

# COURSE CATALOG

Mario Fucinari DC, APMP, MCS-P, CPCO



Each course contains real world expertise developed by a seasoned practitioner, and a compliance and Medicare expert. Dr. Mario Fucinari can help to mitigate risks associated with every day practice.

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# **NEW CLASSES FOR 2023!**

- **The No Surprises Act for 2023**
- **Medicare: It's Not Just PART Anymore!**
- **HIPAA Updates and a Risk Evaluation of YOUR Office**
- **Cultural Diversity, Human Trafficking, and Anti-Discrimination**
- **Suicide Prevention Training**
- **Low-Tech Rehabilitation Procedures**
- **Be Informed About the Informed Consent Requirements**
- **Proving Medical Necessity in ANY Type of Case**
- **Proper Utilization of the 2023 ICD-10 NEW Codes and Guidelines**
- **Prevention of Medical Errors**
- **Stress and Medical Errors**
- **Essential Front Desk Communications (2-4 hours) For New DCs and CAs**
- **Optimizing Front Desk Operations (2-4 Hours) For New DCs and CAs**

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## Biography

### **Mario Fucinari DC, CCSP<sup>®</sup>, APMP, CPCO, MCS-P**

Dr. Mario Fucinari is uniquely qualified as one of the few instructors still in full-time practice! He graduated from Palmer College of Chiropractic Davenport in 1986. He maintains a full-time practice in Decatur, Illinois. Dr. Fucinari is a member of the Carrier Advisory Committee for Medicare, a Certified Professional Compliance Officer (CPCO), Certified Medical Compliance Specialist (MCS-P), and a Certified Chiropractic Sports Physician (CCSP<sup>®</sup>). He is a Diplomate of the Academy of Integrative Pain Management (APMP). Dr. Mario Fucinari has been presenting Continuing Education Classes for over twenty years and is a nationwide speaker on Medicare, Clinical Documentation, ICD-10 Coding, Compliance and HIPAA. In his back-to-the-basics approach, Mario whittles a difficult subject to an understandable and interesting comprehension of the requirements. Affiliated Speaker's Bureaus: NCMIC, Foot Levelers and ChiroHealthUSA.



### Category: Compliance and Ethics

#### Human Trafficking Awareness and Response

2 – 4 Hours

Human trafficking is considered modern-day slavery. This course will give you a better understanding of what human trafficking is, how to identify a patient or an individual who may be a victim of human trafficking and how to properly report the abuse. You will be equipped with resources to help fight human trafficking and provide resources to victims. Learn important terminology in this field, the different types of human trafficking that exist and an understanding of the scope of the problem, both domestically and globally.

#### **Course Objectives**

- To gain an understanding of the scope and magnitude of human trafficking, in both sex trafficking and labor trafficking.
- To recognize and identify individuals who may be victims of human trafficking.
- To understand trafficking from the perspective of the victim and the multiple needs of survivors.
- To learn key terminology associated with human trafficking.
- To recognize the roles that various disciplines/professionals have to play in anti-trafficking efforts

## Course Outline

- Forms of human trafficking
- Myths and realities of human trafficking
- What is labor trafficking
- Who are the traffickers?
- Who are the victims?
- The mindset of the victim
- Identifying trafficked persons
- Policies and resources for doctor, staff and the victim
- Mandatory reporting of child abuse

## Compliance and Ethics Audits in Managed Care

2 – 4 Hours

Federal and State law requires providers to have an *effective* compliance program. Recent OIG reports on chiropractic have resulted in widespread audits. Find out how to look up your *personal* practice statistics and what it may indicate to the carriers and to your patients. Learn how an OIG Compliance Manual may be just what you need to avoid fines and jail time. Dr. Mario Fucinari, a Certified Professional Compliance Officer and a Certified Medical Compliance Specialist will show you the significance of a compliance program and the steps to achieve practice protection.

### Hour One

- CERT Review findings
- Recent OIG Reports on Chiropractic
- Strategic Health Solutions audits

### Hour Two

- OIG Federal Sentencing Guidelines
- Culpability Score
- Eight Steps of a Compliance Plan

## Increase the Level of Daily Ethics & Individual Responsibility in Practice

1-2 Hours

Did you ever connect the dots between personal and daily ethics with breakthrough practice success? Come experience our panel of inspiring chiropractic speakers as they break down Ethics in their area of expertise and experience, in a way that will stimulate both mind and action. You will be reminded of Ethical boundaries in every area of chiropractic practice, while you learn how to encourage each of your staff to take an increased responsibility of elevating the ethics of your current practice policies, showcasing how this action will filtrate in to the community, helping more people get well. You will hear what the public expects when it comes to Ethics from their healthcare team relating to universal fairness, and where Chiropractic fits in. Get ready to enjoy this topic like never before!

## Effectively Communicating the Chiropractic Story

(2 Hours)

Nine out of ten new patients coming into your office have never been to a chiropractor before. The methods you use to communicate the “chiropractic story” will not only prevent medical errors but will help to ensure better compliance and outcome of your treatment. Dr. Mario Fucinari will present timely methods to effectively communicate to your patients, staff and the general public.

Learning Objectives:

- Ethics
- Prevention of Medical Errors
- Identify legal aspects of verbal communication
- Collaborating with staff to present the “Chiropractic Story”
- Learn ethical methods of communication

## The Financial Consultation and Report of Findings

2-4 Hours

In the current healthcare climate of limited coverage and increased deductibles, not knowing how to explain the financial responsibilities of the patient and payment options, can be frustrating and result in patient drop-out. Dr. Fucinari will provide you and your staff with the tools necessary for success. Learn the step-by-step *legal* methods, forms and scripts for implementing financial policies in your office. This class is designed for everybody; doctors, staff and billers will gain useful information!

What you will learn:

- How to prevent collection problems with clear communication
- The dangers of illegal discounts
- How to stop sabotaging financial success
- Successful strategies for every financial consultation

## **Take a Tour: The Compliant Office**

2 – 4 Hours

Come with us on a tour of the compliant office. Dr. Mario Fucinari will take you on a guided tour of the office to show you different departments of the office. From front desk to the treatment room, to the insurance department, what does look like to be in compliance in the chiropractic office of the 21<sup>st</sup> century. This course will guide the doctor and staff through different aspects of the office to meet the various regulations, requirements and complexities of practice in today's market. Learn how to avoid governmental and disciplinary scrutiny, avoid missed revenue, and maintain billing and coding integrity. This class is designed for doctors and staff.

## **The Cash Practice: Fact or Fiction?**

2 Hours

Have changes in health care law, Medicare regulations, insurance deductibles, and demands by the public driven you to consider a cash practice? In the current healthcare climate of declining reimbursements, many practitioners are considering transitioning to a cash-based practice. It is crucial to separate fact from fiction in your business decisions. As a certified compliance specialist, Dr. Fucinari, will try to clear the fact from fiction on whether a cash practice can be a reality.



## **Category: Documentation**

### **Documentation and Billing Requirements**

8-12 Hours

The old adage, if it is not documented, it never happened is true. Documentation is not just for reimbursement. Medical record documentation is required to record facts, findings, and observations about the patient. Learn what constitutes meaningful use of documentation. We will explore requirements for Medicare, personal injury, commercial insurance and the cash patient. A veteran's health history including past and present illnesses, examinations, tests, treatments, and outcomes.

#### **Learning Objectives:**

- Learn documentation guidelines and requirements
- Identify documentation requirements for different case types
- Understand staff's responsibility to provide documentation elements
- Identify the medical record as protected and confidential information
- Identify legal aspects of proper documentation

### **Health Care Updates for the Chiropractic Office**

8-12 Hours

Having trouble keeping up with the latest changes? Join our class to hear Dr. Mario Fucinari. A record number of changes in healthcare policy will begin in 2019. The CMS Physician Fee Final Rule was released. Changes in evaluation and management guidelines will take place that will affect all realms of healthcare. 2019 will also bring changes in Blue Cross policies, expansion of the VA referrals to chiropractors, increased HIPAA audits and deeper data mining claim analysis with ICD-10 coding. Whether you have a large practice, small practice, personal injury practice or even a cash practice, these important regulatory changes are sure to impact your office for years to come. Perfect for doctors, staff and billers.

#### **Learning Objectives:**

- Comprehend the major legislative happenings that will affect physicians in 2019
- Understand the key government regulations and industry trends expected to impact physician groups in 2019
- Learn documentation guidelines and requirements
- Identify documentation requirements for different case types
- Identify the medical record as protected and confidential information

## **Most Common Documentation Errors: Throughout a Plan of Care**

2 Hours

Documentation deficiencies often occur when the physician is focused on a matrix of required elements and loses focus on the underlying purpose of documentation: Quality of Care. The DC is far more likely to comply if they can attach a value with the mandate. This lecture will provide clarity of documentation, as well as most common errors made, so the practitioner can have clarity of thought in implementing correct record keeping on Monday morning. Documentation effectively forces the physician to articulate who, what, where, when, why and how. While this facilitates meeting the documentation requirements, it also facilitates better patient care. An essential component in adequately documenting, is recognizing and embracing documentation as a means of improving patient outcomes. A win-win for all!

## **Top 10 Most Common Documentation Errors**

2 Hours

Documentation errors may result in denials, recoupment or even fines and jail time. This lecture will provide clarity of documentation, as well as most common errors made, so the practitioner can avoid the top errors and implement correct record keeping on Monday morning.

## **Category: Medicare**

### **Lessons Learned: Medicare Audit Survival**

4 Hours

There is certainly no better way to learn than from experience. Over the last year, the chiropractic profession has experienced an alarming increase in Medicare audits. ZPICs, RAC, CMS and Strategic Health Solutions have taught us a great deal about what they are looking for, how to respond and how to appeal. The policies and procedures will continue to evolve, but lessons learned will show you how to develop strategies to mitigate your risk associated with audits. Dr. Fucinari, frequent national speaker, will bring his experience of helping doctors gain insight, respond and appeal audit findings from Medicare and other carriers.

At the end of the program/lecture, the attendee will be able to:

- Identify medically necessary and reasonable parameters of care
- Evaluate methods to determine functional goals in the care of the Medicare population
- Employ examination techniques to establish the presence of the subluxation required in Medicare

### **Medicare Boot Camp for the Chiropractic Office**

4 -6 Hours

You have taken all the classes, but the rules have changed again! CMS and the Medicare Administrative Contractors (MAC) changed the documentation rules and regulations for Medicare. See how these changes are being implemented in all carriers of insurance reimbursement. These significant changes will impact the chiropractic office and the way you practice! Dr. Mario Fucinari whittles a difficult subject to an understandable and interesting comprehension of the requirements. This class is designed for everybody; doctors, staff and billers will gain useful information!

### **Meeting the “Medicare Episode of Care” Requirement**

2 Hours

Recent OIG reports on chiropractic have not been favorable. Strategic Health Solution audits resulted in large recoupment and extrapolation amounts. Medicare has changed the documentation and coding guidelines again! Learn what Medicare defines as an “episode of care” and how to incorporate their guidelines without giving up your chiropractic roots. Dr. Fucinari will give us an overview of the Medicare changes and how to document to meet the scrutiny of a Medicare reviewer.

Hour One

- What the Strategic Health Solutions audits taught us
- The Initial Visit Report in Medicare
- Re-evaluation Guidelines in Medicare

## Hour Two

- The significance of Box 14 on the claim form
- What is an “Episode of Care”?
- When does the patient reach MMI?

## **Optimal Medicare Insurance Billing and Documentation Concepts**

2 -4 Hours

The old adage, if it is not documented, it never happened is true. Documentation is not just for reimbursement. Medical record documentation is required to record facts, findings, and observations about the patient. Learn what constitutes meaningful use of documentation. We will explore requirements for Medicare, personal injury, commercial insurance and the cash patient. a veteran’s health history including past and present illnesses, examinations, tests, treatments, and outcomes.

### Learning Objectives:

- Learn documentation guidelines and requirements
- Identify documentation requirements for different case types
- Understand staff’s responsibility to provide documentation elements
- Identify the medical record as protected and confidential information
- Identify legal aspects of proper documentation

## **Category: ICD – 10 Code Utilization**

### **Proper Utilization of the ICD-10 Coding in the Chiropractic Office**

2 Hours

The ICD-10 guidelines and implementation has changed again! Learn the rules and regulations of coding and documentation pertaining to the diagnosis. Documentation has moved beyond lumbago and cervicalgia. Don't be left in the past. We will examine how to *effectively* diagnose your patients, look for the red flags in coding, better utilize the coding guidelines and ways to check your progress in proper coding.

What you will learn:

- Top methods to evaluate your ICD-10 usage
- Utilization of the ICD-10 coding guidelines
- How the wrong codes will get you in trouble

### **ICD-10 Utilization in the NEW Quality Payment World**

2 Hours

The frenzy of ICD-10-CM may seem as if it has finally settled, but the specificity of the codes has changed the way carriers are reviewing claims. The diagnosis code updates that took effect last October affected policy limits and reimbursement rates. It is now more important than ever to avoid being locked into outdated diagnoses, such as lumbago and cervicalgia. It is time to dig deeper into the coding updates and use the diagnosis codes to tell the *true* picture of why the patient has dis-ease. New codes for complications, medical necessity and even patient non-compliance may change the way you file the claim form. Learn how to tell the whole story through your ICD-10 code communication.

## Category: Clinical Training

### **Management of the Functional Patient**

8 - 12 Hours

As our population ages, they develop functional movement disorders that are a common source of disability and distress. These patients often end up in the neurologist or psychiatrist's office, instead of where they should be, in the chiropractic office. Dr. Mario Fucinari will show you ways to assess the source of the disorders and the best course of treatment, without the use of drugs or surgery.

What you will learn:

- Learn examination techniques to reveal functional loss
- Assessment of gait disorders
- Diagnosis of the *cause* of movement disorders
- Rehabilitation methods in "Motor Reprogramming"
- This program offers opportunities for hand-on patient assessment and decision making for methods of functional rehabilitation.

### **Meeting the Functional Improvement Requirements**

4 – 8 Hours

Documentation and billing of therapeutic procedures have come under scrutiny by carriers such as Blue Cross. Learn why functional improvement is important and how to utilize the tools at hand to meet those requirements. This class is designed for everybody; doctors, staff and billers!

What You Will Learn:

- What does Medicare consider “Medical Necessity”
- Function’s Role in Insurance
- Outcome Assessment
- Therapeutic Rehabilitation
- Functional Orthotics
- Therapeutic Procedures
- Questions and Answers

### **Rehabilitation of the Kinetic Chain**

6-8 Hours

A healthy body functions just as a well-oiled machine. The body is made up of fixed segments made mobile by joints. This course will enable you to learn rehabilitation techniques in conditions of dysfunction of the kinetic chain. When one joint has aberrant motion, the movements are affected in the neighboring joints and segments. We will learn how to take low-tech approaches to common dysfunctional conditions.

### Couse Objectives:

- Learn to integrate active rehabilitation to the chiropractic practice
- Examine dysfunction from the ground up
- Illustrate rehabilitation techniques to improve function
- Learn the importance of proper assessment of proprioception and its correction
- Be able to incorporate therapeutic procedures to restore function

## **Prevention of Medical Errors**

### 2 Hours Clinical Requirements or Risk Management

The Opioid Epidemic and pervasiveness of drug use has resulted in increased risk in our chiropractic patients. It is imperative that chiropractors are aware of their patients' pharmaceutical side effects and the ramifications of their medical history. Prescription, over-the counter and recreational drug use will be discussed. The goal of the course is to provide the chiropractor and their staff with an overview of the problem of medical errors, factors contributing to the occurrence of these errors, and steps that can be taken to reduce medical errors in key care settings.

### Learning Objectives

- To understand the adverse occurrences from medical errors
- To understand the common errors and causes of litigation in the chiropractic office
- To learn what to do in order to prevent medical errors from occurring in the chiropractic practice

## **The Assessment of the Chiropractic Patient**

### (2 Hours)

In all circumstances, the assessment, proper diagnosis and the treatment plan must all be show continuity. Quality Payment Systems demand improved treatment protocols. See how the evidence-based parameters and the new carrier requirements are tied to Chiropractic care of the patient. These significant changes will impact the chiropractic office and the way you practice.

## **Foot Care for All the Ages**

### 1-2 Hours

Foot problems are a common complication in people. Function begins from the ground up! Fortunately, most of these complications can be prevented with careful foot evaluation and care. It takes time and effort to build good foot care habits, but proper care is achievable. He will show how Foot Levelers and chiropractic care will help your patients, family and you achieve optimal health for all ages.

### What we will discuss:

- The Toddler Foot
- Children's Foot Support

- Young Soles
- Injuries and Complications
- Obesity and Its Effects on the Foot
- Functional Orthotic Correction
- Functional Orthotic Prescription
- Questions and Answers

## **The Role of Radiology in the Chiropractic Practice**

The trend in the modern chiropractic office is a shift toward fewer chiropractors that own radiographic equipment. While there are multiple reasons for this shift, it is important for the chiropractic physician to understand the importance of radiographs and the evidence-based practice guidelines in the use of imaging procedures in chiropractic. We will explore the importance of radiographic evaluation and the use of imaging to establish treatment protocols, without violating sound clinical decision tools. This class is designed for everybody; doctors, staff and students!

### Couse Objectives:

- Learn to integrate evidence-based principles in your decision making
- Examine the guidelines of when radiographic examination is appropriate
- Illustrate imaging analysis in the use of pathology and biomechanical analysis
- Learn the advantage of digital imaging over analog film

### Outline:

- Diagnostic Imaging Trends in the Chiropractic Practice
- The Current Guidelines Pertaining to the Use of Radiology in Chiropractic
- The Use of Imaging in the Rehabilitation of the Chiropractic Patient
- Evaluation of Spinal Coupling Patterns in Posture Evaluation
- The Radiographic Role in Evaluation of the Red Flags
- The Importance of Imaging in the Accurate Diagnosis of the Patient
- When X-ray is Not Enough: Other Methods to Evaluate the Biomechanics



## **Rehabilitation of the Kinetic Chain**

A healthy body functions just as a well-oiled machine. The body is made up of fixed segments made mobile by joints. This course will enable you to learn rehabilitation techniques in conditions of dysfunction of the kinetic chain. When one joint has aberrant motion, the movements are affected in the neighboring joints and segments. We will learn how to take low-tech approaches to common dysfunctional conditions.

### Couse Objectives:

- Learn to integrate active rehabilitation to the chiropractic practice
- Examine dysfunction from the ground up
- Illustrate rehabilitation techniques to improve function
- Learn the importance of proper assessment of proprioception and its correction
- Be able to incorporate therapeutic procedures to restore function

### Outline:

- Introduction to the kinetic chain
- Open vs. Closed Kinetic Chain Exercises
- The Importance of a Stable Foundation
- Illustration of Therapeutic Exercises to Improve Care Function
- Illustration of Procedures to Improve Proprioception

## **Category: HIPAA for the Chiropractic Office**

### **HIPAA Updates for the Chiropractic Office**

1-3 Hours

Both new and experienced doctors and staff will gain knowledge of the HIPAA requirements for the chiropractic office. Dr. Mario Fucinari will be discussing the latest alerts and risks relative to HIPAA. We will discuss specific areas of HIPAA regulations and how to achieve compliance from the front desk to the treatment room.

#### **What You Will Learn:**

- What are the red flags in HIPAA Compliance
- Each team member's role in HIPAA Compliance
- Frequent Errors in the Chiropractic Office
- What your patient has come to expect in HIPAA Privacy

## **Category: Professional Boundaries**

### **Professional Boundaries**

2 Hours

We will consider professional and sexual issues in the chiropractic office. Recent events have led to an acute awareness of physician actions, that may compromise the physician-patient relationship. This paper defines sexual boundary violations in physicians; emphasizes that a comprehensive evaluation of the physician is necessary when sexual impropriety or violation is suspected; and describes an educational intervention for physicians who need education and training in sexual boundaries.

This course focuses on ethical principles and models for decision making that are most applicable for those who practice in the healthcare profession. Chiropractic practice is unique in that it frequently involves touching the patient. This can lead to situations that may arise to challenge legal, practical and cultural differences between the doctor, staff and patient.

#### **Learning objectives:**

- Differentiate between personal and professional ethics;
- Identify typical legal implications associated with boundary dilemmas;
- Identify typical cultural implications associated with ethical dilemmas;
- Describe the four ethical professional boundaries;
- Identify behaviors that cross the boundaries of professional healthcare behavior.

#### Hour 1

- Shifting of attitudes and boundaries in society
- Legal and Ethical Implications of Professional Boundary Violations
- How to Tell When Boundaries May be Shifting
- The Doctor's Boundaries
- The Predator Patient

#### Hour 2

- Steps to Re-Establish Boundaries
- What are the Best Interests of the Patient?
- Boundaries and Social Media
- Establishing Policies and Procedures Pertaining to Professional Boundaries
- How to Raise the Subject in Team Meetings
- Questions and Answers

## **Professional Boundaries in Sports**

The purpose of this course is to familiarize the learner with information about professional boundary issues in sports. Professional boundaries provide a framework for professionals to establish safe and effective helping relationships. The attendees will be instructed in the scope of practice, creating professional boundaries, the therapeutic relationship, approaches to care, and working with clients. Throughout the course, ethics and standards will be explained to guide the learner to an understanding of how to apply these kinds of tools to decision-making.

After studying the information presented here, you will be able to:

- Differentiate Between Personal and Professional Boundaries
- Recognize Fiduciary and Other Responsibilities Inherent in Professional Relationships
- Identify Boundary Transgressions Along A Continuum from Boundary Crossings to Boundary Violations
- Recognize Multiple Roles, Role Confusion, Conflicts of Interest, And Undue Influence as Issues in Boundary Problems
- Explain How to Use Ethics, Standards, Codes of Conduct, And Other Guidelines as Tools in The Decision-Making Process Around Boundary Issues
- Identify Organizational Responsibilities for Ethical Practice

## **Category: Florida Laws and Rules**

### **Documentation, Coding, Compliance and Florida Laws**

8 – 13 Hours

CMS, Blue Cross and ICD-10 rules continue to change. See how these changes are being implemented in the Medicare, personal insurance (PI), commercial insurance and cash practice requirements. Learn from someone who is a seasoned medical auditor, certified compliance officer and is one of the few instructors still in full-time practice! This program will bring you information that you can use in your office Monday morning! In his back-to-the-basics approach, Mario whittles a difficult subject to an understandable and interesting comprehension of the requirements. This class is designed for everybody; doctors, staff and billers will gain useful information!

#### **Learning Objectives:**

- Summarize the components of an appropriate file
- Illustrate the relationship of the past medical history to the injury
- Identify "Red Flags" that will influence practice parameters
- Integrate outcome assessment tools to develop treatment goals
- Learn documentation guidelines and requirements
- Identify legal aspects of proper documentation in the Standard of Care
- Explain procedures for proper claim form instructions
- Explain the documentation requirements in Medicare
- Learn documentation requirements for therapeutic modalities and procedures

### **Florida Laws and Rules for the Practice of Chiropractic**

2 Hours

This course will familiarize chiropractors pertaining to Florida statutes, laws and rules governing the chiropractic profession. Whether you are just getting into practice or have been in practice for 40 years, this course will discuss the Florida Rules and Regulations and show their practical application to every day practice. We will discuss key areas of the Florida Chiropractic Practice Act and its requirements.

What you will learn:

- How the laws and rules apply to the Chiropractic practice
- What notices must be posted in the office and in advertising
- How the Federal laws relate to the Florida requirements

Hour One

- General Information
  - Florida Board of Chiropractic Medicine
- Chapter 460 Chiropractic Medicine Practice Act and Regulation
  - Intention of the Act
  - Grounds for Disciplinary Action

- Sexual Misconduct

## Hour Two

- Chapter 456
  - Disqualification for license, certificate or registration
  - Required Content of Medical Records
  - Accounting of Patient Medical Records Retention
  - Florida Patient Self-Referral Act
  - Florida Anti-Kickback Act
  - Florida Brokering Act
- Florida Requirements Section 1557 of the Patient Protection and Affordable Care Act
  - Notice of Non-Discrimination
  - The Statement of Non-Discrimination
  - The Compliance Manual
- Most Frequently Violated Laws and Rules
  - Solicitation
  - Advertising
  - Inadequate Records
  - Financial Exploitation of Patients
  - Professional Boundaries
  - Kickbacks
- Questions and Answers

## Category: Chiropractic Assistant Training

### The Emerging Role of the Chiropractic Scribe

2 Hours

The utilization of a scribe in the chiropractic office can help the doctor focus on providing care for their patients, lessen the burden for the physician's time, and improve the patient experience. Although scribes do not provide any patient care or offer any medical advice, they record the details of the patient encounter. Dr. Fucinari will show the doctor and staff integrate a scribe into the day-to-day procedures for the chiropractic office.

### Medicare Billing Basics for the Chiropractic Office

2 Hours

CMS and the Medicare Administrative Contractors (MAC) changed the documentation and billing rules and regulations for Medicare. See how these changes are being implemented in all carriers of insurance reimbursement. We will explore the basics of the claim form, modifier and diagnosis pointing. Dr. Mario Fucinari whittles a difficult subject to an understandable and interesting comprehension of the requirements. This class is designed for everybody; doctors, staff and billers will gain useful information!

### Take a Tour: The Compliant Office

2 – 4 Hours

Come with us on a tour of the compliant office. Dr. Mario Fucinari will take you on a guided tour of the office to show you different departments of the office. From front desk to the treatment room, to the insurance department, what does look like to be in compliance in the chiropractic office of the 21<sup>st</sup> century. This course will guide the doctor and staff through different aspects of the office to meet the various regulations, requirements and complexities of practice in today's market. Learn how to avoid governmental and disciplinary scrutiny, avoid missed revenue, and maintain billing and coding integrity. This class is designed for doctors and staff.

### Proper Utilization of the ICD-10 Coding in the Chiropractic Office

2 Hours

The ICD-10 guidelines and implementation evolves every year. Learn the rules and regulations of coding and documentation pertaining to the diagnosis. Documentation has moved beyond lumbago and cervicalgia. Don't be left in the past. We will examine how to use the rules of ICD-10 coding and how to correctly meet the guidelines for proper billing.

What you will learn:

- Top methods to evaluate ICD-10 usage in the office
- Utilization of the ICD-10 coding guidelines
- Proper linking of the diagnosis to the services rendered.

## The Cash Practice: Fact or Fiction?

2 Hours

Have changes in health care law, Medicare regulations, insurance deductibles, and demands by the public driven you to consider a cash practice? In the current healthcare climate of declining reimbursements, many practitioners are considering transitioning to a cash-based practice. It is crucial to separate fact from fiction in your business decisions. As a certified compliance specialist, Dr. Fucinari, will try to clear the fact from fiction on whether a cash practice can be a reality.

## Front Desk Procedures and Protocols

2 Hours

The day-to-day operations of the office are the Front Desk Team Member's responsibilities. Once the excitement of a new job wears off, the chiropractic assistant must use their education to achieve clarity in their role as a team member. Dr. Mario Fucinari has operated a busy office for over 33 years. He will provide protocols and patient communication scenarios that will quickly bring every chiropractic assistant to clarity. This class is excellent for staff, students and new doctors.

## HIPAA Basics for the Chiropractic Office - Forms, Policies, and Procedures

2 Hours

HIPAA audits have expanded to include telephone interviews with staff. Keep up with the regulatory changes that are sure to impact your office for years to come. Dr. Fucinari will show you how to incorporate the latest developments into your practice, without giving up your chiropractic roots. Perfect for doctors, staff and billers.

### Class Outline

- Front Desk HIPAA Procedures
- Financial Policies
- Required HIPAA Forms
- Elements and Requirements of the Privacy Notice
- Protected Health Information
- Password Protection

## Rock Solid Documentation and Billing of Therapeutic Procedures

2 Hours

Billing and Documentation of therapeutic procedures have come under scrutiny by carriers such as BCBS. Learn the proper methods to document the rationale of the therapeutic procedures and how to properly bill for their reimbursement. All the pieces must fit; documentation, medical necessity, modifiers, and the proper utilization of diagnosis and CPT codes. This class is designed for everybody; doctors, staff and billers!



## The ABCs and 1,2,3s of the 1500 Claim Form

2 Hours

Your first line of communication with any third-party is the claim form. Whether it is a Medicare, Blue Cross, Worker's Compensation or Personal Injury case, each has unique requirements for the claim form. Unnecessary mistakes will delay payment and cause delays in reimbursement, or even worse, an audit. Dr. Fucinari will take the novice to the expert on a step-by-step tour of the claim form and nuances with the different category of carriers.