

## Agenda:

Registration .....	7:30 to 8:00
<b>Education Session:</b> .....	8:00 to 10:00
<b>FACT vs. FICTION:</b> The real Medicare regulations for Part B and where to find them	
<b>MEDICAL NECESSITY:</b> Providing necessary and reasonable rehab services	
Break .....	10:00 to 10:15
<b>Education Session:</b> .....	10:15 to 12:00
<b>WRITE RIGHT:</b> Documentation that meets Medicare guidelines and makes reviewers and therapists happy	
Lunch (on your own) .....	12:00 to 1:00
<b>Education Session:</b> .....	1:00 to 2:45
<b>CODING &amp; BILLING:</b> Medicare Part B	
<b>IT'S EXCEPTIONAL!:</b> Use of the ABN and KX modifier	
<b>MEDICAL REVIEW:</b> MACs, RACs, ZPIC and CERT (Oh My!)	
<b>TOP 10 REASONS FOR DENIALS:</b> How to fix them	
Break .....	2:45 to 3:00
<b>Education Session:</b> .....	3:00 to 4:00
<b>BACK TO THE FUTURE:</b> Making plans for your practice setting	
Questions and Answers:	
<b>Adjourn</b> .....	<b>4:00</b>

## Locations:

<b>Chicago</b>
Holiday Inn Rolling Meadows-Schaumburg 3405 Algonquin Road Rolling Meadows, IL 60008 847-259-5000
<b>San Francisco</b>
Sofitel San Francisco Bay 223 Twin Dolphin Drive Redwood City, CA 94065 615-508-7188
<b>Anaheim</b>
Hampton Inn & Suites 7828 Orangethorpe Ave Buena Park, CA 90621 714-670-7200
<b>San Diego</b>
Hampton Inn & Suites 1531 Pacific Highway San Diego California, USA, 92101

## Getting It Right From The Start

<b>Medicare Part B Made Easy:</b> Fact vs Fiction A Survival Guide for Part B Therapy in All Sites of Service	Chicago, IL - Sept 25 San Francisco, CA - Oct 9 Anaheim, CA - Oct 13 San Diego, CA - Oct 16 Houston, TX - Oct 23 Mt Laurel, NJ - Nov 6
For updated locations or other courses visit our website at <a href="http://www.encompassmedicare.com">www.encompassmedicare.com</a>	

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Presented By Your "Medicare Advisor"  
Pauline M. Franko, PT  
Answering Your Medicare Questions  
for Over 10 Years



## Presenter:

### **EITHER: Pauline M. Franko, PT, MCSP**

Pauline is president and CEO of Encompass Consulting & Education, LLC. She also co-authors the "Medicare Advisor" columns for the Advance newsmagazines.

She graduated from Physiotherapy School in Coventry, England in 1966. Her experience has always been in the area of geriatrics, including SNF, Home Health, CORF and long term care rehabilitation administration

She is a member of the APTA and its Geriatric section and acts as a resource for the respected Eli Reports.

### **OR: Danna D. Mullins, PT, MHS**

Danna is the principal associate and lecturer with Encompass Consulting & Education, LLC. She also co-authors the "Medicare Advisor" columns

She earned her both of her degrees from Washington University in St. Louis, Missouri. She has been a physical therapist for over 30 years, primarily in the areas of orthopedics, geriatrics, rehabilitation administration and education and is a practicing therapist.

In 1990 she was certified as a Zenger-Miller Frontline Leadership Instructor providing Management Training for Health Care Companies.

## Course Overview:

This highly interactive course is designed to provide participants with everything they need to know about delivering therapy services to Medicare Part B beneficiaries in the outpatient setting.

Topics include: medical necessity of Medicare services; understanding "skilled" care; individual vs. concurrent vs. group care; documenting services to assure reimbursement without overwhelming therapists; RACs, MACs, ZPICs and CERTs and Medical Review, and the top reasons that claims are denied and the solutions to fix the problems. Lab exercises and case studies will be utilized to provide the participant with fuller understanding of the regulations and their impact on reimbursement.

Time will be spent at the end of the program to help participants plan the changes that must be made in their practice to be compliant with Medicare rules while achieving the maximum legal reimbursement for therapy services.

All information provided will be specifically annotated to Medicare regulations.

## Course Objectives:

Upon completion of the program, the participant will be able to:

1. **Discuss** the Medicare regulations governing medical necessity of rehabilitation services ("reasonable and necessary" standards) under Part B, and apply them to their practice.
2. **Appropriately** document therapy services to justify intervention; obtain maximum legal reimbursement; and assure successful Medicare Medical Review. This includes certification; evaluations and plans of treatment; daily notes; progress reports and discharge summaries.
3. **Describe** billing and coding requirements for Part B services.
4. **Explain** Medicare Medical Review audits for Part B services, including the roles of the Medicare Administrative Contractor (MAC); Recovery Audit Contractor (RAC); Zone Program Integrity Contractor (ZPIC); Comprehensive Error Rate Testing (CERT) Contractors and how to prepare for an audit.
5. **Determine** those areas in his/her practice that need to be revised to be compliant with Medicare rules and regulations, including the Top 10 Reasons for Denials, and develop a plan of action for his/her practice setting.
6. **Navigate** resources (such as the CMS and Contractors websites) to stay abreast of Medicare rules and regulations that pertain to rehabilitation.

## Who Should Attend:

- Physical Therapists
  - Occupational Therapists
  - Rehabilitation Directors
  - Physical Therapist Assistants
  - Occupational Therapist Assistants
  - Rehab Agency Administrators
- Course may be of interest to:**
- Speech-Language Pathologists
  - Billing and Coding Professionals

## REGISTRATION: Medicare Part B Made Easy

This course has 6.5 contact hours.

For further information on course approval visit:

[www.encompassmedicare.com](http://www.encompassmedicare.com)

*Early bird price is valid up to 2 weeks prior to seminar*

*Group Price: is per attendee registering together*

### Early Bird Price

- ( ) Individual .....\$179
- ( ) Group of 2 or 3; per attendee ..... \$169
- ( ) Group of 4; per attendee .....\$159

### Regular Price

- ( ) Individual .....\$199
- ( ) Group of 2 or 3; per attendee ..... \$189
- ( ) Group of 4; per attendee .....\$179

### Call for prices on larger groups

Attach a separate registration for each attendee

**\*\*PLEASE PRINT CLEARLY\*\***

Name: \_\_\_\_\_

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

City: \_\_\_\_\_

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

\*Seminar Location: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

Name for certificate with professional title: \_\_\_\_\_

*The following required for credit card payment only.*

Credit Card: ( ) Visa/MasterCard ( ) Amex

CC Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ / \_\_\_\_\_

Signature: \_\_\_\_\_

Please include your check or money order along with your registration form if not paying by credit card.

**Cancellation Policy:** All cancellations must be submitted in writing and received 2 week prior to seminar and will be subject to a 20% cancellation fee. No refunds will be given for cancellations less than 2 week but registration fee will be applied to an alternative date.