



KARENZUPKO & ASSOCIATES, INC.

INTERVENTIONAL PAIN

SPECIALTY CODING WORKSHOP

STRATEGIC CODING AND REIMBURSEMENT FOR INTERVENTIONAL PAIN SPECIALISTS

- New Epidural Steroid Injection (ESI) Codes in 2017
- Coverage Policies for Pain Management – Your Bottom-Line & Risk Management
- Office Visit and Injections at the Same Time? How to Document?
- Multiple Injections, Same Visit – How to Document & Avoid Audits

MEET YOUR INSTRUCTORS

Our lively educators deliver more than just coding and management concepts. Each is a seasoned management consultant who brings boots-on-the-ground knowledge of PM&R practice operations, revenue cycle, and 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.



DEB GRIDER
CPC, COC, CPC-I,
CPC-P, CPMA, CEMC,
CCS-P, CDIP

TERI ROMANO
RN, MBA, CPC, CMDP

“

Very informative and useful course. The material was specific to physiatrists and covered well.

Xin Zhou, MD,
East Amherst, NY

”

“

Excellent insight into future billing expectations. This course seriously enlightened me on how to avoid audits and non-payment of services. This course is "must" for physicians and medical billing professionals.

Paul Shelton, Practice Vice-President,
Lenexa, KS

”

HAVE QUESTIONS?

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

SATURDAY 8:00AM – 4:00PM

STRATEGIC CODING AND REIMBURSEMENT FOR INTERVENTIONAL PAIN SPECIALISTS

Pain management is a fast-growing, crowded, and complex field. Regardless of the specialty, the coding and significant reimbursement challenges are the same. In-office or in the ASC, most pain procedures are subject to detailed and often restrictive payor coverage policies. Physicians who remain unaware of these policy specifics do so at their peril. This one-day, intensive and fast-paced course covers the most critical issues for this unique specialty, and is packed with the know-how and necessary tools for successfully getting paid and effectively managing the bottom line.

We'll start with coding and reimbursement essentials such as Medicare rules and 2017 updates - including Medicare's push for quality programs, 2017 imaging bundling, CCI edits, and the payment structure of RVUs. If you are compensated by RVUs, it's imperative that you learn the basic steps and financial metrics that enable you to track your RVU productivity. Next, using actual payor coverage policies for pain treatment, you'll learn how to incorporate policy guidance into your daily practice and process. We'll dissect the clinical criteria and diagnosis codes that form these policies, and the must-have documentation to justify coverage.

In this interactive portion of the course, we'll devote a large portion of the day to interventional procedure coding for spine, joint, soft tissue, tendon and nerve block injections, PRP injections and more. You'll learn to code using real case examples. Also included in the session is detailed guidance on E/M coding and the principles of proper billing for nurse practitioners and physician assistants.

Who should attend?

- Anesthesiologists, neurosurgeons, orthopaedists and PM&R physicians who deliver interventional pain services and procedures.
- Other providers, managers, billers, and coders who work in pain management, PM&R and orthopaedic neurosurgical practices that treat pain.

It was a very informative and educational course. The instructor was very well-versed in the subject.

Aarthy Sooryanarayanan,
Surgical Coder, Linden, NJ

Excellent material, which is applicable to my specialty. I can apply this information to my everyday business. The instructor had a great deal of knowledge.

Camille Levy, Director of Revenue Cycle,
Novi, MI

SATURDAY 8:00AM – 4:00PM

STRATEGIC CODING AND REIMBURSEMENT FOR INTERVENTIONAL PAIN SPECIALISTS

AGENDA	TIME
Check-in and Breakfast <i>(provided)</i>	7:15AM – 8:00AM
Coding and Reimbursement Essentials • Coding vs. Reimbursement: How do they differ and how does this impact coding? • Medicare Update: 2017 and Beyond ◦ Medicare quality programs: Are you in or are you out? ◦ Reporting post-op visits. • Medicare Fee Schedule: Deconstructing your payment. • Bundling and CCI Edits: What they are, how they impact multiple procedures in pain coding, and how you can correctly override a CCI Edit.	8:00AM - 10:00AM
Understanding RVUs: What they are and how they impact payment, productivity, and compensation • RVU and Productivity Calculation and Your Practice Model: Private, employed or academic. Is there a difference? • RVU Capture: Are you capturing all you do? The basics of following the money.	
Coverage Policies and the Interventional Pain Physician • Medicare Policies: NCDs and LCDs in pain care: What you need to know, where to find the policies and how they impact reimbursement. • Private payer coverage policies in pain care. • Compliance and audit risk avoidance in pain treatment.	
Break	10:00AM - 10:15AM
The Global Period and Use of Modifiers • The Global Period • Modifiers: ◦ Avoiding Overuse and Misuse of Modifier 25: Can an E/M be billed on the same day as an injection? What documentation is needed? ◦ Modifier 50 (bilateral procedure) ◦ Modifier 51 (multiple procedure) ◦ Modifier 59 and Medicare changes to the 59 modifier deciding which one to use. ◦ Using the X modifiers.	10:15AM - 11:30AM
Lunch <i>(provided)</i>	11:30AM - 12:15PM

Learning Objectives

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

- Apply coding rules and principles for reporting E/M and in-office procedures for pain services to avoid audits.
- Choose appropriate codes and modifiers for interventional procedures for spine, joint, soft tissue, tendon, and nerve block injections.
- Adapt interventional pain coverage policies into the practice's reimbursement process.
- Explain reimbursement basics, Medicare updates, and incident-to billing.
- Recognize when the practice has an audit risk issue.

(agenda continued on next page)

SATURDAY 8:00AM - 4:00PM

STRATEGIC CODING AND REIMBURSEMENT FOR INTERVENTIONAL PAIN SPECIALISTS

AGENDA

TIME

Procedure Coding

12:15PM - 2:15PM

- Carpal tunnel injections
- Tendon injections
- Trigger point injections
- SI joint injections
- Percutaneous tenotomy coding
- Joint and bursa injections
- Somatic and autonomic nerve injections
- Chemodenervation: Non-spine
- Spine Procedures
 - Epidural injections; intralaminar and transforaminal
 - Medical branch blocks
 - Neurolysis, spine
 - Hardware blocks
- Neurostimulators: Spinal and peripheral
 - Trial placement
 - Ongoing programming
- Spinal pumps: Placement, reprogramming, refilling
 - Baclofen pain trials
 - Pump maintenance for the pain physician

Break

2:15PM - 2:30PM

Evaluation and Management Coding and Documentation

2:30PM - 4:00PM

- Evaluating your E/M utilization
- Audit Risks and your EHR
- Choosing a category of E/M code
- Outpatient Visits: CPT vs. Medicare rules
- Consultation Coding: When is a consult a consult?
Can your partner of a different specialty send you a consult?
- Coding the Level of Service: What justifies a level 4 or 5 visit in a pain patient? How is medical necessity determined?
- Case scenarios

Non-Physician Practitioner Role and Billing: Medicare Rules

- Incident to vs. Direct Billing
- Payment and policy essentials
- Shared Billing: Are you in compliance?
- What about private payers? Will they pay for PA or NP services?

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

This activity has been approved for 6.75 AMA PRA Category 1 Credits™

This activity has been planned and implemented in accordance with the accreditation requirements and policies of the Accreditation Council for Continuing Medical Education (ACCME) through the joint providership of The Academy for Continued Healthcare Learning (ACHL) and Karen Zupko and Associates. The ACHL is accredited by the ACCME to provide continuing medical education for physicians.

INTERVENTIONAL PAIN 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)
Orlando, FL	Wyndham Grand Orlando Bonnet Creek	Feb. 11	\$189	407-390-2300	01/18/17
Oak Brook, IL	Hyatt Lodge at McDonald's Campus	May 13	\$149	888-421-1442	04/26/17
Nashville, TN	Loews Vanderbilt Hotel	Aug. 12	\$184	800-336-3335	07/19/17
Chicago, IL	Hyatt Chicago Magnificent Mile	Nov. 11	\$199	888-591-1234	10/18/17

2017 COURSE FEES

PACKAGE

PRICE

Strategic Coding and
Reimbursement for
Interventional Pain
Specialists

\$795

PLEASE PRINT

PRACTICE/GROUP NAME

PRIVATE PRACTICE OR EMPLOYED

MAILING ADDRESS

CITY

STATE

ZIP+4

OFFICE PHONE

EXTENSION

FAX NUMBER

E-MAIL ADDRESS

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

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

CANCELLATION/RESCHEDULING POLICY: All cancellations and transfer requests must be received in writing. Refunds are subject to a \$50 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 \$50 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.