



Target Coding

"Helping Healthcare Providers Get Paid Properly"

OFFICES IN NEW YORK & FLORIDA

Administrative Office: 1245 Ginger Circle • Weston, FL 33326

Toll Free: 800-270-7044 • Tel: 954-389-9294 • Fax: 954-389-3491

www.TargetCoding.com • info@targetcoding.com

Dear Doctor:

Thank you for your interest in our upcoming seminar on Spinal Decompression Therapy and Insurance Reimbursement. Now is a very important time in chiropractic to know if Insurance Reimbursement for Decompression Therapy is possible. Attend this seminar and learn How to Bill and How **NOT** to Bill for Non-Surgical Spinal Decompression Therapy.

The Rules Have Changed...Are You Ready?

Recently two DC's were accused of cheating BC/BS out of approximately \$2 million for false billing of Vertebral Axial Decompression. These DC's sought and received reimbursement by "misleading" BC/BS into believing they were performing other services that were covered. These DC's also instructed their employees not to call the procedure Vertebral Axial Decompression. This case is still being investigated.

This is Serious Stuff...You Don't Want to Just Assume You're Doing it Right

Dr. Marty Kotlar, President of Target Coding will be the featured speaker. Dr. Kotlar is Certified in Healthcare Compliance and is widely regarded as the industry leader in compliant CPT coding and billing. He is a contributing author to Chiropractic Economics, Dynamic Chiropractic and has written two best-selling insurance reimbursement guidebooks. He is a speaker at the Parker seminars and for the Foot Levelers Speakers Bureau. Dr. Kotlar is a member of the ACA, ICA, American Academy of Professional Coders, American Medical Billing Association and The Council on Chiropractic Physiological Therapeutics & Rehabilitation.

Don't Gamble with Your License...Learn How to do it Right!

Spinal Decompression Therapy involves more than just having a patient positioned on the table. Attend this presentation and learn how to bill and code for **all the service procedures related to Decompression Therapy** such as reviewing MRI's, counseling and coordinating care for patients with herniated discs, prolonged visits, HCPCS codes, proper modifier use, ADL's, plus much more! Also, how to DOCUMENT MEDICAL NECESSITY for rehab services and the CPT codes to **AVOID!**

If You Have Already Spent \$25K to \$150K on a Decompression Table... Then You MUST Attend This Seminar

Don't be misled into thinking you can bill insurance for "active" therapy services. This seminar is **NOT** being sponsored by any Decompression Table company. Also, there will be no companies promoting any Decompression Tables or Decompression Marketing Programs at the seminar. This seminar is for DC's & DC-PT offices that **already have** 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 Reimbursed?

Here are the upcoming seminar dates and locations:

September 16th – Los Angeles, CA

October 21st – Tempe, AZ

October 28th – Newark, NJ

November 4th – Chicago, IL

December 2nd – Atlanta, GA

December 9th – Ft. Lauderdale, FL

See next page for more information or to register. Hope to see you there.

Sincerely,

Michelle Simons
Seminar Coordinator

Target Coding Decompression Seminar Registration Form

How to Bill & Code for Non-Surgical Spinal Decompression Therapy

Name: _____ Date: _____

Address: _____

City: _____ State: _____ Zip: _____

Tel. #: _____ Fax #: _____

Email: _____

How did you find out about Target Coding? _____

Names of all attendees: _____

Check the upcoming seminar you would like to attend:

_____ Sept. 16th - Los Angeles, CA

_____ October 21st - Tempe, AZ

_____ October 28th - Newark, NJ

_____ Nov. 4th - Chicago, IL

_____ December 2nd - Atlanta, GA

_____ December 9th - Ft. Lauderdale, FL

Fee: \$499 Each DC – Includes 2 CA's

(CA's can attend without the DC)

***TRY TO REGISTER EARLY...OUR SEMINARS OFTEN SELL OUT & SEATING IS LIMITED**

**Seminar dates, locations, speakers, topics and fees are subject to change without notice.

Payment Method: Visa MasterCard AMEX **Total: \$** _____

Card Number: _____ Exp. Date: _____

Name on Card: _____

Signature of Cardholder: _____

Check Here If Paying By Check. Make check payable to Target Coding and send to our administrative office, 1245 Ginger Circle, Weston, FL 33326.

Fax Completed Form To 954-389-3491 Or Call 866-363-2633 To Register

THANK YOU ☺