



"Helping Healthcare Providers Nationwide with CPT Coding, Compliance & Documentation"

OFFICES IN NEW YORK & FLORIDA

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Spinal Decompression Therapy and Insurance Webinars

DISCOVER the Most Compliant Way to Bill & Code for Spinal Decompression Therapy and Learn How to Train Your Staff to Collect Cash

You're invited to attend our Decompression & Insurance WEBINARS (live, on-line "interactive" seminars) on the most compliant way to bill and code for **Spinal Decompression Therapy**. Even though you may not get paid from insurance, you still must know how to complete CMS 1500 forms properly. Let me explain why...

If you "**collect cash**" from your patients for Decompression Therapy, you should have 2 goals in mind from a coding and patient reimbursement aspect:

- #1 Try to get the insurance company to reimburse the patient directly or
- #2 Try to get the insurance company EOB to state "**patient responsibility**"

If you use the wrong code, incorrect modifier or do not have the patient sign the proper Advanced Notice of Payment forms, **you may have to return the money** to the patient or insurance carrier. Here's why...

You have probably seen EOBs that state "**patient may not be billed for this service**" or "**patient not responsible**" or "**provider responsibility**." You do not want to see EOBs like this. You work hard for your money, so let us show you how to keep your money. The last thing you want is to have a happy, satisfied patient ask you for a refund because "**that's what the insurance company EOB said**."

Attend one of our Decompression and Insurance Webinars so you can learn how to **GROW & PROTECT your Spinal Decompression Therapy** business.

WEBINAR TOPICS:

- Should you just use the "TRACTION" code or should you use S9090 or 97039 or 97139 or 97799?
- Do you know how to get a "patient responsibility" insurance denial? This "proper" denial can prevent you from giving money back to certain insurance companies and patients.
- Find out if it's OK to collect cash from "in-network" patients.
- Do you know the CPT codes that most of the large insurance companies recommend? Using these codes can prevent investigations.

See next page

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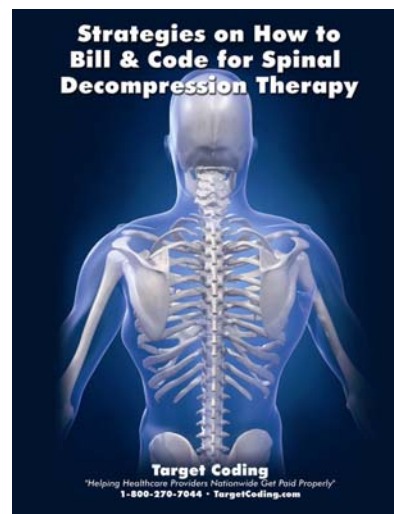
- If a Medicare patient pays you for decompression therapy, are you required to submit the claim?
- Learn how to bill Blue Cross/Blue Shield, Medicare, WC, Personal Injury, Aetna, CIGNA and more.
- Learn how to choose the most compliant ICD-9 Codes & how to link them to your CPT codes.
- Do you know what type of Advanced Notice of Payment forms a patient should sign?
- Letters of Medical Necessity for Spinal Decompression Therapy will be provided.
- Become skilled at the 9 Billing & Coding Categories specific to Spinal Decompression Therapy. Learn these 9 categories because you don't want to just assume you're doing it right.
- Get your staff members trained on how to do a Financial Consult.
- How to document medical necessity in your SOAP notes for the most common physical therapy services used in conjunction with Decompression Therapy.
- Find out what CPT codes to AVOID.
- **PLUS You Will Receive Decompression Policy & Position Statements from Blue Cross/Blue Shield and Medicare for Your State (if available - we do have them for most states)**
- **AND a Comprehensive Webinar Workbook is included**

Spinal Decompression Therapy involves more than just having a patient positioned on the table. Attend the webinar and learn how to bill and code for **additional service procedures** related to Decompression Therapy such as reviewing MRIs, counseling and coordinating care for patients with herniated discs, consultation codes, prolonged visits, plus much more!

This webinar is great for DCs, DC-PT and MD-DC offices that already own a Decompression Table or are thinking about getting one. Why would you buy a piece of equipment for \$100K and not know how to get paid for it?

About Dr. Marty Kotlar:

Dr. Marty Kotlar is the President of Target Coding. Dr. Kotlar owned and operated a successful chiropractic practice for 12 years and multi-specialty practice for 4 years. He began consulting in 1992 with a special emphasis on CPT coding, billing, reimbursement, documentation and compliance for chiropractic and multi-specialty facilities. Over the last 12 years Dr. Kotlar has provided valuable nationwide educational seminars and consulting to over 2,500 healthcare providers and their staff members. Dr. Kotlar is a contributing author to Dynamic Chiropractic, Chiropractic Economics and ChiroView Presents. He is Certified in CPT Coding, Certified in Healthcare Compliance and a member of the American Chiropractic Association, International Chiropractors Association, American Academy of Professional Coders, American Medical Billing Association and The Council on Chiropractic Physiological Therapeutics & Rehabilitation. Dr. Kotlar has authored two best selling reimbursement guidebooks. He is a noted lecturer and is a featured guest speaker with Parker Seminars, Foot Levelers and at many state associations nationwide. Dr. Kotlar has donated thousands of dollars to various Chiropractic Political Action Committees in order to help strengthen the chiropractic profession.



See next page

