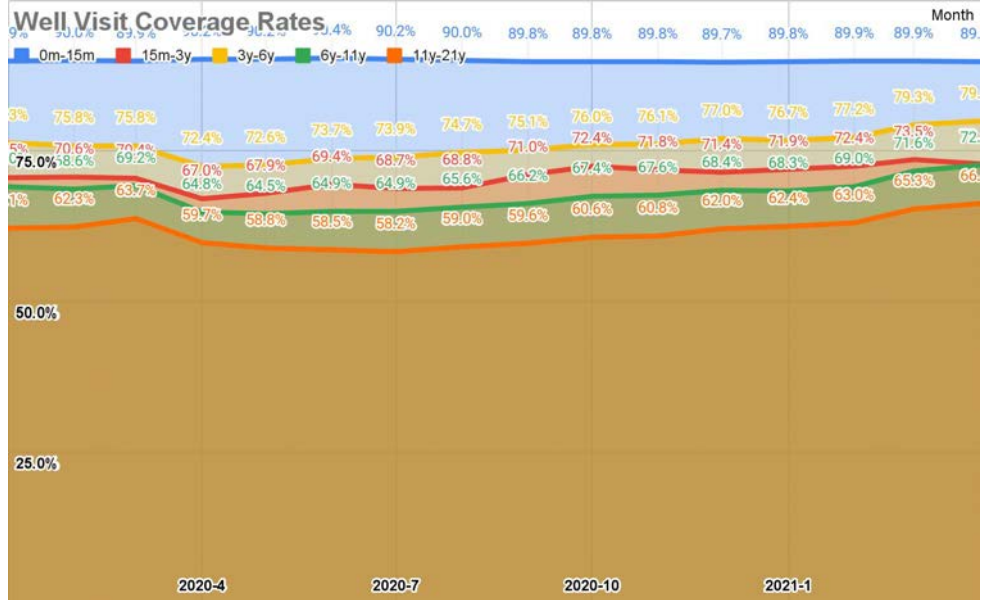
The screenshot shows a forum page for a COVID-19 Business Impact Webinar. The left sidebar lists categories like 'Upcoming Events', 'Finance', 'Site Feedback', 'Humor', and 'Leadership'. The main content area shows a list of forum topics with their respective reply counts and last post dates. Topics include 'Coronavirus stable for hours on surfaces', 'Telemedicine Disclaimer', 'How To Handle COVID19 Infectious Waste', 'COVID19 Waste Management', 'Cantfirst - Covid19', 'Empire BCBS (NY) - Covid19', 'PCC's 2020-03 Pediatric Coding Web Lab [TELEMEDICINE CODING]', and 'Wellmark - Covid19'.

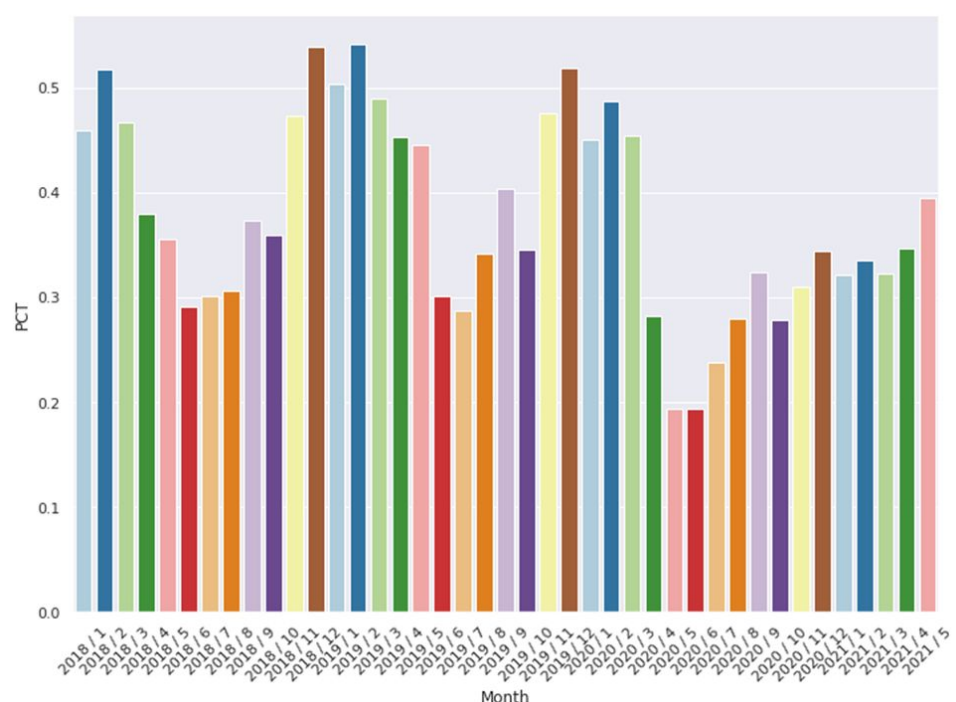
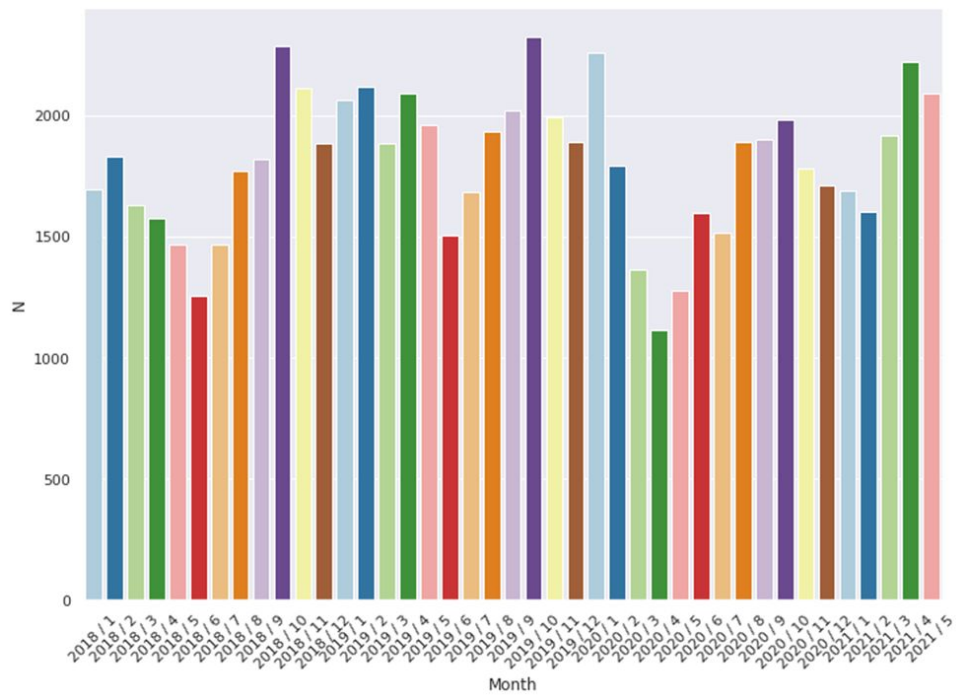
www.PediatricSupport.com



Latest Data From The Data NERDS

10



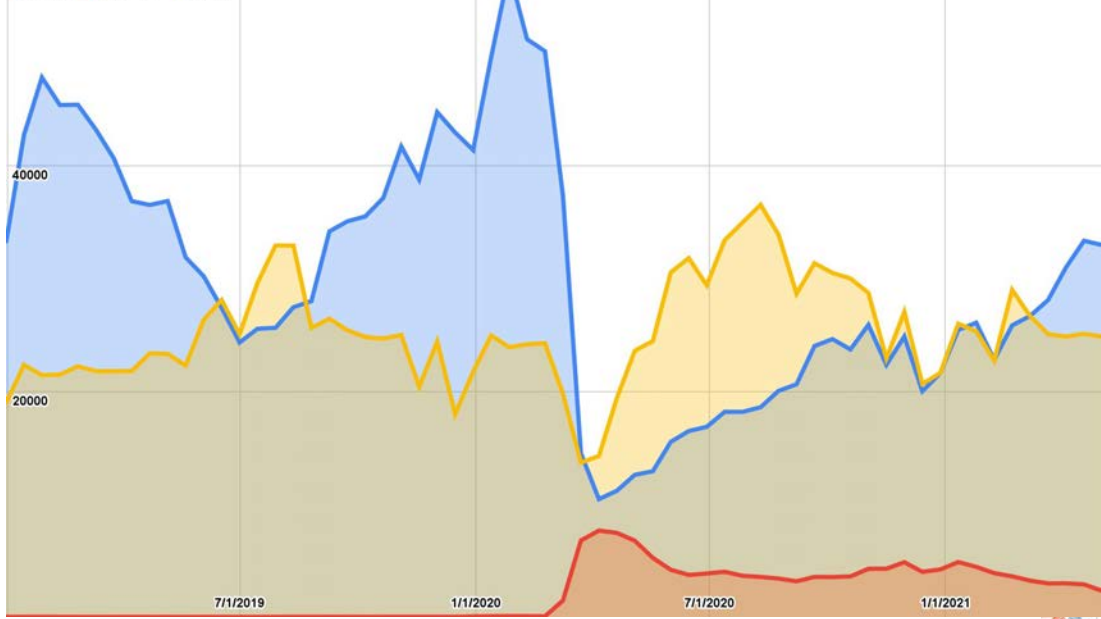


Sick, Telehealth, and Well Visit Volume

■ Sick ■ Telehealth ■ Well

Week

13



PEDIATRIC MANAGEMENT INSTITUTE


14

Women
IN PEDIATRICS
Retreat
refresh, reconnect, refocus
September 9-12, 2021
womeninpeds.com/retreat

PEDIATRIC MANAGEMENT INSTITUTE

In The News...

www.PediatricSupport.com



Vaxelis™
Diphtheria and Tetanus Toxoids
and Acellular Pertussis, Inactivated
Poliovirus, Haemophilus b Conjugate
and Hepatitis B Vaccine

www.PediatricSupport.com



Common CPT® Codes

Vaccine product

90697

Administration of vaccine

90460

and

+90461

or

90471

+90472

Description

Diphtheria, tetanus toxoids, acellular pertussis vaccine, inactivated poliovirus vaccine, *Haemophilus influenzae* type b PRP-OMP conjugate vaccine, and hepatitis B vaccine (DTaP-IPV-Hib-HepB), for intramuscular use

Immunization administration through 18 years of age via any route of administration, with counseling by physician or other qualified HCP; first or only component of each vaccine or toxoid administered
(Bill 1 unit for the first component of VAXELIS)

Immunization administration through 18 years of age via any route of administration, with counseling by physician or other qualified HCP; each additional vaccine or toxoid component administered (list separately in addition to code for primary procedure)
(Bill 5 units; 1 unit for each additional component within VAXELIS)

Immunization administration; 1 injected vaccine (single or combination vaccine/toxoid)
(Assuming VAXELIS is administered first during child's visit, bill 1 unit)
Immunization administration; each additional injected vaccine (single or combination vaccine/toxoid)
(Assuming VAXELIS is administered subsequent to other vaccine[s] during child's visit, bill 1 unit)

Common ICD-10-CM Code²

Z23^a

Description

Encounter for immunization

Pediatric/VFC Vaccine Price List

Vaccine	Brandname/ Tradename	NDC	Packaging	CDC Cost/ Dose	Private Sector Cost/ Dose	Contract End Date	Manufacturer	Contract Number
DTaP [1]	Daptacel®	49281-0286-10	10 pack – 1 dose vial	\$19.202	\$32.88	3/31/2022	Sanofi Pasteur	75D30121D10576
DTaP [1]	Infanrix®	58160-0810-52	10 pack – 1 dose syringe	\$19.84	\$26.309	3/31/2022	GlaxoSmithKline	75D30121D10573
DTaP-IPV [2]	Quadracel™	49281-0562-10	10 pack – 1 dose vial	\$43.352	\$56.18	3/31/2022	Sanofi Pasteur	75D30121D10576
DTaP-IPV [2]	Kinrix®	58160-0812-52	10 pack – 1 dose syringe	\$43.643	\$55.639	3/31/2022	GlaxoSmithKline	75D30121D10573
DTaP-Hep B-IPV [4]	Pediarix®	58160-0811-52	10 pack – 1 dose syringe	\$62.492	\$90.045	3/31/2022	GlaxoSmithKline	75D30121D10573
DTaP-IP-HI [4]	Pentacel®	49281-0511-05	5 pack – 1 dose vial	\$63.384	N/A	3/31/2022	Sanofi Pasteur	75D30121D10576
DTaP-IPV-HIB-HEPB [6]	Vaxelis™	63361-0243-10	10 pack – 1 dose vial	\$91.59	\$132.767	3/31/2022	Merck	75D30121D10575
		63361-0243-15	10 pack – 1 dose syringe	\$91.59	\$132.767			

ECONOMY

Jobless claims fall below 400,000 for the first time since the early days of the pandemic

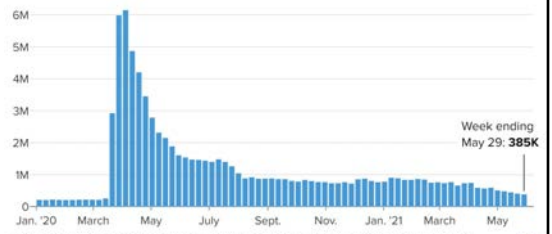
PUBLISHED THU, JUN 3 2021 8:30 AM EDT | UPDATED THU, JUN 3 2021 9:21 AM EDT


Jeff Cox
 @JEFFCOXCNBC

SHARE    

Initial claims for unemployment insurance

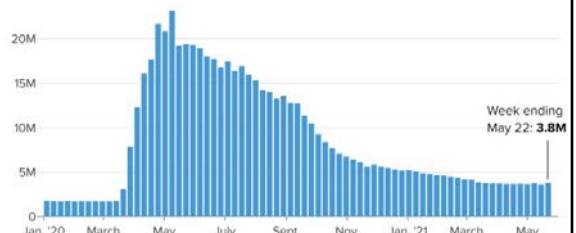
Weekly since the start of 2020, seasonally adjusted



SOURCE: Dept. of Labor. Data is seasonally adjusted and through May 29, 2021. The DOL began using a new seasonal adjustment methodology the week of August 29.

Continuing claims for unemployment insurance

Weekly since the start of 2020, seasonally adjusted

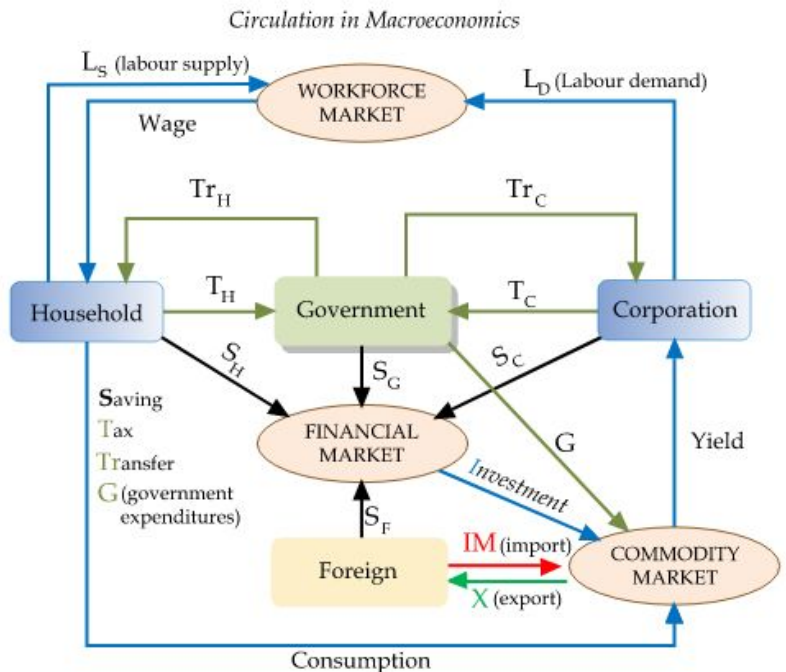


SOURCE: Dept. of Labor. Data is seasonally adjusted and as of May 22, 2021. Data based on week of unemployment, not week claim was filed. DOL began using new seasonal adjustment methodology week of 8/22.

www.PediatricSupport

Where Are We Headed!?!?

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





Increased Loan Limits for COVID-19 EIDL Program

U S Small Business Administration - Office of Disaster Assistance <sba-oda@updates.sba.gov>
 Tue 4/6/2021 4:17 PM
 To: [REDACTED]

22

Dear SBA borrower,

According to our records, you received a COVID-19 Economic Injury Disaster Loan (EIDL) from the U.S. Small Business Administration (SBA) to help your business weather the financial hardships brought on by the pandemic. These loans were previously limited to six months of economic injury up to a maximum of \$150,000. The SBA recently announced a policy change that significantly increases loan limits up to 24 months of economic injury with a maximum loan amount of \$500,000.

We are reaching out to inform you that the SBA's new increased loan limits for the COVID-19 EIDL program are now in effect and you may be eligible to receive additional loan funds. Please be advised that for loan amounts over \$25,000, SBA will continue to take a security interest in business assets evidenced by a general security agreement and UCC filing. SBA will also require an unsecured personal guarantee for loan amounts over \$200,000 from any individual with 20 percent or more ownership. Real estate collateral will not be required for any loans of \$500,000 or less.

As a reminder, SBA announced last month that we are extending the first payment due date for all loans until 2022. For COVID-19 EIDL loans made in calendar year 2020, the first payment due date is extended until 24 months from the date of the note, and for loans made in calendar year 2021 the first payment due date is extended until 18 months from the date of the note. Loan interest continues to accrue during the deferment period, and a loan increase will not further extend your first payment due date.

Follow these instructions if you wish to request a loan increase:

- Send email to CovidEIDLIncreaseRequests@sba.gov
- Use subject line "EIDL Increase Request for [insert your 10-digit application number]"
- Be sure to include in the body of your email identifying information for your current loan including application number, loan number, business name, business address, business owner name(s), and phone number.
- **Important: Do not include any financial documents or tax records with your initial request. You will receive a follow up email notification if we need additional documents.**

sba-oda@updates.sba.gov

Subject Line:

Increase Request for [Insert your 10-digit application number]

icSupport.com

Next Steps for Loan Increase Request for COVID-19 EIDL Program SBA:0008000031318

23

DONOTREPLY-CovidEIDLIncreaseRequests13 <DONOTREPLY-CovidEIDLIncreaseRequests13@sba.gov>

Sat 5/1/2021 8:21 PM

To: [REDACTED]

Dear SBA Borrower:

We received your request to increase your COVID-19 Economic Injury Disaster Loan (EIDL). To continue processing your request, please complete the following steps:

1. Log into your SBA loan portal account at: <https://covid19relief1.sba.gov/>
2. After you log into your account, click on the button that reads “**Request More Funds**”

The “Request More Funds” button will only be visible if your current loan amount is not already at the maximum loan limit

3. Next, you will be asked to disclose if any changes have occurred since the original EIDL application was submitted, such as any owners of 20% or more of the applicant business being currently involved in a bankruptcy
4. You also will be asked which form was used for the applicant business’s most recent tax return, such as Form 1040 (Schedule C, E or F), 1065 (Partnership), 1120S (S Corporation), or 1120 (C Corporation)
5. Next, you will use the slider bar to select a new increased loan amount
6. You may be required to electronically sign an IRS Form 4506-T allowing the SBA to obtain tax transcripts directly from the IRS
7. Once these steps are completed, you can submit the loan increase for processing



PEDIATRIC
MANAGEMENT
INSTITUTE

24

Bit tricky if you signed up for initial EIDL loan to find account in SBA portal.

The system may have grabbed the email address from the first owner/partner listed in the application.





Occupational Safety and Health Administration CONTACT US FAQ A TO Z INDEX ENGLISH ESPAÑOL

OSHA STANDARDS TOPICS HELP AND RESOURCES SEARCH OSHA

News Releases / US Department of Labor's OSHA issues emergency temporary standard to protect health care workers from the coronavirus

OSHA National News Release

U.S. Department of Labor

June 10, 2021

US Department of Labor's OSHA issues emergency temporary standard to protect health care workers from the coronavirus *OSHA also releases new guidance for all industries*

WASHINGTON, DC – The U.S. Department of Labor's Occupational Safety and Health Administration has announced it will issue an emergency temporary standard to protect healthcare workers from contracting coronavirus. The standard focuses on healthcare workers most likely to have contact with someone infected with the virus. OSHA announced the new standard alongside new general industry guidance, both of which are aligned with Centers for Disease Control and Prevention guidance

"Too many of our frontline healthcare workers continue to be at high risk of contracting the coronavirus," said U.S. Secretary of Labor Marty Walsh. "As I said when I came to the department, we must follow the science. This standard follows the science, and will provide increased protections for those whose health is at heightened risk from coronavirus while they provide us with critical healthcare services. Given the pace of vaccinations, this standard, along with the guidance OSHA, the CDC and other agencies have released, will help us protect frontline healthcare workers and end this pandemic once and for all."

The emergency temporary standard establishes new requirements for settings where employees provide healthcare or health care support services, including skilled nursing homes and home healthcare, with some exemptions for healthcare providers who screen out patients who may have COVID-19. OSHA will update the standard, if necessary, to align with CDC guidelines and changes in the pandemic.

www.PediatricSupport.com



Find Funding

Maternal & Child Health Topics

Programs & Initiatives

Data, Research & Epidemiology

About MCHB

[MCH Workforce Development](#) > [Funded Projects](#) > Pediatric Mental Health Care Access Program

PEDIATRIC MENTAL HEALTH CARE ACCESS PROGRAM

The purpose of the Pediatric Mental Health Care Access Program is to promote behavioral health integration into pediatric primary care using telehealth. State or regional networks of pediatric mental health teams will provide tele-consultation, training, technical assistance, and care coordination for pediatric primary care providers to diagnose, treat and refer children with behavioral health conditions. HRSA defines telehealth as the use of electronic information and telecommunication technologies to support and promote long-distance clinical health care, clinical consultation, patient and professional health-related education, public health and health administration. Technologies include video conferencing, the internet, store-and forward imaging, streaming media, and terrestrial and wireless communications.

Program Description: [Download the Fact Sheet \(PDF 240KB\)](#)

Project Officer(s): [Kelly Dawson Hughes, MPH](#), [Cara de la Cruz, MPH, PhD](#), [Madhavi Reddy, MSPH](#)

Pediatric Mental Health Care Access Program Fact Sheet

PROGRAM PURPOSE

The Pediatric Mental Health Care Access (PMHCA) Program promotes behavioral health integration into pediatric primary care using telehealth. State or regional networks of pediatric mental health teams provide teleconsultation, training, technical assistance, and care coordination for pediatric primary care providers to diagnose, treat and refer children with behavioral health conditions. The overarching goal of the program is to use telehealth modalities to provide timely detection, assessment, treatment, and referral of children and adolescents with behavioral health conditions, using evidence-based practices and methods such as web-based education and training sessions.

The PMHCA Program has the following priorities:

- Increase the availability and accessibility of

PROGRAM IMPACT

States will demonstrate increased access to pediatric mental health care resulting from telehealth efforts to achieve the following measures:

- Number of primary care providers enrolled.
- Number of primary care providers who receive teleconsultation on behavioral health conditions.
- Number of children and adolescents in primary care practices who enrolled in a pediatric mental health care access program who received a screening for a behavioral health condition.
- Percentage of children and adolescents who screened positive for a behavioral health condition and received treatment from a primary care practice or a referral to a behavioral clinician.

Awardees will report on these measures annually.



Welcome to the Provider Relief Fund Reporting Portal

The Provider Relief Fund (PRF) Reporting Portal is to be used by providers who received one or more payments exceeding \$10,000 in aggregate. This is a part of the post-payment reporting process. Register and create an account to get started.



<https://prfreporting.hrsa.gov/s/>

UHC is The Devil

COVID-19 Diagnostic Testing Rate Amendment

This amendment (this "Amendment") is to the Provider Participation Agreement (the "Agreement"), between UnitedHealthcare Insurance Company, contracting on behalf of itself, and other entities that are United's Affiliates (collectively, "United") and its subsidiaries and managed entities ("Provider").

This Amendment is effective on January 1, 2021.

The parties agree to modify the Agreement as follows:

1. For 2021 Dates of Service (DOS), United will reimburse the COVID-19 diagnostic testing code noted below at 100% of the CMS allowable rate.
CPT Codes: 87635, 87636, 87811, 0240U, 0241U, U0001, U0002, U0003, U0004, U0005

All other provisions of the Agreement shall remain in full force and effect. In the event of a conflict between the terms of the Agreement and this Amendment, the Amendment will control.

UnitedHealthcare Insurance Company, contracting on behalf of itself, and the entities that are United's Affiliates, as signed by its authorized representative	its subsidiaries and managed entities, as signed by its authorized representative
	Signature: _____
Print Name: Keely Gladieux	Print Name: _____
Title: NVP, UHN Provider Reimbursement	Title: _____
Date: 04/27/2021	Date: _____
	TIN(S): _____

COVID-19 testing for pediatric/family medicine health care professionals

We heard the concerns from health care professionals like you and we're working to address them. With that, for dates of service Jan. 1, 2021 through Dec. 31, 2021, UnitedHealthcare is willing to reimburse you at 100% of the Centers for Medicare & Medicaid Services (CMS) rate for the following COVID-19 test codes, in spite of our previous contractual arrangement:

- 87635
- 87636
- 87811
- 0240U
- 0241U
- U0001
- U0002
- U0003
- U0004
- U0005

bit.ly/COVIDamendment

bit.ly/UHC_testing_update

www.PediatricSupport.com



“We had decided to help our employees during COVID to not be EXEMPT from the FFCRA. Fair to claim Exemption now since vaccines are out. Looking for proper wording on that.”

<https://www.dol.gov/agencies/whd/pandemic/ffcra-questions>

www.PediatricSupport.com



House Hearing on VFC Legislation!

HEARING ON "BOOSTER SHOT: ENHANCING PUBLIC HEALTH THROUGH VACCINE LEGISLATION"

Date: Tuesday, June 15, 2021 - 10:30am
Location: Virtual Hearing via Cisco Webex
Subcommittees: 117th Congress
 Health (117th Congress)

The Subcommittee on Health of the Committee on Energy and Commerce will hold a legislative hearing on Tuesday, June 15, 2021, at 10:30 a.m. via Cisco Webex. The hearing is entitled, "Booster Shot: Enhancing Public Health through Vaccine Legislation."

Legislation

H.R. 550, the "Immunization Infrastructure Modernization Act"
 H.R. 951, the "Maternal Vaccinations Act"
 H.R. 979, the "Vaccine Fairness Act"
 H.R. 1402, to direct the Secretary of Health and Human Services to publish the formula the Secretary uses to determine the allocation of COVID-19 vaccines, and for other purposes
 H.R. 1550, the "Promoting Resources to Expand Vaccination, Education and New Treatments for HPV Cancers Act of 2021" or the "PREVENT HPV Cancers Act of 2021"
 H.R. 1978, the "Protecting Seniors Through Immunization Act of 2021"
 H.R. 2170, the "Helping Adults Protect Immunity Act" or the "HAPI Act"
 H.R. 2347, the "Strengthening the Vaccines for Children Act of 2021"
 H.R. 3013, the "COVID Vaccine Transportation Access Act"
 H.R. 3655, the "Vaccine Injury Compensation Modernization Act"

Next Steps:

- House hearing next week
- House committee markups
- Senate introduction soon

House Sponsors/Co-Sponsors: 32

- Democrats: 29
- Republicans: 3

H.R. 2347, the "Strengthening the Vaccines for Children Act of 2021"

Bill text and co-sponsor list: [https://www.congress.gov/bill/117th-congress/house-bill/2347](https://www.congress.gov/bills/117th-congress/house-bill/2347)

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



www.PediatricSupport.com



To contact your U.S. representative, please visit federaladvocacy.aap.org and go to "Cosponsor the Kids' Access to Primary Care Act" under Key Issues. There you will find an email form letter and more background information to guide your outreach.

www.PediatricSupport.com



Practice Management Issues

Last Webinar:

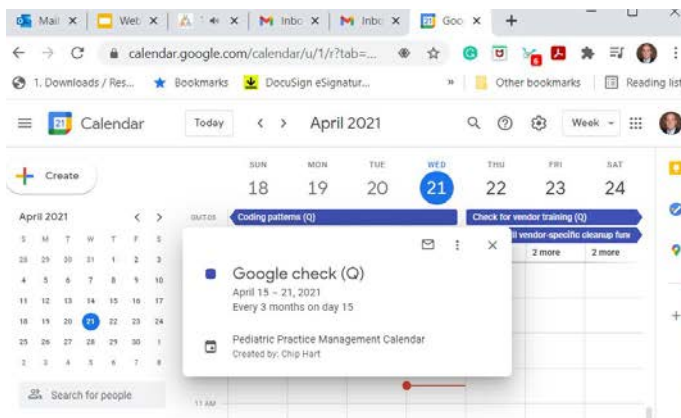
- Provider Compensation
- Practice Valuation
- Finding Good Help
- Pediatric Practice Management Calendar

www.PediatricSupport.com

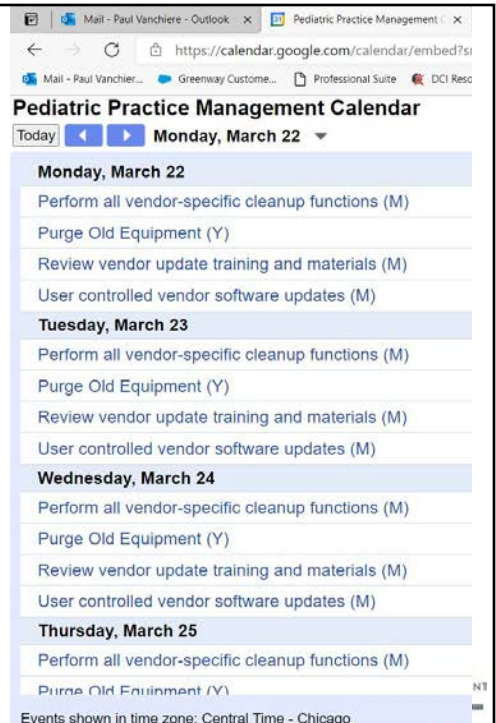


Keep up with 50+ weekly, monthly, quarterly and annual tasks.

bit.ly/PediatricPracticeManagementCalendar



www.PediatricSupport.com



What's Weighing You Down?

Reassess what you are carrying...

www.PediatricSupport.com



Sample Responsibility Matrix



Area	Responsibility	Managing Partner	Front Desk Supervisor	Clinical Supervisor	TBD #1	TBD #2	TBD #3	IT Manager
1	Billing	Weekly Billing Department Meeting				X		
2	Billing	Bank Deposit Preparation				X		
3	Billing	Bank Deposit Delivery				X		
4	Billing	Billing Department Issues				X		
5	Billing	Collection Policies				X		
6	Billing	Daily Deposit Summary Sheets				X		
7	Billing	Delayed Charge Submission Review	X					
8	Billing	EOB Review				X		
9	Billing	Hospital Charge Entry				X		
10	Billing	Mail Receipt Deposits				X		
11	Billing	Oversight of Billing Department				X		
12	Billing	Patient Financial Policies				X		
13	Billing	Patient Payment Posting				X		
14	Billing	Practice Fee Schedule Review				X		
15	Billing	RCM Liaison				X		
16	Billing	Reporting of direct deposits to Billing Department				X		
17	Billing	Review of Key Performance Indicators (KPIs)				X		
18	Clinical	AED Machines Checked			X			
19	Clinical	Asthma Action Plans			X			
20	Clinical	CLIA Certification			X			
21	Clinical	Clinical Staff Education			X			
22	Clinical	Clinical Staff Onboarding			X			
23	Clinical	Clinical Staff Scheduling			X			
24	Clinical	Clinical Staff Skill Competency			X			
25	Clinical	CPR Card Expirations			X			
26	Clinical	CPR Training			X			
27	Clinical	Crash Cart Compliance			X			
28	Clinical	Developmental Screening Program			X			
29	Clinical	EMR Templates	X					
30	Clinical	Hearing Screening Equipment			X			
31	Clinical	Lab - Review Lab Manuals			X			
32	Clinical	Lab Records- Quality Logs			X			
33	Clinical	Lab- Staff Competency Review			X			
34	Clinical	Medical Equipment Calibration			X			
35	Clinical	Medical Supply Inventory			X			
36	Clinical	Medical Supply Ordering			X			

<https://www.pediatricsupport.com/responsibility>

www.PediatricSupport.com



Physician Name: _____ As of: ____/____/____



Scheduling Guide

1	Are you accepting new patients?	
2	If not accepting new patients, will you see new siblings of existing patients?	
3	Will you take a returning patient? (i.e. they moved away and then back to town)	
4	Will you allow immunizations for a new patient that has not been seen.	
5	What is the maximum age of new patients you are willing to accept?	
6	At what age must a patient of the same sex move to another provider?	
7	At what age must a patient of the opposite sex move to another provider?	
8	What is the maximum age of a sibling of an existing patient you are willing to accept?	
9	What time do you prefer new patients?	
10	What time do you want to see newborns?	
11	What time do you want prenatal appointments scheduled?	
12	What time do you want non-ADHD conferences scheduled?	
13	If a patient transfers physicians within the practice, do you require a Well Child check?	
14	Will this child be booked as a new patient or considered another regular Well Child visit?	
15	What is the maximum number of new patients per day?	
16	If you are scheduled for a New Patient Check Up and a new patient calls in sick before their first visit, will you see them?	
17	Will you allow a double New Patient Well Check?	
18	How much time should be allowed for a double New Patient Well Check?	
19	Do you require a recent Well Child visit before allowing the patient to come in for nurse shots?	
20	How recent must that Well Child visit be?	
21	If there is a sick patient who is not with the practice, but is scheduled for a future initial visit with you, will you see them?	
22	If there is a newborn visit slot open 24 hours in advance, will you allow us to fill it with someone on the waiting list?	

<https://www.pediatricsupport.com/scheduling>
www.PediatricSupport.com



BANK STATEMENT

Comparing your internal financial records against the records provided by your bank helps you identify any unusual transactions that might be caused by fraud or accounting errors

It's wise to reconcile your accounts at least once a month

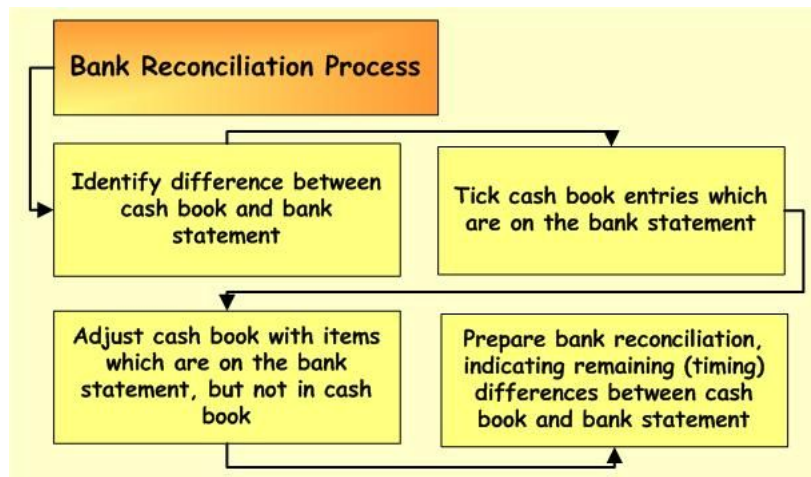
Verify each transaction individually, making sure the amounts match perfectly, and note any differences that need more investigation

Signs of fraud include unauthorized checks and missing deposits

the balance

www.PediatricSupport.com





Keep In Mind:

1. Independence Needed
2. Monthly Task
3. Realize that they are not examining the veracity of the charge/entry as they are focused balancing cash

What else?

www.PediatricSupport.com



Cash Flow Planning

Goto Forum and search "Cash Flow"

Forum.PediatricSupport.com

Check Your Vaccine Invoice Due Dates!

www.PediatricSupport.com



Home Latest Top Items

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 \(43.8 KB\)](#)

Week Of	Estimated Weekly Deposits	Estimated Payroll Expenses	Vaccine Invoices Due	Rent Payments	All Other Office Expenses	Running Balance
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	\$ 3,500	\$ -	\$ 1,500	\$ (8,750)
5/31/2020	\$ 5,000	\$ 5,000	\$ 1,000	\$ 5,000	\$ 1,500	\$ (13,450)
6/7/2020	\$ 5,000	\$ 15,000	\$ 900	\$ -	\$ 1,500	\$ (23,850)

Nothing Wrong With Being Over-Prepared

- Manage Your Cash -
- Manage Your Expenses -
- Defer Owner Bonuses/Deferred Comp Until End Of 2021 -

Worse case, the amount due to owners/partners end up being much larger at end of the year...

www.PediatricSupport.com



What Is the AAP Doing For You?

Strengthening the Vaccines for Children Program Act of 2021

- Increase Medicaid payment rates for immunization administration to at least Medicare rates for 2 years, with a federal funding bump to cover the costs for states
- Clarify that VFC providers can charge, and that Medicaid **can and must pay**, for 90461 for multicomponent vaccines
- Extend VFC eligibility to all children enrolled in CHIP
- Allow underinsured children to receive VFC vaccines at any VFC provider, not just FQHCs, RHCs, or designated entities, in an effort to promote vaccination within the medical home
- Grant access to appropriate public health surveillance data to tribal epidemiology centers
- Require a CDC report that will track immunizations to better understand disparities and find pockets of under-vaccination
- \$10,000 will be sent to each VFC-enrolled clinician (\$5000 in 2021, then \$2500 in each of 2022 and 2023) to defray the costs of participating in the VFC program.

<http://bit.ly/StrengtheningVaccinesSheet>

www.PediatricSupport.com



Homework

- PMI Conference
 - Registration
 - Hotel
- Cash Flow Planning
- Practice Management Calendar
 - Link in forum
- Practice Valuation Update

www.PediatricSupport.com



**PEDIATRIC
MANAGEMENT
INSTITUTE**
HELPING PEDIATRICIANS SUCCEED

PEDIATRIC PRACTICE MANAGEMENT CONFERENCE

CME & MOC
Available
In 2022*



 January 27-29, 2022

 Disney Yacht Club Resort, FL

DISNEY SPECIALS

- Nightly rate for attendees: \$285 (plus applicable taxes)
- Complimentary Health Club Access
- Discounted Theme Park Tickets

NEW FOR 2022

- One price for the entire two days!
- Three breakout sessions to dive deeper into topics important to you
- All-inclusive pricing includes all scheduled meals, breaks, drinks, and two cocktail parties.

REGISTRATION FEE

- Register before May 1, 2021: \$849
- Register before October 31, 2021: \$899
- Register after October 31, 2021: \$949

Pre Conference Pricing

- \$239 per session

