

## “Key Reimbursement Issues & Solutions in PA – Nov. 2006”

A Full-Day Seminar Focusing Exclusively on **SOLUTIONS** to Key Payment Issues in PA

**Based on Pennsylvania and Federal Law**

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Here Are Just a Few of the Issues Which We Will Be Covering:

**CMT / Manual Therapy.** Did you know that you can justify payment by insurance for manual therapy even when it is performed in the same generalized “region” of the body as the CMT, or on the same visit? The key is to know a few simple rules and document accordingly. [More info below...](#)

**Pre-Paid Plan and Financial Discounts (Introduction)** – In this session, we will cover up-to-date information which will help you determine whether you can legitimately offer pre-paid plan discounts and other types of discounts. [More info below...](#)

**“Across-the-Board” Delegated Services Denials** – Given a recent statement by Highmark regarding delegation of services (see below), are you concerned about delegating services to unlicensed personnel? What are the most powerful legal arguments as to why carriers DO have a duty to pay for properly delegated services? [More info below...](#)

Recent Statement by Highmark in a Publicized Letter:

“... AT NO PLACE IN THE [CHIROPRACTIC PRACTICE] ACT, OR ANY OTHER LAW OR REGULATION, ARE HEALTH INSURERS ... REQUIRED TO PROVIDE PAYMENT FOR SERVICES WHICH ARE DELEGATED TO UNLICENSED PERSONNEL.... [THEREFORE,] **HIGHMARK IS NOT REQUIRED TO PAY FOR SERVICES PROVIDED BY UNLICENSED PERSONNEL, UNDER THE SUPERVISION OF AN ELIGIBLE PROVIDER.**” (emphasis added)



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## “Key Reimbursement Issues & Solutions in PA – Nov. 2006”

A Full-Day Program and Initiative of Independent Pennsylvania Companies. Presented by:

**Keith Pendleton, JD**, ProviderLAW, Co-Founder [ProviderPRO.net](http://www.providerpro.net)

**David Klein, CPC, CHC**, DK Coding & Compliance, Co-Founder [ProviderPRO.net](http://www.providerpro.net)

Also Speaking as Guests:

**Jason Martin, Esq**, [The Martin Law Firm](http://www.themartinlawfirm.com) (Blue Bell, PA, Licensed in PA, NJ)

**Dean DePice, DC**, CEO [TLC for SuperTeams, Inc](http://www.tlcforsterteams.com) (Selected Events)

Dear Doctor:

A lot is changing in the insurance industry. The purpose of this seminar is not just to address the major changes going on in Pennsylvania when it comes to insurance, but more importantly, to provide proactive, reimbursement-focused SOLUTIONS to those issues. The purpose of this seminar, in other words, is to help you get paid.

As you will discover, the solutions we present will be based on accurate, reliable, and thoroughly-researched / validated information based directly on Pennsylvania and Federal Law, as well as upon our experience. All discussion will be reduced to a simple Step 1, Step 2, Step 3 format for ease of understanding. Fully-documented copies of slides will be provided at the program for reference purposes. If you are currently being audited or profiled, we certainly recommend that you register your coding consultant / attorney as well. Lunch is included in the price of the program. We welcome questions at all points during the presentation.

We are quite aware that we may be asking you to take a full day out of your practice. If any or all of the issues below affect your practice, we believe that this full-day seminar will be one of the best investments you've ever made.

We look forward to seeing you there!

Sincerely,

Keith Pendleton, JD  
David Klein, CPC, CHC  
Jason Martin, Esq  
Dean DePice, DC

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**A FULL-DAY SEMINAR DESIGNED TO INCREASE YOUR**

**REIMBURSEMENTS BASED ON LAW. THE SEMINAR WILL COVER:**

- **Delegated Services Denials** – One or more carriers appear to have announced that they will not pay for delegated services of ANY type to unlicensed personnel. What are the most powerful legal arguments as to why carriers DO have a duty to pay for properly delegated services? • [More Info...](#) • [Registration Form](#)
- **Pre-Paid Plan and Financial Discounts (Introduction)** – In this session, we will cover up-to-date information which will help you determine whether you can legitimately offer pre-paid plan discounts and other types of discounts. • [More Info...](#) • [Registration Form](#)
- **Recoupment & PA HB 2178 (the 12-Month Recoupment Bill)** – In this session, we will focus on the two exceptions of the 12 month recoupment bill – fraud and improper coding – and what this really means for your practice now and in the future. We will also look at existing laws that limit the ability of carriers to recoup... • [More Info...](#)
- **Carrier Profiling** – We will be discussing recent measures by some carriers to profile doctors and what you can do TODAY to address this situation. • [More Info...](#) • [Registration Form](#)
- **The Power & Use of Compliance Plans** – Recommended by the Office of Inspector General, a compliance plan serves as a proactive means of shutting down exposure and risk, enhancing your ability to get paid, and streamlining your documentation. • [More Info...](#) • [Registration Form](#)
- **Decompression Therapy – Coding, Documentation, Marketing and Compliance** – Already purchased a device? Thinking about purchasing one? ProviderPRO.net recently completed a 300+ hour / 2-month legal research study regarding this form of care. • [More Info...](#)
- **Collecting in Full in Auto Cases / Streamlining Your Processes** – There are simple-yet-highly-effective things you can be doing in your office to legitimately increase reimbursements in this arena. • [More Info...](#)
- **CMT / Manual Therapy** – Did you know that you can justify payment by insurance for manual therapy even when it is performed in the same generalized “region” of the body as the CMT, or on the same visit? The key is to know a few simple rules and document accordingly. • [More Info...](#) • [Registration Form](#)
- **Insurance Misrepresentation of Benefits & Coverage** – Have you ever been misquoted benefits / coverage terms at the time of verification (phone or fax)? Did you know that the disclaimer – not a guarantee of payment – does not permit carriers misrepresenting benefits / coverage? We have been very successful based in helping providers get paid in these situations. • [More Info...](#) • [Registration Form](#)

**Prices:** \$179 first person, \$129 each additional person. Includes lunch.

**Early Discount / Group Discount:** For those who register by Friday, October, 29<sup>th</sup>, \$159 first person, \$109 each additional

### **Dates and Times:**

Philadelphia, Th., Nov. 9, 8am - 4:30pm

Harrisburg, Th., Nov. 16, 8am-4:30pm

Pittsburgh, Sat., Nov. 18, 8am-4:30pm

Holiday Inn, 4700 Street Road  
Trevose PA

Holiday Inn, 1450 Harrisburg Pike  
Carlisle, PA

Holiday Inn, 180 Gamma Dr.  
Pittsburgh, PA

Hotel Phone: 267-684-1100

Hotel Phone: 717-245-2400

Hotel Phone: 412-963-0600

**Call 888-884-2141 • visit [www.providerpro.net](http://www.providerpro.net)**

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# Registration Form

## ProviderLAW Seminar

Mail to: ProviderLAW, 263 Hawk Mountain Road, Kempton, PA 19529-8849

**or Fax to: 610-756-3796**

Practice Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

*ProviderLAW keeps fax numbers confidential and does not sell them to third parties.*

# of Individuals to Attend: \_\_\_\_\_ Date of Seminar: \_\_\_\_\_ City: \_\_\_\_\_

Yes, we are members of ProviderPRO.net  No, we are not members  Please contact us regarding member benefits

Paying by Check **OR** Charge:  Visa  MasterCard  Am Ex  Discover

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_/\_\_\_\_ Name on Card: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

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