



# Target Coding

*"Helping Chiropractors Nationwide with Billing Compliance, Documentation & Coding"*

1245 Ginger Circle • Weston, FL 33326

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## **Target Coding WEBINAR Topics & Registration Form**

**Target Coding** is pleased to now offer educational **WEBINARS**. These WEBINARS are live, on-line "interactive" seminars. Learn about Chiropractic CPT Coding, Establishing Medical Necessity, Billing Compliance, Proper SOAP Note Taking, plus much more. We also offer "CA Specific" webinars for your insurance CAs. Now you can learn about coding and compliance from the convenience of your home or office. Two CE credits are approved in many states for most of our webinars – please contact us for details about CE Credits for your state.

### **HOW TO ESTABLISH & DOCUMENT MEDICAL NECESSITY IN YOUR SOAP NOTES (# 201):**

This webinar will teach you how to create quick and simple SOAP notes that are compliant, do not look canned and will help you get paid for more visits. We will discuss Travel Cards (use them or get rid of them?), how to prove and document the need for more care upon re-exam and why it is so important to know about CPT Code Linking & Diagnosis Pointing. We'll also discuss how to avoid the most common SOAP note taking "errors" made by DCs, how to avoid insurance carrier denials, plus much more. Sample SOAP notes will be provided and a Comprehensive Webinar Workbook is included.

**DATES:      March 4, 20, 22      April 1, 10, 29      May 6, 15, 31**

### **MEDICARE BILLING, CODING & DOCUMENTATION FOR CHIROPRACTIC SERVICES (# 202):**

This webinar will teach you how to submit claims to Medicare in order to increase your chances of getting paid while decreasing your chances of getting audited. We will discuss how to document subluxation (according to Medicare) and how to follow Medicare's chiropractic guidelines. We'll also cover how to establish medical necessity on the initial and subsequent visits, how and when to complete the ABN/NEMB forms, Medicare modifiers, Par vs. Non- Par and how to troubleshoot some of the most common Medicare denials, plus much more. Sample SOAP notes and a Comprehensive Webinar Workbook are included.

**DATES:      March 1, 18      April 3, 22      May 3, 13, 29**

### **EVALUATION & MANAGEMENT (E/M) CODING, DOCUMENTATION & BILLING (# 203):**

This webinar will teach you how to compliantly incorporate E/M Services. E/M services are a vital ingredient to getting paid properly and they can set the tone to increase your chance of getting paid for more visits. Many DCs and CAs do not know how to properly bill and code for all the E/M services available in CPT coding. We will discuss how to get paid for exams, re-exams, consultations, counseling/coordination of care, prolonged visits, review of records, what E/M codes to avoid, what ammunition you should use in an appeal, plus much more. A Comprehensive Webinar Workbook is included.

**DATES:      March 11, 29      April 5, 26      May 10, 22**

### **INSURANCE VERIFICATION & HOW TO ASK PATIENTS FOR MONEY - BEFORE, DURING & AFTER THE 1ST VISIT - Great for CAs (# 204):**

This webinar will teach you and your CAs how to get your patients to pay for your services – whether they have insurance or not!! We'll go over a sample Patient Financial and Office Policy forms that every chiropractic practice should be using. You'll learn a stress-free way to collect co-pays, deductibles and co-insurance. After you incorporate this webinar information, your patients will understand their financial obligation and will gladly (well, almost gladly) pay your bill. We will provide information on what should be gathered - before, during and after the initial visit. We'll also discuss the very important topic of Insurance Verification. This webinar will provide strategic advice in order to increase your bottom line and make your CAs job a lot easier. A Comprehensive Webinar Workbook is included.

**DATES:      March 25      April 8, 24      May 8, 20**

**The Webinars begin at 11am ET / 10am CT / 9am MT / 8am PT**

**The duration of each WEBINAR is 90 minutes followed by 15 minutes of Q & A**

**IMPORTANT:** After we process your registration, you will be receiving emails with Webinar Attendance & Login instructions. You will need internet access to watch the webinar and a telephone for the audio portion.



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## Target Coding WEBINAR Registration Form

**Circle the Webinar Date(s) you would like to attend:**

**HOW TO ESTABLISH & DOCUMENT MEDICAL NECESSITY IN YOUR SOAP NOTES (Webinar #201):**

Dates:      March 4 20 22                  April 1 10 29                  May 6 15 31

**MEDICARE BILLING, CODING & DOCUMENTATION FOR CHIROPRACTIC SERVICES (Webinar #202):**

Dates:      March 1 18                          April 3 22                          May 3 13 29

**EVALUATION & MANAGEMENT (E/M) CODING, DOCUMENTATION & BILLING (Webinar #203):**

Dates:      March 11 29                          April 5 26                          May 10 22

**INSURANCE VERIFICATION & HOW TO ASK PATIENTS FOR MONEY (Webinar #204):**

Dates:      March 25                                  April 8 24                                  May 8 20

**FEE: \$99 per webinar OR purchase all 4 webinars and Save \$97** (limited time offer)

The WEBINARS begin at 11am ET / 10am CT / 9am MT / 8am PT.  
The duration of each WEBINAR is 90 minutes followed by 15 minutes of Q & A.

**\*\*All webinar dates and topics are subject to change without notice.**

Doctor's Name: \_\_\_\_\_ Today's Date: \_\_\_\_\_

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

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

Tel. #: \_\_\_\_\_ Fax #: \_\_\_\_\_

Email Address (please write clearly): \_\_\_\_\_

How did you find out about Target Coding? \_\_\_\_\_

Payment Method:    Visa    MC    AMEX    **Fee: \$99 ea. OR \$299 for all 4 webinars**    Total: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

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

**Fax Completed Form To (954) 389-3491**

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