



2017 CODING AND REIMBURSEMENT WORKSHOPS

ORTHO PAEDICS

Friday AM

PEOPLE.
PROCESS. PAYMENT.
The Science of Getting Paid

Friday PM

ICD-10: HOW TO WIN AT
DOCUMENTATION AND
INFLUENCE REIMBURSEMENT

Saturday

2017 MASTERING
ORTHOPAEDIC
CPT CODING

MEET YOUR INSTRUCTORS

Our engaging educators deliver more than just coding and management concepts. They won't read their slides to you, and they can answer nuanced questions. Each is a seasoned management consultant who brings boots-on-the-ground knowledge of orthopaedic practice operations, revenue cycle, and practice management. Whether you are in private practice, employed by a hospital, or in an academic setting, you'll find value in the real-life scenarios, knowledge, and tools embedded in their presentations.

Click on the images below to see detailed bios about your instructors.



CHEYENNE BRINSON
MBA, CPA



MARGARET M. MALEY
BSN, MS



MICHAEL R. MARKS
MD, MBA



SARAH WISKERCHEN
MBA, CPC



KAREN ZUPKO
President



Great information for any practice. We learned a great deal about modifiers, in particular. There is so much that we can take back to our clinic... almost too much!

*Jessica Bradshaw, Clinic Manager,
Wilmington, NC*



HAVE QUESTIONS?

Find articles and other valuable learning materials on our website: www.karenzupko.com

FRIDAY MORNING 8:00AM – 12:00PM

PEOPLE. PROCESS. PAYMENT. *The Science of Getting Paid*

Whether you are in a solo practice, a large academic institution, a sub-specialty group, or somewhere in between opportunities abound for improving collections in an orthopaedic practice. This session will dive deep into the details of a well-run, efficient revenue cycle that produces tangible results.

Chock full of real life examples and take home materials - including sample appeal letters - this course is designed for physicians, billing staff, and the leadership team that oversees the revenue cycle. You'll learn how to assemble the right team and hold them accountable, set up your workstations and systems for success, and use best practices for reducing lost revenue, managing denials and appeals, and following accounts until they are paid.

Who should attend?

- Physicians who want to ensure they are getting paid.
- Billing staff.
- Administrators, practice managers, billing managers and supervisors in charge of the revenue cycle.

What's New in 2017?

- Refining roles in the revenue cycle
- Setting up financial categories in the PMS
- Addressing lost revenue and credit balances
- Best practice A/R follow up
- MIPS basics



“

So informative! This course gave us a wealth of USEFUL information!

**Paula Schwartz, Biller,
Dearborn, MI**

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FRIDAY MORNING 8:00AM – 12:00PM

PEOPLE. PROCESS. PAYMENT. *The Science of Getting Paid*

AGENDA	TIME
Check-in and Breakfast (provided)	7:15AM – 8:00AM
The Revenue Cycle – It's a Team Sport • Front desk, surgery scheduling, billing	8:00AM - 10:00AM
People • Don't forget about the role of the front desk team. • Are the billing team members aligned properly with assigned tasks? • How do we hold staff accountable? • Do we have a plan to get things done? • What are the must have tools in the billing office?	
Process • Is your system set up properly? • Is lost revenue hiding in adjustments? • Who's working the credit balances? • Do we know the payor rules?	
Break	10:00AM - 10:15AM
• Billing office best practices. • Do we have proper checks and balances?	10:15AM - 12:00PM
Payment • Where are the revenue opportunities hiding? • Are we effective in obtaining pre-authorizations and pre-determinations? • What is our plan for managing denials? • Are we successful with appeals? • What is MIPS and how does it apply to us?	
How will we measure and know if we've realized improvement?	
Course Adjourns	12:00PM

Learning Objectives

a result of attending this course, participants will be able to:

- Set up systems that enable the revenue cycle team to be efficient and effective.
- Initiate hiring and accountability practices that result in a healthy bottom line.
- Organize the practice for time of service collections and surgery deposits.
- Establish procedures that minimize lost revenue, credit balances, and embezzlement risk.
- Implement best practices for A/R management and follow up.

2017 AAPC Accreditation

This program has the prior approval of AAPC for 4.0 continuing education hours. Granting of prior approval in no way constitutes endorsement by AAPC of the program content or the program sponsor.

FRIDAY EVENING 1:00PM – 5:00PM

ICD-10: HOW TO WIN AT DOCUMENTATION AND INFLUENCE REIMBURSEMENT

What is the difference between a complication and sequela? What happens to the 7th character when conservative management becomes surgical intervention? Is it okay to use code M25.561 (right knee pain) when you are unsure of the extent of a traumatic injury?

If you are a coder or a manager, do you know the answers to these questions? Do you think your surgeons do? If the answer is no, or "not sure," you and the surgeon need to attend this course.

This course goes beyond the theoretical and dives deep into the practical realities of ICD-10-CM to describe the complicated nature of a patient's condition. Structured for maximum workflow efficiency and using actual case examples, we will focus not only on choosing the most specific code, but also how to document it correctly. Don't forget: information that is not documented cannot be coded.

You'll understand what payers look for and how diagnosis coding impacts your "profile." We will explain Medicare's Comprehensive Care for Joint Replacement (CJR) program in practical terms, and outline a plan to make you and your practice ready for the next phase.

Back by popular demand, you'll receive updated electronic and searchable ICD-10-CM flashcards that include 50+ new and updated cards for your digital deck - along with an overview of how to use these tools as part of your daily documentation and coding workflow. Each participant also receives a 2017 Orthopaedic ICD-10 Slim Guide of frequently used diagnosis codes from the musculoskeletal chapter.

Who should attend?

- Physicians
- PA/NPs
- Managers
- Administrators
- Coders
- Billers

What's New in 2017?

- Case coding and documentation focus, including common cases with uncommon reporting.
- Focus on reduction of denials and decreasing the potential for audit.
- New and revised orthopaedic ICD-10-CM codes.
- CJR: How to prepare for what happens next.

Learning Objectives

a result of attending this course, participants will be able to:

- Illustrate how documentation supports medical necessity.
- Describe the documentation required to support a traumatic injury vs. a chronic condition diagnosis.
- Explain how "routine healing" can become "active treatment" and how this change is supported by the documentation.
- Choose three comorbid conditions that have an impact on orthopaedic outcomes and describe the correct documentation of each.
- Prepare for implementing Medicare's CJR Model.

Wonderful course! I highly recommend this workshop to anyone in medicine.

Kerri Kulovitz, MD,
Oakbrook Terrace, IL

FRIDAY EVENING 1:00PM – 5:00PM

ICD-10: HOW TO WIN AT DOCUMENTATION AND INFLUENCE REIMBURSEMENT

AGENDA	TIME
Check-in and Lunch <i>(provided)</i>	12:00PM - 1:00PM
<i>Each course topic includes actual case examples that illustrate key teaching points.</i>	1:00PM - 3:00PM
Medical Necessity: The Basis for Payment Denials and Audit. • Understand it, document it, and code it.	
Risk Adjustment Overview Comprehensive Care for Joint Replacement (CJR) Overview • Putting your practice in the best position for what comes next.	
Making the Diagnosis Work for You: Comorbid conditions and complications impacted by comorbid conditions.	
External cause codes that explain some complications.	
Break	3:00PM - 3:15PM
What have we learned about the 7th Character.	
Fractures: Traumatic, Pathologic, Atypical Oh MY! • Periprosthetic Fractures	
Delayed Union and Non Union of Fractures	3:15PM - 5:00PM
Complications	
Aftercare vs. Follow-up	
Screening	
Course Adjourns	5:00PM

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2017 CME Credit for Physicians

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 (ICD-10: How to Win at Documentation and Influence Reimbursement) for a maximum of 3.75 AMA PRA Category 1 Credits™. 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 that will be distributed by e-mail in the week following 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 8:00AM – 4:00PM

2017 MASTERING ORTHOPAEDIC CPT CODING

Fasten your seatbelts! This course is packed with an unparalleled combination of core coding knowledge, practical exercises, case examples, and orthopaedic subspecialty details. You'll learn from instructors who each draw their expertise from more than 20 years of boots-on-the-ground experience consulting with, working in, and teaching hundreds of orthopaedic surgeons nationwide.

This lively and interactive workshop integrates vital reimbursement factors for orthopaedics, including Global Service Data Guidelines, Medicare's NCCI procedure-to-procedure edits, and NCCI narrative guidelines. Participants will learn how to correctly apply new surgical codes for foot & ankle and spine including the review of common scenarios for these procedures and effectively implement them into their practices. We'll also cover essential coding concepts for evaluation and management CPT codes, surgical CPT codes, and CPT modifiers correlating them with ICD-10 examples to reinforce the essential integration and documentation requirements of both code sets.

*Excellent information.
Concise presentation and
knowledgeable staff.*

**David Sparks, MD,
Ponca City, OK**

Who should attend?

- Physicians
- PA/NPs
- Managers
- Administrators
- Coders
- Billers

What's New in 2017?

- Instruction on the new musculoskeletal CPT codes for foot & ankle and spine surgery, and how to apply them in practice.
- Updates to NCCI edits and narrative policies that impact musculoskeletal reimbursement.
- Essential information on proposed G codes for reporting services in the global surgical period.

Learning Objectives

a result of attending this course, participants will be able to:

- Choose the correct E/M categories for office and hospital services.
- Identify key requirements for incident-to and direct billing for PAs and NPs.
- Differentiate CPT code definitions from NCCI procedure-to-procedure edits and narrative guidelines.
- Apply E/M and surgical modifiers so that reimbursement is optimized and accurate.
- Integrate the use of new musculoskeletal CPT codes into your practice.

SATURDAY 8:00AM – 4:00PM

2017 MASTERING ORTHOPAEDIC CPT CODING

AGENDA	TIME
Check-in and Breakfast <i>(provided)</i>	7:15AM – 8:00AM
Coding Correctly for Office Services - Are You Doing It Right? • E/M Categories and Levels Overview • Physician Assistant and Nurse Practitioner Billing in Orthopaedics • Global Surgical Package	8:00AM - 10:00AM
Break	10:00AM - 10:15AM
Essential Updates and Fracture Care • CPT 2017 – What's New, Changed, or Deleted • Global Service Data and NCCI – What's New or Changed in 2017 • CMS G Codes for Postoperative Tracking • Fracture Care	10:15AM - 11:30AM
Lunch <i>(provided)</i>	11:30AM - 12:30PM
Modifier Deep Dive - Ensure You Are Documenting and Getting Paid Correctly • E/M: 24, 25, 57 • Physician Role: 80, 81, 82, AS, 62 • Complexity: 22, 52 • Same Day Surgical: 50, 51, 59, 76, -X {EPSU} • Global Period: 58, 78, 79	12:30PM - 2:15PM
Break	2:15PM - 2:30PM
Subspecialty Coding Concepts, Case Examples, and More • Key Concepts For Sports Medicine • Key Concepts For Total Joint Arthroplasty • Foot Changes 2017 • Spine Changes 2017 • Radiology Billing in Orthopaedic Practices	2:30PM - 4:00PM
Course Adjourns	4:00PM

2017 AAPC Accreditation

This program has the prior approval of AAPC for 6.5 continuing education hours. Granting of prior approval in no way constitutes endorsement by AAPC of the program content or the program sponsor.

2017 CME Credit for Physicians

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 (2017 Mastering Orthopaedic CPT Coding) for a maximum of 6.5 AMA PRA Category 1 Credits™. 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 that will be distributed by e-mail in the week following 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.

ORTHO PAEDICS
REGISTRATION

Space at workshops is limited. To ensure a place for you and your staff, visit www.karenzupko.com or call our registration hotline at 312-642-8310 today. To fax your registration, complete this form and fax it to 312-642-5571.

WORKSHOP SCHEDULE

LOCATION	HOTEL	DATE	ROOM	PHONE	ROOM BLOCK (cut off date)
Las Vegas, NV	The Venetian Las Vegas (code = RKARZ)	Jan. 27-28	\$209	888-283-6423	01/09/17
Orlando, FL	Wyndham Grand Orlando Bonnet Creek	Feb. 10-11	\$189	407-390-2300	01/18/17
San Antonio, TX	Hilton Palacio Del Rio	Feb. 24-25	\$189	210-222-1400	02/07/17
New York, NY	The Yale Club	Mar. 31-Apr. 1	Attendees Book Own Hotel Room		
Oak Brook, IL	Hyatt Lodge at McDonald's Campus	May 12-13	\$149	888-421-1442	04/26/17
Austin, TX	Palmer Events Center	June 9-10	Attendees Book Own Hotel Room		
Nashville, TN	Loews Vanderbilt Hotel	Aug. 11-12	\$184	800-336-3335	07/19/17
Chicago, IL	Hyatt Chicago Magnificent Mile	Nov. 10-11	\$199	888-591-1234	10/18/17

2017 COURSE FEES	
PACKAGE	AAOS MEMBER
Friday AM – PEOPLE. PROCESS. PAYMENT.	\$395
Friday PM – ICD-10	\$595
Saturday – MASTERING CPT	\$795
Friday AM + Saturday	\$995
Friday PM + Saturday	\$1095
All Three Courses (BEST VALUE!)	\$1295

PACKAGE	NON-MEMBER
Friday AM – PEOPLE. PROCESS. PAYMENT.	\$495
Friday PM – ICD-10	\$695
Saturday – MASTERING CPT	\$895
Friday AM + Saturday	\$1195
Friday PM + Saturday	\$1295
All Three Courses (BEST VALUE!)	\$1495

REGISTER TODAY!

ONLINE
(faster service) www.karenzupko.com

BY PHONE 312.642.8310

BY FAX 312.642.5571

BY MAIL 625 N. Michigan Ave.
Suite 2225
Chicago, IL 60611

PLEASE PRINT

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

ATTENDEE REGISTRATION

ATTENDEE NAME/JOB TITLE	FRIDAY AM	FRIDAY PM	SATURDAY	AMOUNT
1. _____		☐	☐	_____
WORKSHOP LOCATION _____				
2. _____	☐	☐	☐	_____
WORKSHOP LOCATION _____				
3. _____	☐	☐	☐	_____
WORKSHOP LOCATION _____				
4. _____	☐	☐	☐	_____
WORKSHOP LOCATION _____				
TOTAL \$ FOR ALL ATTENDEES				_____

PAYMENT METHOD (Course fees are tax deductible):

☐ Check (made payable to Karen Zupko & Associates, Inc.) CREDIT CARD: ☐ Discover ☐ AMEX ☐ 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

CANCELLATION/RESCHEDULING POLICY: All cancellations and transfer requests must be received in writing. Refunds are subject to a \$100 administrative fee per registrant and will be made according to the following schedule: Cancellations received 10 days or more prior to the course receive a full refund less the administrative fee per registrant; cancellations received 0-9 days prior to the course do not receive a refund. If you must cancel your course registration with fewer than 10 days' notice, KarenZupko & Associates, Inc. will transfer your registration fees to another workshop of your choice within the same calendar year, less the following: (1) the \$100 administrative fee per registrant, (2) the cost of the workbook(s) per registrant, and (3) the meeting venue food and beverage charges per registrant, including all service charges and taxes. All monies are forfeit if you "no-show" to a course without prior written notice. KarenZupko & Associates, Inc. assumes no responsibility for costs associated with airline ticketing, price changes, or cancellations. As such, we recommend the purchase of travel insurance when making your plans.