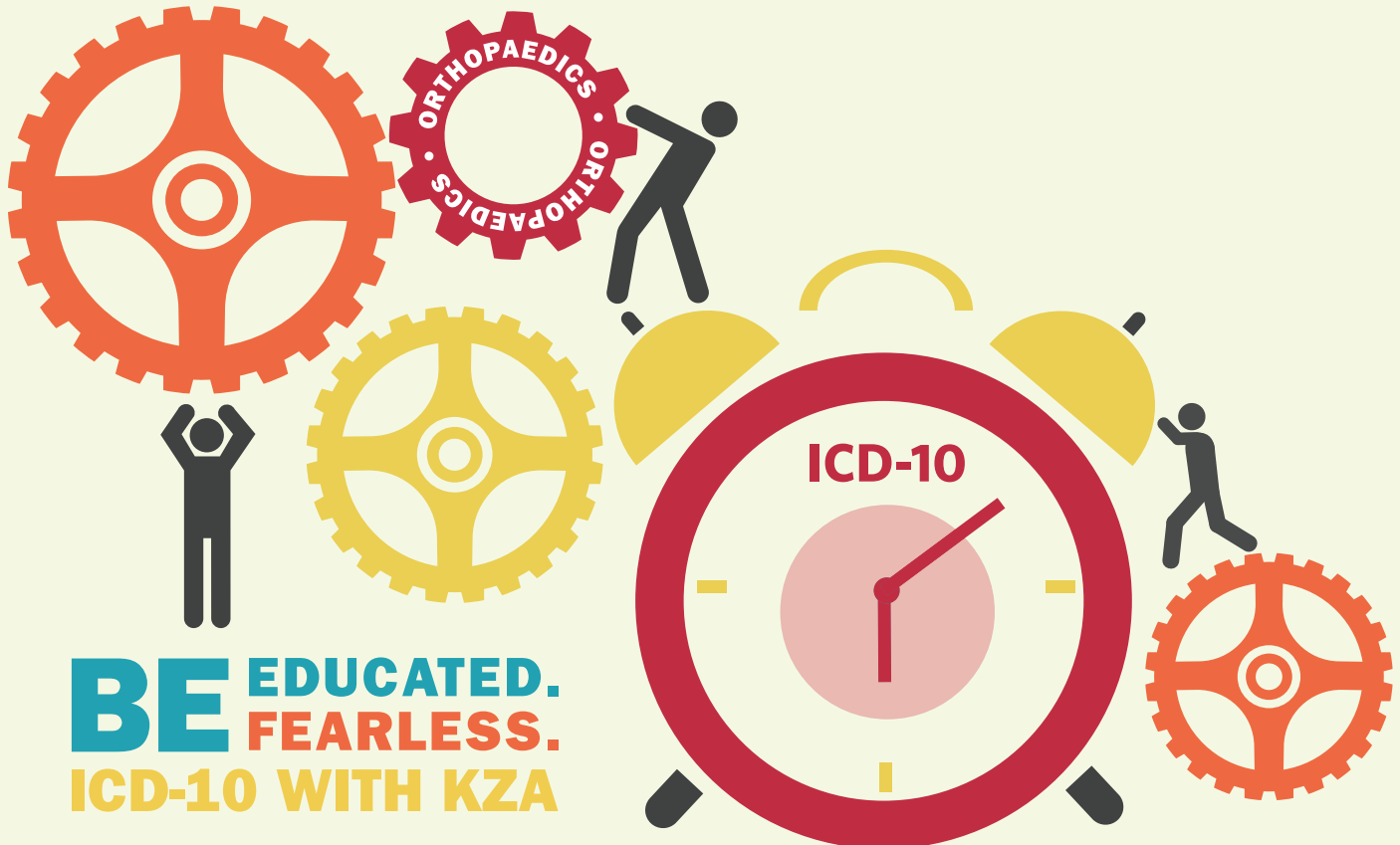




ORTHOPAEDICS



KEEPING THE GEARS IN MOTION



**BE EDUCATED.
FEARLESS.
ICD-10 WITH KZA**

2014 CODING AND REIMBURSEMENT WORKSHOPS

KICKING REVENUE INTO HIGH GEAR • FOCUSED ORTHOPAEDIC ICD-10 TRAINING
MASTERING ORTHOPAEDIC CPT CODING 2014

2014 CODING AND REIMBURSEMENT WORKSHOPS



FRIDAY OPTION I: KICKING REVENUE INTO HIGH GEAR

→ LEARN TO PROTECT YOUR REVENUE CYCLE AND MAINTAIN YOUR CASH FLOW

You carefully hone your surgical skills, but are you as detailed and meticulous with your business administration skills? **YOUR PRACTICE WILL BE IMPACTED BY ICD-10.** Are you prepared to lead your team through the transition?

Mismanagement of the migration to ICD-10 will lead to a higher percentage of rejected claims. **THIS WILL AFFECT YOUR CASH FLOW** and put your practice at risk.

NOW IS THE TIME TO START PLANNING for these disruptions and prepare your staff to minimize the negative impact to your organization.

KZA offers surgeons **EASY-TO-IMPLEMENT** techniques and recipes for revenue improvement as well as how to protect your business from the complications of a lag in cash flow.

FRIDAY OPTION II: FOCUSED ORTHOPAEDIC ICD-10 TRAINING

→ LEARN THE MECHANICS BEHIND CODING FOR ICD-10

You and your practice are successful because of your skill as a physician. As ICD-10 is implemented, however, **GETTING PAID FOR YOUR HARD WORK HINGES ON YOUR ABILITY TO CODE.**

This is not something that your front office can handle on their own. Your accountant can't save you. **THE SUCCESS OF YOUR PRACTICE begins with YOU.**

KZA's coding workshop will teach you how to maneuver your business through the ICD-10 changes without blunder.

Our systematic approach to deconstructing the ICD-10 book and our in-depth analysis of chapters 13 and 19 will make the ICD-10 transition easier than you thought.

Orthopaedic-specific examples will be woven into our presentation so as to clearly illustrate the use of unfamiliar or redefined ICD-10 jargon.

You can't afford to sit this one out. Reserve your space!

AAOS-KZA workshops answer your questions...

- What is so different about secondary osteoarthritis in ICD-10?
- What happened to the fracture of radius AND ulna?
- Where did gout go?
- Where did hip-click go?
- Should I report compression fractures of the spine differently?
- How will combination codes affect reporting?
- What about all those codes in chapter 20? Do I need to be so specific?
- Complications—Do I look in chapter 13, chapter 18 or chapter 19?
- How are fracture complications like nonunion or malunion different than other complications like infection, loose prosthesis, or wound problems?
- How should I be coding scoliosis screening?

SATURDAY SESSION: MASTERING ORTHOPAEDIC CPT CODING 2014

→ LEARN HOW TO CODE THE MOST COMMON PROCEDURES SPECIFIC TO YOUR SPECIALTY

The 2014 Saturday workshop will **ANSWER YOUR CODING QUESTIONS** and **MASTER THEIR USAGE.** We'll be covering:

- New codes for removal of foreign body shoulder, removal of prosthesis shoulder, both partial and total.
- Revisions to soft tumor codes.
- Revision in elbow codes 24160-24164.
- New code for percutaneous SI Joint fusion.
- Changes in chemodenervation.
- Risk stratification for E/M coding and documentation.
- Avoiding OIG Audits by understanding Place of Service codes.

WHAT PAST ATTENDEES ARE SAYING

"Brilliant, outstanding, superb!"

Dorsay Bryand, MD, El Dorado, AZ

"I learned valuable information about all aspects of office production."

Lauren Lowe, Coder, Steamboat Springs, CO

"I learn something new every time. Thank you!!"

Fred Carter, MD, Mattituck, NY

"Motivating! Had specific content that applies to our speciality and is beneficial. The humor keeps the topic fresh!"

Joanne McKendry, Office Manager, Midland, NJ

"Fantastic! Very informative! A must for staff on a yearly basis!"

Kimberly Ramos, Billing Manager, Chestnut Hill, MA

"This course was very informative and will help my practice. I am going to go back and introduce some of these ideas!"

Julie Zuidema, Revenue Director, Huntsville, AL

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2014 CODING AND REIMBURSEMENT WORKSHOPS



MEET YOUR INSTRUCTORS

KZA's instructors are teachers who like teaching! Hundreds of satisfied clients credit their success to KZA's team of talented consultants, skilled in operations management, reimbursement, managed care contract analysis, staff development and training, and strategic planning. Our team has provided orthopaedic surgeons and staff with expert advice on practice management, billing and coding. We bring more than 60 years of combined experience to solve your business problems. Our seasoned speakers and consultants provide clear, concise answers to complex issues. And, they do it with a lively speaking style and a sense of humor.



Cheyenne Brinson, MBA, CPA

Cheyenne Brinson has helped physician practices of varying size and specialties solve business problems for more than a decade. Her experience as a CPA, coupled with hands-on management experience helps surgeons build solid internal controls, reduce overhead, reduce risk, and increase revenue.

Prior to joining KarenZupko & Associates, Ms. Brinson was a Director in a primary care practice. There, she was credited with turning around the practice's "in the red" financials within a year.

Ms. Brinson serves as an instructor for KZA's national coding and reimbursement workshops sponsored by the American Academy of Orthopaedic Surgeons (AAOS) and the American Academy of Otolaryngology-Head and Neck Surgery Foundation (AAO-HNSF). She also frequently speaks for state specialty societies and administrator organizations.



Mary LeGrand, RN, MA, CPC, CCS-P

Mary LeGrand is a nationally recognized clinical documentation expert, auditor, and workflow redesign consultant who supports physician practices through the ever-changing demands of healthcare. Her clinical skills, combined with her coding and financial management expertise (e.g., EOB analysis, A/R management, appeals), allow her to dissect complex coding and reimbursement scenarios from both the physician and payer side of the process, to achieve operational efficiency and optimize reimbursement.



Margaret M. Maley, BSN, MS

Margaret Maley brings 30 years of orthopaedic experience to her projects and has worked with KarenZupko & Associates as a consultant and speaker for 17. With a B.S.N. from The University of Illinois and Master's degree from Rush University, Ms. Maley began her career in Chicago as a clinical nurse specialist managing several FDA studies. Moving to Houston in 1986, she transitioned to the business side of orthopaedics. "Front-line" experience managing orthopaedic practices gives her unique insight into the challenges facing orthopaedic surgeons and their staff on a daily basis. She is acutely

aware of the importance of correct coding and accurate documentation for proper reimbursement and to minimize the risk of audit. She is recognized by her peers as a skilled communicator and for the ability to sort out difficult orthopaedic coding and reimbursement issues.

Ms. Maley is an instructor for the national coding and reimbursement workshops sponsored by the American Academy of Orthopaedic Surgeons with extensive experience working with private practices, employed physicians, academic orthopaedic departments, state orthopaedic societies, and as a featured speaker.



Karen Zupko, President

Karen Zupko is a seasoned, senior advisor who has been helping physicians navigate the waters of America's healthcare system since 1974. Her perspective stems from more than 25 years of consulting, coaching, and training experience with physicians and those who manage them.

Karen has a longstanding commitment to physicians and their practice health. Over the years, she has seen PPMs come and go, weathered the changes of managed care, RBRVS, and Stark, and watched as capitation become only a twinkle in the eyes of surgeons and medical specialists. This depth of experi-

ence has made her a sought-after advisor by physician practices, pharmaceutical manufacturers, health systems, and other healthcare companies.

One of Karen's primary interests is helping physicians create a group culture that supports collegiality, patient satisfaction, and organizational effectiveness. She believes physicians should be satisfied with not only the care they provide patients, but the role they play in their practice organization, and their relationships with partners and staff. Through strategic planning assessments and practice retreats, she works with physicians to achieve these goals.

WHO SHOULD ATTEND THESE WORKSHOPS?

ORTHOPAEDIC SURGEONS WHO ARE:

- IN A PRIVATE PRACTICE
- EMPLOYED BY A HEALTH SYSTEM
- IN ACADEMICS

BECAUSE:

- You're serious about getting paid for your work.
- Your dictation, or lack of it, drives procedural coding.
- Your current diagnostic coding defines medical necessity.
- Letting someone else oversee your practice's income by overseeing coding for you is counter to your best interests.
- Audits are up. The economy is still slow. There are too many environmental challenges that your business must navigate in the next 12-16 months for you to be complacent.
- Taking an active role in your own success is smart business.

ADMINISTRATORS, MANAGERS AND SUPERVISORS:

IT'S YOUR JOB. You oversee the revenue cycle from the first visit to the final adjustment. Learn how to optimize your business systems and run a leading edge practice.

CERTIFIED CODERS AND BUSINESS OFFICE STAFF:

IT'S YOUR JOB. Sharpen your skills, expand your scope of knowledge, and earn CEUs.

BILLING COMPANIES:

IT'S YOUR JOB. You owe it to your clients to understand specialty nuances.

TEAM ATTENDANCE
PRODUCES THE BEST RESULTS!

Getting paid is a team effort—everyone on the team hears and sees how to code correctly and appeal effectively.

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FRIDAY

OPTION I

11:00AM–5:30PM

KICKING REVENUE INTO HIGH GEAR

LEARNING OBJECTIVES:

- Develop strategies and tactics to use in improving charge capture, accurate code selection, denial management and out of network collections.
- Create and monitor a visual, revenue-focused ICD-10 transition plan.
- Reduce denials and increase your revenue.
- Improve point-of-service collections from patients by at least 10%.
- Optimize use of modern payment technologies.
- Sell the benefits of your patient portal.
- Leave with training tools and scripts that improve staff's ability to collect surgical scheduling deposits, ask for prior balances due, and arranging extended payment plans.

AGENDA:

11:00AM: REGISTRATION AND LUNCH WITH EXHIBITORS

NOON–12:15PM: COURSE KICKOFF/INTRODUCTIONS

12:15–1:15PM

TRANSITIONING TO ICD-10: Financial Implications

- Creating a revenue-focused calendar of change.
- Hierarchy of responsibility within your practice: who does what and when.
- Staffing and training challenges.

1:15–2:15PM

ORTHOPAEDICS: Comparing Revenue Statistics*

- Bring current reports from your practice! We'll dissect them and see how they measure up.

2:15–2:30PM: BREAK

2:30–3:30PM

PAYMENT TECHNOLOGY AND TECHNIQUES that positively impact your bottom line

- No excuses: using technology to save time, increase efficiency, and improve revenue results.
- Patient portal pluses: get up and running before October 1st!

3:30–4:15PM

TALKING TO PATIENTS ABOUT MONEY. Fee discussions with patients in real life. Scripts to help you through money-related conversations.

4:15–5:00PM

SHOW ME THE MONEY! Activist appeals that produce results.

5:00–5:30PM

THE PRODUCTIVE OFFICE: Operationalizing needed change and getting things done.

2014 – AAOS AND KZA COURSE ACCREDITATION

The focused bottomline orientation of this workshop precludes it from it qualifying for CME credit. Leading edge products and services that improve billing, collections, and your bottomline are discussed. You'll see powerful results and a big return on investment if you implement even half of the recommendations we make.

This program has the prior approval of AAPC for 5.0 continuing education hours. Granting of prior approval in no way constitutes endorsement by AAPC of the program content or the program sponsor.

*** BRING A RECENT A/R REPORT, GENERATED WITH PAYOR AND PATIENT BALANCES SHOWN SEPARATELY. APPLY TEACHING POINTS IN REAL-TIME AS WE COVER ACCOUNTS RECEIVABLE ANALYSIS.**

ATTENDING OUR WORKSHOP
IS ONLY HALF THE BATTLE.

DON'T BE COMPLACENT.

Put our recommendations and ideas
into action after returning to the office
and *see the results* in your bottom line!

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FRIDAY

OPTION II

11:00AM–5:30PM

FOCUSED ORTHOPAEDIC ICD-10 TRAINING

LEARNING OBJECTIVES:

- Learn to identify 50 frequently used orthopaedic diagnosis codes; describe the key elements of documentation required to support their use in ICD-10.
- Get insights into the three action items required for orthopaedic surgeons to prepare for ICD-10.
- Practice your new skills! Showcase your understanding of key ICD-10 terms by correctly identifying an orthopaedic diagnosis code.
- Apply the Gustilo fracture classification when choosing the appropriate ICD-10 diagnosis code for an open fracture.
- Confirm the accurate use of ICD-10 codes to describe follow-up care.
- Compare the use of the terms “initial and subsequent encounter” when used to describe a rotator cuff tear, pathologic fracture, ACL tear, and an open fracture of the tibia.

AGENDA:

11:00AM: REGISTRATION AND LUNCH PROVIDED

NOON–12:15PM:

Overview of ICD-10 Book and Code Structure

12:15–1:15PM:

Chapter 13 Diseases of the Musculoskeletal System and Connective Tissue

- Architecture of the M-Block
- Chapter 13 examples of:
 - Manifestation codes
 - Code first
 - Code also
 - X-as a place holder
 - Other specified code
 - Combination codes
 - Initial vs. Subsequent encounter
 - 7th character extension

1:15–1:45PM:

Pathologic Fractures

- Leo C. Far to master documentation
- Adverse effects
- Neoplasm Table
- Complications
- Technology Demonstration

1:45–2:00PM: BREAK

2:00–3:00PM:

Chapter 19 Injury, Poisoning and Certain Other Consequences of External Causes

- Architecture of the S-Block and T-Block
- Chapter 19 examples of:
 - Manifestation codes
 - Code first
 - Code also
 - X-as a place holder
 - Other specified code
 - Combination codes
 - Initial vs. Subsequent encounter
 - 7th character extension

3:00–4:00PM

Classification of Fractures with Relevant Anatomy

- Gustilio
- Salter-Harris
- Neer
- Zones
- Classify Guy
- Leo C. Far to master documentation
- Complications
- Technology Demonstration

4:00–4:15PM: BREAK

4:15–5:00PM:

Relevant Systemic Disease Diagnoses

5:00–5:10PM:

What you need to know from payers

- Are they updating their payment policies for specific procedures with ICD-10 codes?
- Will they require codes from chapter 20?
- Do they expect implementation delays?

5:10–5:30PM:

Gap Analysis-how to do it, how to use it

- Action plan for transitioning your practice to ICD-10.

→ **AN ICD-10 BOOK IS REQUIRED FOR THIS SESSION; TWO PEOPLE FROM THE SAME OFFICE CAN SHARE ONE BOOK.**

2014 – AAOS AND KZA COURSE ACCREDITATION

AMA PRA: 5.0 AMA PRA Category 1 Credits™

This program has the prior approval of AAPC for 5.0 continuing education hours. Granting of prior approval in no way constitutes endorsement by AAPC of the program content or the program sponsor.

Check with other organizations for applicable credit

For directly sponsored activities:

The American Academy of Orthopaedic Surgeons is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education (CME) for physicians. AAOS designates this live activity (Focused Orthopaedic ICD-10 Training) for a maximum of five (5) AMA PRA Category 1™. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

AAOS requires that orthopaedic surgeons submit a completed evaluation at the end of the course in order to receive CME credits.

AAOS members: Your CME Transcript will include credits for participation in this live activity approximately four (4) weeks following the course.

SATURDAY

7:00AM–4:00PM

MASTERING ORTHOPAEDIC CPT CODING 2014

LEARNING OBJECTIVES:

- Accurately code E/M services and recognize the pitfalls of EMR/EHR implementation.
- Effectively incorporate the 2014 CPT coding changes: shoulder and elbow arthroplasty, tumor codes, chemodenervation and percutaneous SI joint arthrodesis.
- Recognize audit risk as a result of incorrect place of service.
- Discuss Medicare non-physician provider (NPP) billing rules and identify potential areas of risk.
- Utilize appropriate modifiers to ensure accurate claim submission.

AGENDA:

7:00AM: REGISTRATION/CONTINENTAL BREAKFAST

7:45–7:55AM: WELCOME, INTRODUCTIONS, AND OVERVIEW

7:55–8:45AM:

Operative Note Dictation Tips for Coding and Appeals

Surgeon Role Modifiers and Complexity Modifiers

- Documentation for Modifier 22
- Surgeon Roles: Modifiers 80, 81, 82, and 62

Unlisted Procedures

Place of Service: What You Need to Know; Why it is Important

Modifier Review: The Keys to Successful Claim Submission

8:45–9:45AM:

Protecting E/M Service from the Global Surgical Package

- Surgical Package Definition: CPT vs. Medicare
- Modifier 24
- Modifier 25
- Modifier 57

Same Day Surgical Procedure Modifiers

- Modifier 50, 51, and 59
- What Does CPT Say? What Does Medicare Say?

Surgical Services Performed During the Global Surgical Period

- Surgical Package Definition: CPT vs. Medicare
- Modifier 58, 78, and 79
- Does Place of Service matter?

9:45–10:00AM: BREAK

10:00–11:30AM:

2014 Global Reporting/Professional Component Only

- Documentation Requirements

Fracture Overview 2014

Sports: Shoulders, Hips and Knees

- Shoulder Arthroscopy
- Hip Arthroscopy
- Knee Arthroscopy

11:30AM–12:30PM: LUNCH PROVIDED

12:30–1:15 PM

Sports: Shoulders, Hips and Knees (continued as needed)

Joint Reconstruction

- Shoulder Update 2014
- Elbow Update 2014
- Hip and Knee

1:15–1:45 PM

Spine

- 2014 Update: Chemodenervation and SI Joint
- Lumbar Procedures: Primary stenosis; discectomy, recurrent disc
- Arthrodesis: Posterior, anterior

1:45–2:00PM: BREAK

2:00–3:55PM:

E&M and Risk Stratification

- Categories
- Levels of Service
- EHR utilization: risk identification, template discussion
- OIG Focus and Private Payors

Medicare Non-Physician Provider: Direct or Incident-To Reporting

4:00PM: EVALUATIONS AND ADJOURNMENT

→ DO NOT BRING YOUR CPT BOOK.

2014 – AAOS AND KZA COURSE ACCREDITATION

AMA PRA: 7.0 AMA PRA Category 1 Credits™

This program has the prior approval of AAPC for 7.0 continuing education hours. Granting of prior approval in no way constitutes endorsement by AAPC of the program content or the program sponsor.

Check with other organizations for applicable credit

For directly sponsored activities:

The American Academy of Orthopaedic Surgeons is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education (CME) for physicians. AAOS designates this live activity (Mastering Orthopaedic Coding) for a maximum of seven (7) AMA PRA Category 1™. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

AAOS requires that orthopaedic surgeons submit a completed evaluation at the end of the course in order to receive CME credits.

AAOS members: Your CME Transcript will include credits for participation in this live activity approximately four (4) weeks following the course.

2014

ORTHOPAEDIC CODING & REIMBURSEMENT WORKSHOPS

REGISTRATION

Space at workshops is limited. To ensure a place for you and your staff, visit www.karenzupko.com or call 312.642.8310 today. To fax your registration, complete this form and fax it to 312.642.5571.

To complete your registration, all information is required. Please fill in all fields. We will send confirmations via e-mail.

Enroll three or more people at the same time and receive a 10% discount off your total registration. If the physician is an AAOS member, all practice employees may attend at the member rate.

2014 COURSE FEES

Workshop	AAOS Member
Friday - Revenue Cycle (Option I)	\$495
Friday - ICD-10 (Option II)	\$495
Saturday	\$695
Both Days	\$895

Workshop	Non-Member
Friday - Revenue Cycle (Option I)	\$595
Friday - ICD-10 (Option II)	\$595
Saturday	\$795
Both Days	\$995

REGISTER TODAY....

	online	www.karenzupko.com
	by fax	312.642.5571
	by phone	312.642.8310
	by mail	625 N. Michigan Ave. Suite 2225 Chicago, IL 60611

WORKSHOP SCHEDULE

LOCATION	HOTEL	DATE	ROOM RATE	PHONE	ROOM BLOCK CUT-OFF
Dallas, TX	Hilton Dallas Southlake Town Square	Jan. 24-25	\$164	800-445-8667	01/08/14
Las Vegas, NV	Encore Las Vegas	Feb. 7-8	\$209	866-770-7555	01/16/14
Orlando, FL	Wyndham Grand Orlando Resort	Feb. 21-22	\$192	407-390-2300	01/31/14
Charleston, SC	Charleston Marriott	Mar. 7-8	\$189	800-968-3569	02/13/14
Chicago, IL	Hyatt Rosemont	Apr. 11-12	\$129	800-233-1234	03/27/14
New York, NY	New York Athletic Club	May 2-3	Visit our website for hotels in area		
Nashville, TN	Loews Vanderbilt Hotel	Aug. 22-23	\$159	800-336-3335	08/06/14
Chicago, IL	Hyatt Chicago Magnificent Mile	Nov. 14-15	\$209	888-591-1234	10/23/14

PLEASE PRINT

PRACTICE/GROUP NAME	PRIVATE PRACTICE OR EMPLOYED	
MAILING ADDRESS		
CITY	STATE	ZIP+4
OFFICE PHONE	FAX NUMBER	
E-MAIL ADDRESS		
AAOS MEMBER NAME AND ID NUMBER		

ATTENDEE REGISTRATION

ATTENDEE NAME/JOB TITLE	FRIDAY OPTION I	FRIDAY OPTION II	SATURDAY	BOTH DAYS	AMOUNT
1. _____	☐	☐	☐	☐	_____
WORKSHOP LOCATION _____					
2. _____	☐	☐	☐	☐	_____
WORKSHOP LOCATION _____					
3. _____	☐	☐	☐	☐	_____
WORKSHOP LOCATION _____					
4. _____	☐	☐	☐	☐	_____
WORKSHOP LOCATION _____					

For faster service, register online at www.karenzupko.com

TOTAL \$ FOR ALL ATTENDEES _____

PAYMENT METHOD (Course fees are tax deductible):

☐ Check (made payable to Karen Zupko & Associates, Inc.) ☐ Credit Card ☐ Visa ☐ MC

NAME ON CARD	
CARD NUMBER	EXPIRATION DATE
BILLING ZIP CODE	SECURITY CODE
SIGNATURE	

BILLING ADDRESS INFORMATION (IF DIFFERENT FROM ABOVE)

MAIL PAYMENT TO: KarenZupko & Associates, Inc., 625 N. Michigan Ave., Suite 2225, Chicago, IL 60611

Payment information: Advanced registration is required; register on-line, via fax or over the phone. **Faxing your registration holds your space for five (5) business days while we await receipt of your check payment or your credit card payment clears.**

Cancellation/Rescheduling Policy: All cancellations must be received in writing. In addition to a \$100.00 administrative fee for any registration change, cancellation, refunds will be made according to the following schedule per registrant: Cancellations made (7) days or more prior to the course receive a full refund less the \$100.00 administrative fee; cancellations(0-6) days prior to the course do not receive a refund.

KarenZupko & Associates, Inc. assumes no responsibility for costs associated with airline ticketing, price changes or cancellations.