

**MARK YOUR CALENDAR!** 

**EXPRESS CONVENTION** 

November 22 - 23, 2025

Comfort Inn & Suites, Mt. Pleasant

**15 CEs** 

### **SPRING CONVENTION**

April 24 - 26, 2026

**Grand Traverse Resort, Acme** 

16 CEs

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### Earned Sick Time Act (ESTA) Takes Effect on October 1<sup>st</sup> for Small Businesses

- Earlier this year the Michigan Legislature passed into law legislation amending Michigan's Earned Sick Time Act (ESTA).
- Michigan law now requires all employers to provide earned sick time to their employees.
- The MAC Legal Affairs team urges all chiropractors with even one employee to review the new law and, if needed, amend their paid leave policies.

An employer is considered a "small business" if it employs 10 or fewer employees. This includes full-time, part-time, and temporary employees including those provided through a temporary service or staffing agency or similar entity.

Small businesses need to comply effective 10/1/2025.

Large businesses were required to begin when the act went into effect, 2/21/2025.



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### **Earned Sick Time Act (ESTA) Resources**

MAC Members: The MAC has created a FAQ document that can help practices answer questions, available here.

#### **Additional Resources**

- Michigan Earned Sick Time Act (ESTA)
- Michigan Department of Labor and Economic Opportunity (LEO)
  - Webinar with LEO Deputy Director of Labor Sean Egan (Recording)(Slides)
  - LEO FAQS
  - LEO Earned Sick Time Act website



### State of Michigan New Requirements for X-Ray **Operators MIOSHA X-Ray Training Rules** Applies if CAs or other non-licensed staff take x-rays in your office. Deadline: March 13, 2027 – CAs must complete a 40-hour radiology training program (clinical + didactic). The MAC will provide a cost-effective program before the deadline. Certification triggers CE cycle: Once a CA certifies, the 2-year CE requirement begins immediately. • Example: Certify $3/1/25 \rightarrow CE$ due 3/1/27. • Waiting to certify delays CE cycle. • ASAP: Prepare a "Written Statement of Assurance" for every CA/unlicensed individual currently taking x-rays in your office [Sample]. Next: Stay Tuned & Plan your office's certification timing. 5

MICHIGAN CHIROPRACTORS
CAN NOW BECOME
CERTIFIED DOT EXAMINERS!

The MAC is partnering with
PassMyPhysical.com to help YOU obtain
the training you need to perform DOT
examinations, expand your practice,
and enhance public safety!



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# MICHIGAN CHIROPRACTIC LICENSE RENEWAL REQUIREMENTS

The current Administrative Rules require that doctors obtain 30 hours of continuing education over the two-year licensure period for license renewal, **10 of which must be completed in person**.

#### These 30 hours must include:

- 2 hours in Physical Measures
- 1 hour in Ethics
- 1 hour in Sexual Boundaries
- 1 hour in Pain and Symptom Management
- 2 hours of Implicit Bias Training

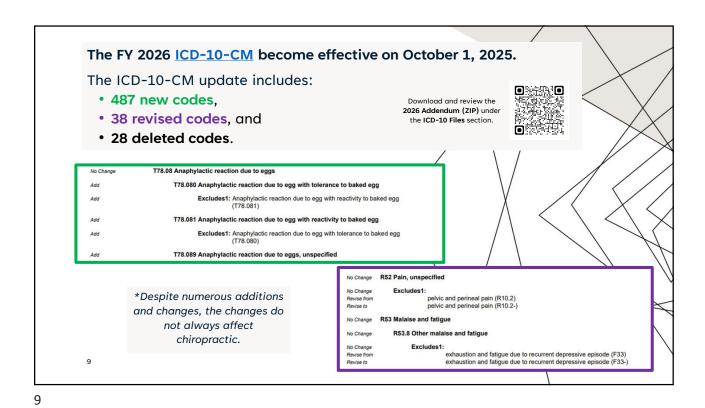
The MI Board of Chiropractic (BOC) and the Department of Licensing and Regulatory Affairs (LARA) regulates these rules.

\*2 hours in Performance and Ordering of Tests is no longer a requirement.

You must also have completed the <u>Human Trafficking training</u>. This is a one-time only requirement and not needed for every license renewal.



LARA: Michigan Chiropractic Licensing Guid



### **DIAGNOSIS CODING RESOURCES**

\*The International Classification of Diseases (ICD) is updated annually on October 10. Stay informed about updates to ensure you use the most current codes and avoid outdated ones, which will cause claim denials.

CMS ICD-10 Files: https://www.cms.gov/medicare/coding-billing/icd-10-codes

- . Scroll down to ICD-10 Files, click on 2025 ICD10 CM & PCS Files
- Select 2025 Code Tables, Tabular, and Index (ZIP)
- . This will automatically download to your Downloads folder
- Then open the PDF: "icd10cm\_tabular\_2025"
- On the left, top bar, click on the 3 lines indicating the Table of Contents and Chapters.
- Click on Chapter 13, Diseases of the Musculoskeletal System
- Once in this chapter, **hit Ctrl and F on your keyboard for a search window** to appear.
- Type the code you are looking for and hit enter.

\*Alternatively, if you are looking for the Alphabetical section of the manual, view the Index PDF.

#### CDC ICD-10 Tool: https://icd10cmtool.cdc.gov/?fy=FY2025

- Ensure you are using the most current version by changing the Fiscal Year to the latest
- Search condition, disease, or symptom terms in the "Enter Search Term(s)" field, or
- Search diagnosis codes in the "Enter code in Tabular" field.
- Note the Legend icons in the Tabular List.

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#### CMS: Billing and Coding Article ("Local Coverage Article" (LCA))

For Medicare, ICD-10-CM Codes that Support Medical Necessity

The level of the subluxation must be specified on the claim and must be listed as the *primary diagnosis*. The neuromusculoskeletal condition necessitating the treatment must be listed as the *secondary diagnosis*.

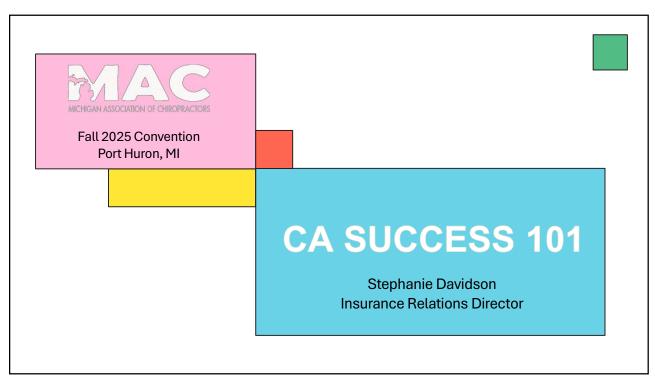
- Primary Diagnosis: Names of Vertebrae
- Secondary Diagnosis: Symptom/Condition Codes

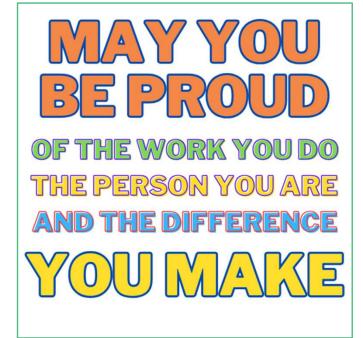
Download the PDF. Use the 'Ctrl' and 'F' keys for a search box.

#### **BCBSM Benefit Explainer**

How to search for diagnosis codes that <u>BCBSM</u> considers 'medically necessary' and, therefore, payable for specific procedure codes.

- 1. Log in to **Availity**.
- 2. Under Payer Spaces, select BCBSM/BCN.
- 3. Scroll down and select **Benefit Explainer**. A new window should open.
- 4. Select the Commercial Policy tab.
- 5. Click on **Topic**, then under **Unique Identifier** select **HCPCS Code**, enter the *CPT code*.
- 6. Click Finish, then Search.
- 7. Scroll down and select Coverage Limitations.
- 8. Under Payment Limitations, select Location Code, Primary Diagnosis, Provider Specialty, Provider Type
  - When searching 98940-98942, you'll see "Misaligned vertebrae or strain of muscles" are Payable.
  - When searching for 97140 (or other therapies), you'll see that diagnosis codes for "Neuromusculoskeletal Function Loss" are *Payable*.
- 8. Click on the blue hyperlinked Primary Diagnosis title to open a list of the payable diagnosis codes.
- 9. Scroll down to see the list of ICD-10 codes that BCBSM considers medically necessary for the CPT you searched.
- 10. Use the **Search for Code in Rule Cell** to look for specific codes on the list. (Do not use the decimal point here if you search for a code.)
- \* Depending on the code you search for, these steps may vary slightly. Sometimes, you might need to click around to find the information you are looking for, but it is usually available!





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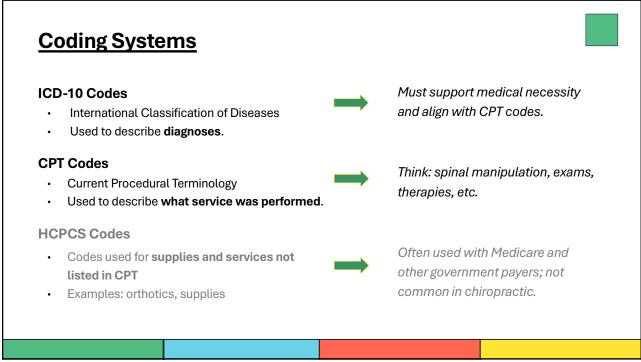
### **Foundations of Insurance**

#### Goal:

Build or refresh understanding of essential terms, structures, and processes.

- □ Insurance Terminology
- □ Coding Systems Overview
- □ Insurance Plans Overview
- □ Plan Documents





### ICD-10-CM

#### International Classification of Diseases, 10th Revision, Clinical Modification

What they do: Identify WHY the patient is receiving care

Format: Alphanumeric; 3-7 characters

#### **Structure Example:**

- M54.5 = Low back pain
- S13.4XXA = Sprain of ligaments of cervical spine, initial encounter

#### Format Breakdown:

- 1st character = Letter (e.g., M = musculoskeletal)
- 2nd-3rd = Numbers for general diagnosis category
- 4th-7th = Provide greater specificity (e.g., location, laterality, encounter type)

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### ICD-10 - Manual Layout; 2 Sections



#### Alphabetical Index

#### **ICD-10-CM INDEX TO DISEASES and INJURIES**

Aarskog's syndrome 087.19
Abandomment see Multiculationet
Abasia (satsais) (hysterical) F44.4
Abderhalden-Kaufmann-Lignac syndrome (cystinosis) E72.04
Abdomen, abdominal-see also condition
-acute R10
-angina K55.1
-muscie deficiency syndrome Q79.4
Abdominalgia see Pain, abdominal
Abduction contracture, hip or other joint-see Contraction, joint
Aberrant (congenistal) -see also Malposition, congenital
-adrenal gland 089.1
-assign KEC Q28.1
-basilar MEC Q28.1

- cerebral Q28.3 coronary Q24.5

- coronary Q24.5 digestive system Q27.8 eye Q15.8 lower limb Q27.8 precerebral Q28.1 pulmonary Q25.79 renal Q27.2 retina Q14.1 specified site NEC Q27.8

### **Tabular Index**

#### ICD-10-CM TABULAR LIST of DISEASES and INJURIES

#### **Table of Contents**

- 1 Certain infectious and parasitic diseases (A00-B99)
- 2 Neoplasms (C00-D49)
- 3 Diseases of the blood and blood-forming organs and certain disorders involving the immune mechanism (D50-D89)
- Endocrine, nutritional and metabolic diseases (E00-E89)
   Mental, Behavioral and Neurodevelopmental disorders (F01-F99)
   Diseases of the nervous system (G00-G99)
- 7 Diseases of the eye and adnexa (H00-H59)
  8 Diseases of the ear and mastoid process (H60-H95)
  9 Diseases of the circulatory system (I00-I99)
- 10 Diseases of the respiratory system (J00-J99)

- 11 Diseases of the digestive system (K00-K95)
  12 Diseases of the skin and subcutaneous tissue (L00-L99)
  13 Diseases of the musculoskeletal system and connective tissue (M00-M99)
  14 Diseases of the genitourinary system (N00-N99)
- 15 Pregnancy, childbirth and the puerperium (O00-O9A)
  16 Certain conditions originating in the perinatal period (P00-P96)
  17 Congenital malformations, deformations and chromosomal abnormalities (Q00-Q99)
- 18 Symptoms, signs and abnormal clinical and laboratory findings, not elsewhere classified (R00-R99)
- 19 Injury, poisoning and certain other consequences of external causes (S00-T88)
  20 External causes of morbidity (V00-Y99)
  21 Factors influencing health status and contact with health services (Z00-Z99)

22 Codes for special purposes (U00-U85)

### ICD-10 - Official Guidelines for Coding and Reporting

### Level of Detail in Coding

"Diagnosis codes are to be used and reported at their highest number of characters available and to the <u>highest level of specificity</u> documented in the medical record.



ICD-10-CM diagnosis codes are composed of codes with 3, 4, 5, 6 or 7 characters. Codes with three characters are included in ICD-10-CM as the heading of a category of codes that may be further subdivided by the use of fourth and/or fifth characters and/or sixth characters, **which provide greater detail.** 

A three-character code is to be used only if it is not further subdivided. A code is invalid if it has not been coded to the full number of characters required for that code, including the 7th character, if applicable."

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### ICD-10 - Excludes 1 Notation

"An excludes notes indicates that codes excluded from each other are independent of each other.

#### Excludes1

A type 1 Excludes note is a pure excludes note. It means "NOT CODED HERE!"

An Excludes1 note indicates that the code excluded should never be used at the same time as the code above the Excludes1 note.

An Excludes 1 is used when two conditions cannot occur together, such as a congenital form versus an acquired form of the same condition."

In chiropractic, it often shows up when a general pain code (like low back pain) is billed with a more specific diagnosis (like disc displacement or radiculopathy).

### ICD-10 - Where Excludes 1 Can Appear:



Chapter level: Applies broadly across condition types (e.g., entire musculoskeletal section)

Category level: First 3 characters (e.g., M54)

**Subcategory level**: 4–5 characters (e.g., M54.5)



Specific code level: Full code (e.g., M54.50)

#### How to find them:

When using a specific diagnosis code, walk **UP the coding hierarchy** — from the code  $\rightarrow$  subcategory  $\rightarrow$  category  $\rightarrow$  chapter — to see if an *Excludes1* note is listed.

📌 Tip: Your EMR may not show Excludes1 notes, so double-check using a trusted coding manual or tool.

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### **CPT** - Current Procedural Terminology

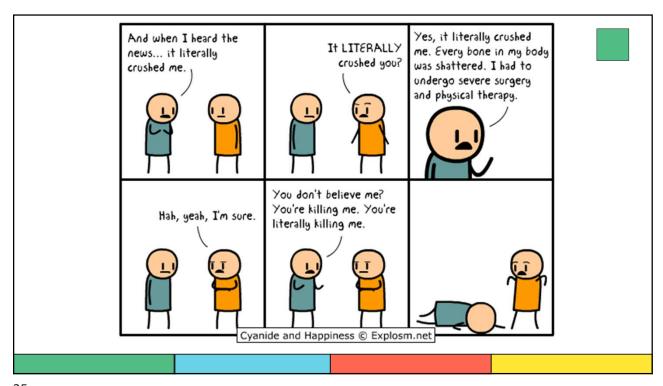


What they do: Describe WHAT service or procedure was performed

Format: Always 5 digits, numeric only

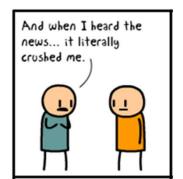
#### **Structure Example:**

- **98940** = Chiropractic manipulation (1–2 regions)
- 99203 = New patient E/M visit, moderate complexity
- Each CPT code corresponds to a billable service they represent the "what you did."



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"Select the name of a procedure that accurately identifies the service performed.

Do not select a CPT code that <u>merely</u> <u>approximates</u> the service provided."

\* Selecting a CPT code that only approximates the service provided can be considered **fraudulent**.

### **HCPCS** - Healthcare Common Procedure Coding System

What they do: Include services not found in the CPT system, often for equipment and supplies

Format: 1 letter + 4 numbers

#### **Structure Example:**

S9090 = Vertebral axial decompression, per session

• Pre-authorization may be

required

- L1851 = Knee orthosis, off the shelf
- Properties of ten considered "experimental and/or investigational. Not commonly payable of the common of the for services offered in a chiropractic office, with some payor exceptions.

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### Basic Insurance Plan **Overview**

#### **HMO PPO Preferred Provider Health Maintenance** Organization Organization **Key Features** • Requires patients to use in-• Patients can see in-network or out-of-network providers network providers · Referral from PCP often required • No referral needed for specialists to see specialists · Higher patient responsibility for No out-of-network benefits out-of-network care (except emergencies) Relevance to Chiropractic • Greater flexibility in who patients Must be in-network to be reimbursed by the plan

can see

**HMOs** 

Often fewer restrictions than

## The Parts of Medicare

### Part A

#### Hospital Insurance

Covers inpatient hospital care, skilled nursing, hospice

 Not relevant to chiropractors directly

### Part B

#### Medical Insurance

- Covers outpatient care
  This is the part that applies to chiropractors
- For chiropractic, covers spinal manipulation when medically necessary
- Does not cover exams, xrays, or maintenance care

Original Medicare, Traditional Medicare, or Fee-for-Service (FFS)

### Part C

#### Medicare Advantage (MA Plans)

- Managed by private insurers
- Required to cover at least the same services as Part A and Part B
- Rules vary by plan, may cover additional services (always verify individually)
- May require prior auth or set networks

Medicare Advantage

### Part D

#### Prescription Drug Covergae

 Covers medications
 Not directly relevant to chiropractic, but helpful to know for patient context

May be added to Original Medicare

### Medigap

#### Medicare Supplement

- Extra coverage purchased from private insurance companies
- Helps to pay out-ofpocket costs of Original Medicare
- There are 10 different types of Medigap plans offered in most states, which are named by letters: A-D, F, G, and K-N.

May be added to Original Medicare

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### **Patient/Beneficiary Plan Document**

- Insurance Card(s)
- Summary of Benefits (SOB)
- Evidence of Coverage (EOC) /
   Certificate of Coverage



#### <u>Insurance Card</u> – Front & Back

- Member Name & ID Number
- Plan Type (HMO, PPO, Medicare Advantage, etc.)
- Group Number
- Effective Date
- Plan Network Name (e.g., Blue Care Network, Aetna Open Access, etc.)
- Copays/Coinsurance listed (sometimes includes PCP/specialist/copay amounts)
- Customer Service or Provider Services Number
- Payer ID (for electronic claims) often on the back
- Mailing Address for Claims sometimes still

needed

PriorityHealth

Contract number: 900000000-00 ⑤
Name: JOHN Q SAMPLE ⑥
Group # and name: 700000, GROUP NAME ⑥
Health plan: PriorityHMO + HSA ⑥

Priorityhealth.com

Priorityhealth.com

In the Costomer Service Highlier at 800.445.5274. big in all priorityhealth care to send us a message or dozo via pile abcumente.

For meriat health and substance abuse benefits and sessionare cut 800.673.8013.

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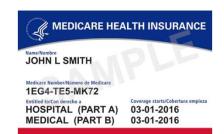
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#### The card shows:

Medicare Part A (HOSPITAL), Part B (MEDICAL), or both.

The date your coverage begins.

#### **Medicare Beneficiaries receive the following instructions:**

#### If you have Original Medicare:

- Carry your Medicare card with you when you're away from home.
- Show your Medicare card to your doctor, hospital, or other health care provider when you get services.
- If you have a Medicare drug plan or supplemental coverage, carry that plan card with you too.

#### If you join a Medicare Advantage Plan or other Medicare health plan:

- You'll use your plan's card to get services, not your Medicare card.
- Keep your Medicare card in a safe place in case you switch plans or go back to Original Medicare later.

### **Summary of Benefits (SOB)**

This is usually a simplified chart or brochure.

#### What it includes:

- o In-network and out-of-network **deductibles & out-of-pocket maximums**
- Copays/Coinsurance for various services
- o Possibly any **visit limits** (e.g., "20 visits/year for chiropractic or PT")
- o Possibly any authorization requirements for specialty services
- o Notes about preventive vs. diagnostic care
- Best Use: Good for a quick reference, but not a legally binding document always double-check with the EOC or provider manual when needed.

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### **Evidence of Coverage (EOC) or Certificate of Coverage (COC)**

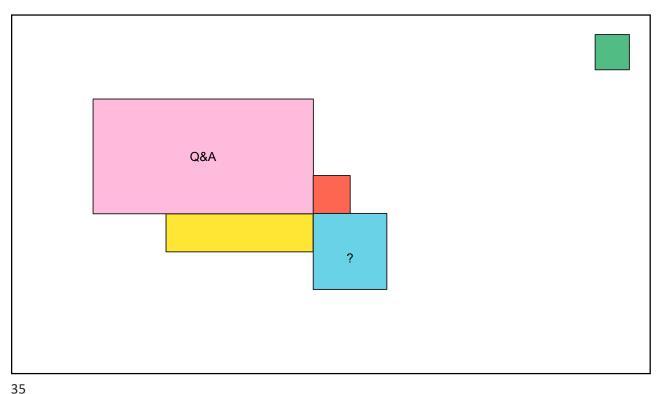
This is the **full, official contract** between the patient and the insurance plan.

#### What it includes:

- o Detailed exclusions and limitations
- o Definitions (e.g., what's "medically necessary")
- o Instructions on how to appeal a denial
- o Complete rules around prior authorizations
- o Chiropractic-specific policy rules (often buried deep)

**Best Use: Most reliable source** for determining if a service is actually covered and under what circumstances.

**Tip: When searching an electronic PDF**, use the *Ctrl and F keys* for a search window. Type common coverage terms (i.e. *chiropractic, maintenance, massage*)



# The Life Cycle of a Claim □ The Claim Life Cycle □ Common Causes of Denials □ Understanding and Using Denial Codes □ Correcting & Resubmitting Claims □ Appeals Process □ Rethinking the Schedule...

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HEALTH INSURANCE CLAIM FORM			o a policio				
APPROVED BY NATIONAL UNIFORM CLAIM COMMITTEE (NUCC) 02/12			3				
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PATIENT'S NAME (Last Name, First Name, Middle Initial)	3. PATIENT'S BIRTH DATE SEX	4. INSURED'S NAME (Last Name, First Name, Middle Initial)					
5. PATIENT'S ADDRESS (No., Sheet)	6. PATIENT RELATIONSHIP TO INSURED Self Spouse Child Other	7. INSURED'S ADDRESS (No., Street)					
CITY STATE	8. RESERVED FOR NUCC USE	CITY STATE					
ZIP CODE TELEPHONE (Include Area Code)	_	ZIP CODE TELEPHONE (Include Area Code)					
9. OTHER INSURED'S NAME (Last Name, First Name, Middle Initial)	10. IS PATIENT'S CONDITION RELATED TO:	11. INSURED'S POLICY GROUP OR FECA NUMBER					
a. OTHER INSURED'S POLICY OR GROUP NUMBER	a. EMPLOYMENT? (Current or Previous)	a. INSURED'S DATE OF BIRTH SEX					
b. RESERVED FOR NUCC USE	b. AUTO ACCIDENT? PLACE (State)	b. OTHER CLAIM ID (Designated by NUCC)					
c. RESERVED FOR NUCC USE	c. OTHER ACCIDENT?	C. INSURANCE PLAN NAME OR PROGRAM NAME					
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12. PATIENT'S OR AUTHORIZED PERSON'S SIGNATURE. I authorize the to process this claim. I also request payment of government benefits either below.	release of any medical or other information necessary	<ol> <li>INSURED'S OF AUTHORIZED PERSONS SIGNATURE I authorize payment of medical benefits to the undersigned physician or supplier for services described below.</li> </ol>					
SIGNED	DATE	SIGNED					

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#### 1) Paper Claims

Paper claims must be submitted using Form CMS-1500 in a valid version.

Offices are responsible for purchasing their own CMS-1500 claim forms which can be obtained from printers or printed in-house if they follow specifications developed by the National Uniform Claim Committee (NUCC). (A standard printer or photocopier typically cannot duplicate the requirements.)

#### 2) Electronic Claims

Electronic claims are 1500 claims in an electronic (837) format.

NUCC 1500 Health Insurance Claim Form Reference Instruction Manual



Medicare Claims
Processing Manual
Chapter 26 Completing and
Processing Form CMS1500 Data Set





Look for other payers' instructions in specific provider or policy manuals!

f Tip: If you're new to billing, start by reviewing the Medicare QR code!

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#### Full Circle: What This All Means for Your Office Every step matters. Small errors at the start can lead to big problems later. Build strong front-end CORRECTIONS, APPEALS, AND REPROCESSING INITIAL systems to reduce back-end headaches. CONTACT Document with intention. PAYMENT, Your treatment, codes, and billing all depend on accurate, complete PRE-REQUEST documentation. Tell the full story clearly and consistently. REGISTRATION **FOR INFO** Communicate proactively. REMITTANCE Stay in sync with patients and payers—verify, confirm, explain, and follow up. REGISTRATION & FINANCIAL RESPONSIBILITY Don't just submit-follow through. Check remittance advice, review denials, and follow up with corrections or appeals. **BILLING &** It's not "one and done." TREATMENT & CLAIMS SUBMISSION Your goal: Clean claims, timely payment. CODING Mastering the life cycle = fewer denials, better cash flow, and more time for patient care.

### Rejections vs. Denials

To fix the problem, first understand where and why it happened.

What's the Difference? Denial vs. Rejection

#### Rejection:

- Happens before the claim is processed.
- Usually due to errors in claim format, missing fields, invalid patient/payer info, etc.

#### Denial:

- Claim was processed but not paid (or only partially).
- Usually has a reason code (CARC/RARC) and can be corrected or appealed.

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### Denials vs. Rejections & Who's Liable



<u>Claim Rejections</u> usually occur before the claim is accepted into the payer's system (e.g., formatting issues, missing data). These are not official denials and must be corrected and resubmitted.

→ Provider's responsibility to fix and resend.

<u>Claim Denials</u> are processed claims that are **determined not payable**, either due to plan limitations, medical necessity, or errors.

- → Liability depends on the reason:
  - Provider Liability: for coding/billing errors, missed filing deadlines, or improper documentation.
  - **Patient Liability:** when services aren't covered by their plan (e.g., maintenance care, out-of-network, or excluded services), the claim was billed correctly, and patient was informed in advance.

### When Do Denials Happen?





These happen before the claim even gets processed, often due to eligibility or setup errors.

#### Examples:

- Patient has no active coverage
- No referral or authorization
- Insurance card info was entered incorrectly



→ These can be preventable with solid a pre-registration processes.

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### When Do Denials Happen?

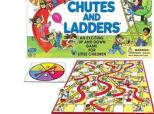




The claim is submitted but denied during processing.

#### Examples:

- Missing/invalid codes or modifiers
- Diagnosis doesn't support procedure
- · Timely filing limit exceeded



→ Require correction and resubmission.



### When Do Denials Happen?

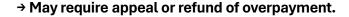
#### **Post-Payment Denials (Audits or Recoupments)**



Payer paid initially, but later denies REVERSES their decision after review.

#### Examples:

- Lacking medical necessity
- Documentation doesn't support billed services
- Errors found during audit





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### What Are CARC and RARC Codes?

#### **CARC** = Claim Adjustment Reason Code

- Explains why a claim (or service line) was paid differently than billed.
- These are the main denial or adjustment codes you see on EOBs/ERAs.
- Example:
  - o CO-16 = Claim/service lacks information which is needed for adjudication.

#### **RARC** = Remittance Advice Remark Code

- · Gives additional detail about the adjustment/denial.
- Helps clarify or expand on the CARC code.
- Example:
  - MA27 = Missing/incomplete/invalid modifier(s).

#### Think of it like this:

- · CARC tells you the what.
- RARC tells you the why.....

GLOSSANY: Adjustment, Group, Reason, MOA, and Remark codes
COContractual obligations. The patient may not be billed f.
Contractual obligations. The patient may not be billed f.
Codes of the contractual contractual contractual contractual contractual contractual reductions) that have resulted
Codes PR or CO depending upon liability
Codes PR or CODE (CODE)
Change effective CO2/O1/2018: Claim/service lacks informat
this code for claims attachment(s) / other decumentation. J
comprised of cither the NCPUP Reject Reason Code, or Remait Acchements (So other decumentation. J
comprised Of cither the NCPUP Reject Reason Code, or Remait Acchements (So other decumentation. J
pending Codes PR contractual Codes Proposed Codes Cod

#### **Understanding Denial Code Prefixes**



When reviewing an Explanation of Benefits (EOB) or Electronic Remittance Advice (ERA), you'll see adjustment reason codes that start with a prefix. These prefixes help you understand who is responsible and why the payment was adjusted.

#### CO - Contractual Obligation

- Not billable to the patient.
- Amount adjusted due to the contract between the provider and the payer.
- Common with fee schedule reductions or bundled services.

#### PR - Patient Responsibility

- May be billable to the patient.
- Includes deductibles, copays, and coinsurance.
- Be sure this matches what the patient was told during verification.

#### OA - Other Adjustment

- Not typically billable to the patient.
- Used for informational or administrative reasons like duplicate claims or bundling issues.

#### PI - Payer Initiated Reductions

- Not usually billable to patient.
- Often related to medical necessity or policy guidelines (e.g., services not covered).

#### CR - Correction and Reversal

Used for reversals of prior claim payments, often seen when a claim was processed incorrectly and is being reprocessed.

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Tip: For each payer that you bill, create a resource listing their process, timeframe, requirements, etc. for correcting or appealing claims.



For example, payers that use Availity:

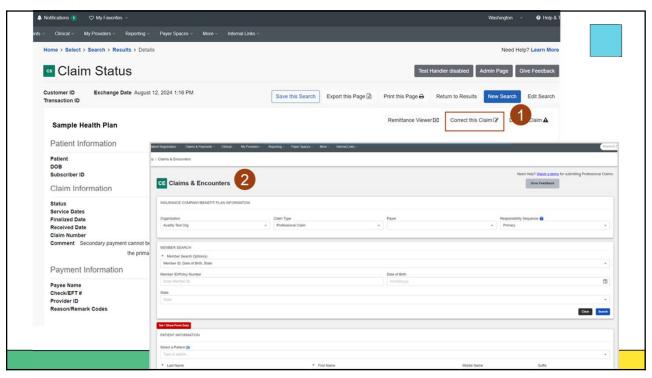


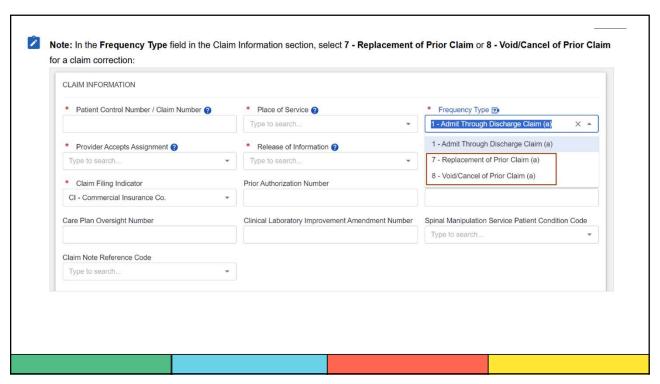
Availity essentials | Provider Help Center

#### Correct a claim

The following options are available in Availity Essentials for correcting a claim that has already been accepted for processing by a payer.

- Correct a claim using Claim Status and Claims & Encounters
  - 1. In the Claim Status application, submit an inquiry for the claim you want to correct and select the claim in the search results.
  - 2. On the Claim Status results page, select Correct this Claim. If the Correct this Claim button does not display, the claim cannot be corrected using
  - 3. The claim information opens in the Claims & Encounters application. Make any necessary changes on this page.





### **From WPS - GHA Medicare:**

### How to Correct a Rejected Claim



Published on Mar 30, 2016, Last Updated Dec 23, 2024

Jurisdictions: J5B J8B

Medicare rejects a claim when it is missing key data needed to make an official determination on (adjudicate) the claim. These rejected claims are also called unprocessable claims. Although these claims finalize in the claims processing system and appear on a remittance advice, Medicare does not consider them to be processed claims. You cannot request a redetermination on these claims because they have not received an initial determination. They also do not qualify for a Clerical Error Reopening (CER). You can only correct a rejected or unprocessable claim by submitting a new claim with the correct information.

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### Identifying an Unprocessable Claim

You can identify an unprocessable claim by the reason and remark codes that appear on the remittance advice. Unprocessable claims include Remittance Advice Remark Code (RARC) MA130, which states, "Your claim contains incomplete and/or invalid information, and no appeal rights are afforded because the claim is unprocessable. Please submit a new claim with the complete/correct information."

Unprocessable claims also include a Claim Adjustment Reason Code (CARC) indicating that the claim is missing information or that the information is incomplete or invalid. Since providers are responsible for submitting complete and correct claims, unprocessable claims reject as a Contractual Obligation (CO), meaning the provider cannot bill the patient for the rejected service. The following are some of the most common group/CARC code combinations assigned to unprocessable claims:

- CO-16: Claim/service lacks information which is needed for adjudication.
- CO-4: The procedure code is inconsistent with the modifier used or a required modifier is missing.
- CO-181: Procedure code was invalid on the date of service.

See the link for some of the most common unprocessable RARC codes along with tips for correcting the claim.

https://www.wpsgha.com/guides-resources/view/318



#### If the Claim was Filed Correctly but Denied.... What Can Be Appealed?

You can appeal **denials** (and sometimes rejections) that are:

- Medically necessary but denied
- · Incorrectly processed
  - Payer used wrong fee schedule, paid wrong amount, or denied based on misinformation.
- Lack of documentation (when you can resubmit with records)
- Bundling or downcoding errors (e.g., 99203 downcoded to 99202 without justification)
- Timely filing denials (sometimes, if you have proof of timely submission)

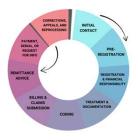
#### What Usually Can't Be Appealed?

- Rejections due to:
  - Invalid or missing data (fix and resubmit)
  - o Incomplete claim formats
  - Patient eligibility errors (unless fixed by the patient)
- Denials due to coding errors
- **Contractual exclusions** (e.g., services that are never covered)
- Past timely filing deadlines without a valid exception

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### "Appeal" Tips

- The <u>appeal/claim review/reconsideration process</u> is part of the claim cycle
   Don't skip it appeals are your opportunity to fix errors or fight unfair denials.
- Always read the denial code(s) carefully
   Don't assume! Use the code descriptions to guide your next steps.
- Know your payer policies
   Bookmark payer manuals, medical policies, and submission instructions. Some payers have a preliminary process before the formal appeal.
- Submit appeals timely
   Each payer has its own appeal deadline usually 60-180 days.
- Appeals are not personal they're process
   A denial doesn't mean you did something wrong. It's part of the cycle, so stay proactive!



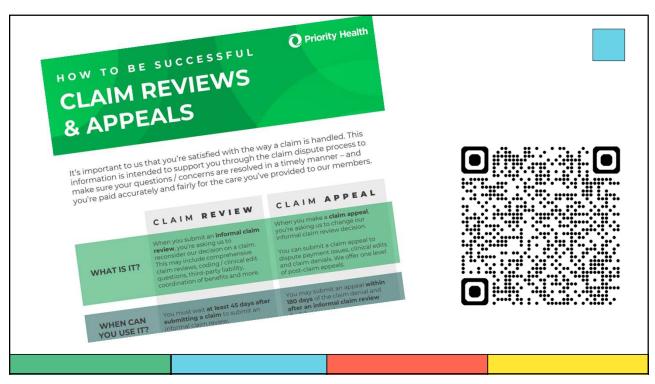
#### What to Include in an Appeal Letter:

\*First and Foremost – FOLLOW THE PAYORS REQUIRED INFO.

#### This may include:

- 1. Clear and concise appeal
  - o State why you're appealing
  - o Include patient name, DOS, claim #, and denial reason
- 2. Supporting documentation, if requested
  - SOAP notes, treatment plans, X-rays
- 3. Reference relevant payer policies
  - Quote the specific policy number or section from the payer's manual that supports your billing
  - o For example: "Per BCBSM Chiropractic Provider Manual"
- 4. Reference national standards when applicable
  - Such as NCCI (National Correct Coding Initiative) edits for bundling issues or modifier use
  - o Also consider: CMS guidelines, Medicare Benefit Policy Manual, or ICD-10/CPT official guidance
  - Any additional supporting evidence (Proof of timely filing, Screenshots from payer portals, Notes/Reference #s from customer service calls)

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### **<u>Let's Talk Patient Load</u>**: Finding the Right Balance

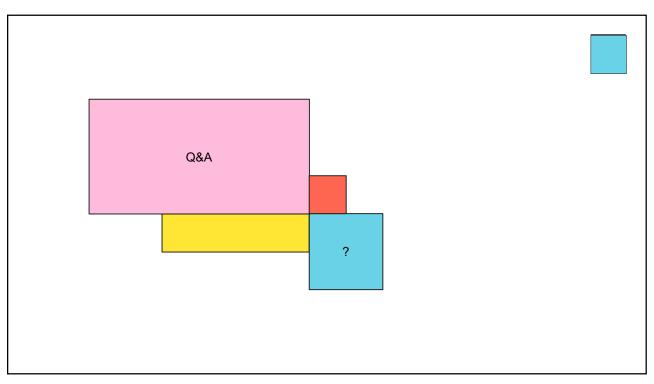
**Patient Volume:** More patients doesn't always mean more profit, especially if:



- Claims are getting denied and not followed up on
- Documentation is rushed or incomplete
- Front desk staff is stretched too thin to verify benefits properly
- · You're spending evenings catching up on notes or appeals

... It's time to ask: Are we over-scheduled for our current workflow capacity?

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### **Mastering Managed Care**

- □ Credentialing vs. Contracting
- □ In-Network Provider Responsibilities
- □ Reimbursement Strategies
- □ Termination of Participation

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### **Credentialing & Contracting with Payers**



### What is **Credentialing?**

- Verification of provider qualifications and professional background
- Required by insurance companies, hospitals, and networks
- Common platform: <u>CAQH</u> (<u>Council for Affordable Quality</u> <u>Healthcare</u>)
- \* Tip: Check out CAQH University for more training on this topic

### **Credentialing & Contracting with Payers**

### What is **Contracting?**

- Formal agreement between a provider and payer for services and rates
- Defines terms of reimbursement, responsibilities, and network inclusion
- Remember: The provider agreement is a <u>legally binding</u> contract.

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### **Credentialing vs. Contracting**



Credentialing	Contracting
Confirms you're qualified	Defines how you get paid
Done before contracting	Includes fee schedules and rules
Involves CAQH, licenses, etc.	Legal agreement with payer

### **Becoming a Participating Provider**



- 2. Submit documentation (license, insurance, etc.)
- 3. Await primary source verification and committee approval
- 4. Negotiate and sign contract (if applicable)
- 5. Receive welcome letter/participation effective date
- 6. Retain your contract and contact details—many offices lose track of this important info!

Just because you're in a network doesn't mean you're contracted with all of the payer's products (like HMO, PPO, Medicaid, etc.) - confirm your participation scope!

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### **Should You Join This Network?**

### **Before** signing a provider contract, review:

### Documents to Request:

- □ Full provider agreement (the contract)
- Provider Manual
- □ Utilization review policies
- □ All referenced materials (addenda, policies, etc.)
- □ Required forms and claims processes
- Complete fee schedule and methodology

### **Questions to Ask:** (when considering joining a network)

- Covered Lives: Are there enough patients in your area to make participation worthwhile?
- □ **Marketing Plan:** Is the insurer growing in your region?
- ☐ **Fee Schedule:** Are the rates sustainable for your practice?
- □ **Utilization & Referral Policies:** Are they fair and realistic?
- □ **Patient Cost Share:** Are co-pays and deductibles reasonable?
- Annual Review Tip: Re-evaluate network participation <u>yearly</u> to make sure it aligns with your financial and clinical goals.

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### **In-Network Provider Responsibilities**



- Know what your contract and provider manual require
- ★ Most payers require billing of all covered services and accepting the payer's allowable amounts as payment in full
- Verify patient benefits before care
- Disclose non-covered services and out-of-pocket costs up front
- Use correct modifiers and forms (following payer policies)
- ▼ Follow documentation protocols and clinical guidelines
- Avoid improper balance billing
- Follow pre-auth/referral requirements
- Submit claims accurately and on time



### **Reimbursement Strategies**

### **Setting Fees & Building Your Chargemaster**

- Your **chargemaster** is your office's official fee schedule set it with intention!
- Base your fees on time, complexity, value, and market rates
- Avoid copying payer rates set your rates where you've determined
- Keep your chargemaster updated annually and apply fees consistently

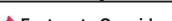
MICHIGAN LEGISLATURE MCL - Section 500.3157

(15) As used in this section:

(a) "Charge description master" means a uniform schedule of charges represented by the person as its gross billed charge for a given service or item, regardless of payer type.

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#### MAC Article by Carl Alden





- **Office Costs**
- Competition
- Insurance
- Collections





### "Managed Care...?" Empowering Your Patients to Speak Up

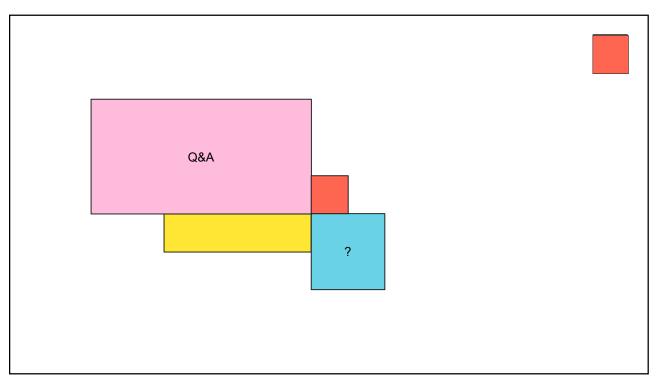
When patients advocate for better chiropractic coverage, insurers notice. Educate them on key issues that affect their care:

- High co-pays
- Prior authorization delays
- Per-diem payment limits



Created by the **Chiropractic Future Strategic Plan.** 

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# Understanding Fraud, Waste, & Abuse

And How to Help Stay
Compliant in Chiropractic



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### **Why This Matters**

Improper billing impacts **providers**, **patients**, **payers**, ... **taxpayers**, and **more**.

Can lead to audits, recoupments, penalties, and loss of trust.

Office Managers, CAs, and Billers can be a great first line of defense.

# What is "Fraudulent" Billing?

Term	Definition	Chiropractic Example	Key Point
Fraud	Intentional deception or reckless disregard	Routinely billing for services not performed	Highest penalties
Waste	Overuse or misuse of resources	Routinely ordering services (i.e., mechanical traction) for all patients regardless of documented clinical need	Costly, not always intentional ("It's what we do in our office.")
Abuse	Practices inconsistent with standard guidelines	Billing 98942 when 98940 is supported	Subject to penalties
	Potent	tially Not Fraud, Waste, or Abuse	
Error	Unintentional mistakes	Wrong diagnosis code or modifier	Must be corrected; repeated errors look like fraud

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# Who Regulates Fraud?

### Federal:

- Department of Justice (DOJ)
- Department of Health & Human Services Office of Inspector General (OIG)
- Centers for Medicare & Medicaid Services (CMS)

### State:

• Attorney General's Health Care Fraud (HCF) Division

### **Private Payers:**

• Special Investigation Units (SIUs)

# **Federal Fraud & Abuse Laws**

Three important **federal** fraud and abuse laws that apply to physicians:

### False Claims Act (FCA)

 Prohibits the submission of false or fraudulent claims to the Government

# Anti-Kickback Statute (AKS)

 Prohibits asking for or receiving anything of value in exchange for referrals of Federal health care program business

### Physician Self-Referral Law (Stark law)

• Limits physician referrals when you have a financial relationship with the entity

Office of Inspector General

A Roadmap for New Physicians: Avoiding
Medicare & Medicaid Fraud & Abuse



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### Information from a Commercial Insurance Payor's Provider Manual on Fraud Prevention

Our Investigations Department reviews reports of improper activity involving patients or providers. If the concern is verified, the matter may be referred for internal administrative steps or legal action.

Information is gathered from multiple sources, including advanced data analytics, to determine when an investigation is necessary.

Often, a fraud case begins with a suspicious billing pattern identified through data analysis and later confirmed during an audit or investigation. In other cases, it may start with a tip from a patient, another provider, or a government agency.

When issues are identified, the situation is reviewed with the provider to explain their responsibilities. If questionable practices continue, what begins as abuse may escalate into fraud.

One of the best ways to safeguard your practice is to submit claims correctly.

### Additional tips for avoiding fraud include:

- For new patients, compare the insurance identification card with a photo ID, such as a driver's license.
- Report only those services you personally performed or directly supervised.
- Use only the provider identification numbers assigned to you. Never allow another provider to use your PIN or NPI.

### **Department of Justice Press Release**

# Louisiana Chiropractor Convicted of Health Care Fraud and Unemployment Insurance Fraud



A Louisiana chiropractor, falsely billed Blue Cross Blue Shield of Louisiana over \$2.3 million for thousands of chiropractic services never performed, including during times he was on vacation or incarcerated, and fabricated patient records to cover the fraud.

In addition, he falsely claimed unemployment benefits during this period, receiving **\$12,952** to which he was not entitled.

The chiropractor was convicted of six counts of health care fraud and one count of wire fraud, illustrating how falsifying claims and records can result in significant legal consequences.

He faces a maximum penalty of 20 years in prison on the wire fraud count and 10 years in prison on each health care fraud count.

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# Potential *Errors* in Chiropractic Offices

Anytime a claim is submitted with false information and payment is accepted

### **Examples include:**

- o Billing services under an improper NPI
- o Billing for services not provided or documented
- Misrepresenting covered services
  - Active care vs. Maintenance care
  - Moderate level E/M vs. Low level E/M

### **Key Point:**

- Even without intent, liability exists if you should have known the claim was false.
- Providers can be penalized if they act with deliberate ignorance or reckless disregard of the truth.

# How Fraudulent Billing Can Happen with NPIs

### Scenario:

- Dr. Abraham is credentialed with BCBS.
- Dr. Bernard is not credentialed (new hire, application pending).
- The office bills all visits under Dr. Abraham's Type 1 NPI even when Dr. Bernard treats the patient.
- This is fraud because the claim misrepresents who provided the service.

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# **Billing with the Improper NPI**

### **Quality & Accountability**

- Insurance companies want to know who actually provided the service so they can track:
  - · Patient safety
  - · Quality of care
  - Provider performance (denials, audits, outcomes)
- If the wrong doctor is listed, it creates a false record of care.

# Malpractice Coverage & Rendering Provider Accuracy

- Malpractice policies cover the work of the insured provider only.
- If Dr. B <u>treats</u> the patient but the claim shows Dr. A as the Rendering Provider:
  - The record reflects Dr. A performed the service.
  - In a malpractice claim, Dr. A could be held liable for care they didn't provide.
  - Dr. B may have no coverage if the documentation/claim doesn't show them as the treating provider.

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### Common Sources of Confusion: Individual vs. Group NPIs

### Individual NPI (Type 1):

- Assigned to each healthcare provider personally
- Identifies who actually rendered the service
- Must always be used to show which provider treated the patient

### Group NPI (Type 2):

- Assigned to the *practice or* organization
- Identifies the billing entity that gets paid
- Used in conjunction with the individual NPI

### The claim shows:

- Rendering provider: Individual chiropractor (Type 1 NPI)
- · Billing practice/organization: Group (Type 2 NPI)



# What About Locum Tenens & NPI?

### What is a Locum Tenens Provider:

- A healthcare professional who <u>temporarily</u> fills in for another provider.
- Used when the regular provider is *unavailable* due to vacation, illness, parental leave, or other temporary absences.
- Works as a *contractor*, not an employee of the organization.
- Bills under the absent provider's NPI for covered services (with time limits, appropriate modifiers, and specific regulations).
- Must be fully *licensed*.
- Intended as a short-term solution, not a permanent staffing replacement.

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# What About Locum Tenens & NPI? Resource Guidelines for Fee-For-Time Compensation & Reciprocal Billing Arrangements Explaints to Guidelines are found in the CMB Medicare Claims Processing Manual, Publication 100-04, Chapter 1, Section 99.2.11 Section 99.2.11 Fee-for-Time Compensation & Reciprocal Billing Arrangements It is a longstanding practice for a physician to retain a submitted explaint, vacation, or confidence of the substitute physicians is absent for region approach for the substitute physicians as absent for region approach in the physicians is unavailable and they arrange with another provider physicians as a performed in the physicians as a performed i

# **Medicare Improper Payment Data**

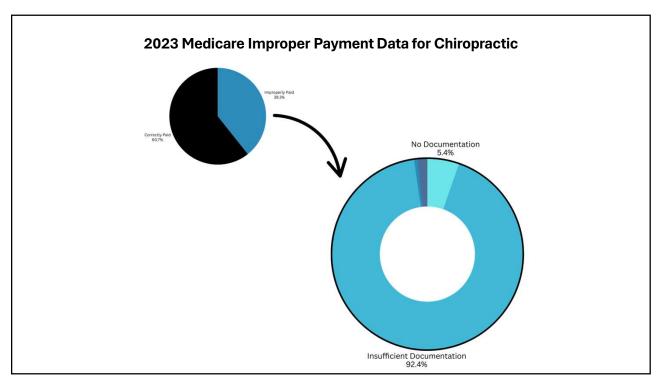
Part B	Projected	Improper	Percentage of Service Type Improper Payments by Type of Error				Percent of Overall	
Services	Improper Payments	Payment Rate	No Doc	Insuffic. Doc	Medical Necessity	Incorrect Coding	Other	Improper Payments
Chiropractic	\$214,123,439	39.3%	5.4%	92.4%	0.6%	1.6%	0.0%	0.7%

According to the 2023 Medicare Fee-for-Service Supplemental Improper Payment Data, the improper payment rate for chiropractic services is 39.3%, with a projected improper payment amount of \$214.1 million.



\*A Comprehensive Error Rate Testing (CERT) Program review in **2024** found errors in **33.6%** of chiropractic claims.

\*Approximately 150 claims were reviewed in these studies.



# **Best Practices:** Coding Accuracy Matters

### **AMA CPT Guidance:**

"Select the procedure/service that **accurately** identifies what was performed. Do not choose a code that **merely** approximates the service. If no such code exists, use an unlisted code."

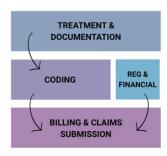


### **Key Point:**

- · "Close enough" is not compliant.
- Wrong code = error → abuse → potential fraud.

### **Documentation Connection:**

- The written documentation tells the story of what was performed.
- The coder/biller's job is to translate that story into the accurate CPT code.
- If the words don't support the code, the claim doesn't stand.



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# **Protecting Your Office**

- ✓ Perform periodic internal audits (cross-check records vs. claims)
  - Most errors can be corrected if caught early
- ✓ Train staff and attend educational conferences
- ✓ Use payer portals to verify rules/coverage
- ✓ Document, document!

# MEDICARE ADVANCE BENEFICIARY NOTICES

THE ADVANCE BENEFICIARY NOTICE OF NONCOVERAGE (ABN) FORM CMS-R-131

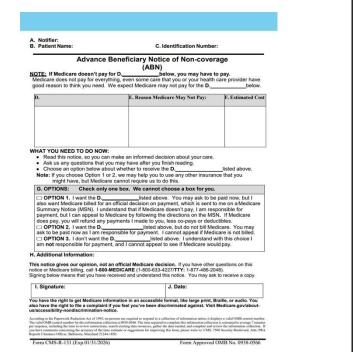


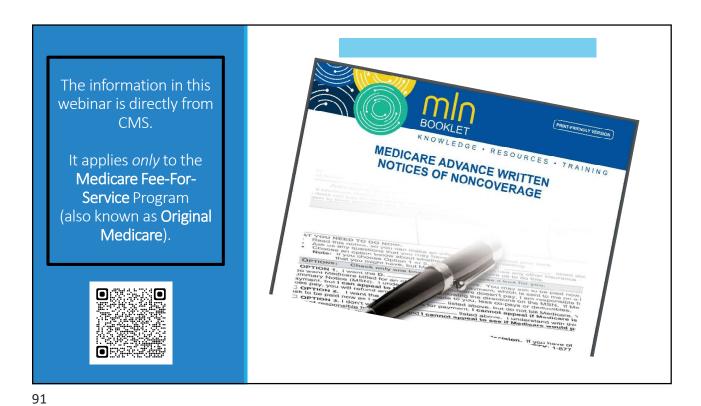
89

ADVANCE
BENEFICIARY
NOTICE OF
NONCOVERAGE

**ABN** 

Form CMS-R-131 Expires 1/31/2026





What is an ABN? Advance Beneficiary Notice of Noncoverage (ABN) = written notice given to a Medicare Fee-for-Service (FFS) beneficiary before providing a service that is usually covered by Medicare but is likely to be denied in this situation (e.g., not medically necessary). What is Medicare Part D Part A Part B Part C Medigap Fee-for-Service? Medical Hospital Prescription Medicare (MA Plans) Insurance Insurance **Drug Covergae** Supplement Covers medications Not directly relevant to chiropractic, but helpful to know for patient context Managed by private Extra coverage purcha from private insurance Covers outpatient care This is the part that insurers
Required to cover at least
the same services as Part
A and Part B from private insurance companies • Helps to pay out-of-pocket costs of Original Medicare • There are 10 different types of Medigap plans offered in most states, which are named by applies to chiropractors For chiropractic, covers spinal manipulation when medically hospice Not relevant to chiropractors directly Rules vary by plan, may necessary

Does not cover exams, x-(always verify individually) May require prior auth or set networks which are named by letters: A-D, F, G, and K-N. Original Medicare, Traditional Medicare, or Fee-for-Service (FFS) Medicare Advantage May be added to Original Medicare May be added to Original Medicare



# What is the Purpose of the ABN?



### The ABN allows the patient to make an informed decision:

- Decide whether to receive the service, and
- Accept financial responsibility if Medicare does not pay.



### If you do not issue an ABN when required:

- The patient generally cannot be held responsible, and
- You may be financially liable.

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# When You Must Issue an ABN:

Medicare Part B usually covers the service;

Medicare is expected to deny payment;

The covered service isn't considered reasonable or necessary under CMS standards.



Medicare Benefit Policy Manual Chapter 15 – Covered Medical and Other Health Services **240 - Chiropractic Services** 

### 240.1.3 - Necessity for Treatment

- The patient must have a significant health problem in the form of a neuromusculoskeletal condition necessitating treatment.
   The manipulative services rendered must have a direct therapeutic
- relationship to the patient's condition and provide reasonable expectation of recovery or improvement of function.
- ☐ The patient must have a subluxation of the spine as demonstrated by x-ray or physical exam, (P.A.R.T. exam).

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Medicare Benefit Policy Manual Chapter 15 – Covered Medical and Other Health Services **240 - Chiropractic Services** 

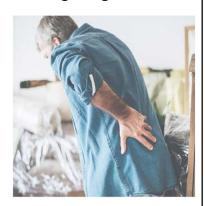
### According to CMS, most spinal joint problems fall into the following categories:

### **Acute Subluxation**

A patient's condition is considered acute when the patient is being treated for a new injury, identified by x-ray or physical exam as specified above. The result of chiropractic manipulation is expected to be an improvement in, or arrest of progression, of the patient's condition.

### **Chronic Subluxation**

A patient's condition is considered chronic when it is not expected to significantly improve or be resolved with further treatment (as is the case with an acute condition), but where the continued therapy can be expected to result in some functional improvement. Once the clinical status has remained stable for a given condition, without expectation of additional objective clinical improvements, further manipulative treatment is considered maintenance therapy and is not covered.



**Remember:** Medicare says that the treatment must **provide reasonable expectation of recovery or improvement of function**. When is does not, the treatment becomes **Maintenance Therapy**.

Medicare Benefit Policy Manual Chapter 15 – Covered Medical and Other Health Services

240 - Chiropractic Services

### Maintenance therapy includes services that seek to prevent disease, promote health and prolong and enhance the quality of life, or maintain or prevent deterioration of a

chronic condition.

When further clinical improvement cannot reasonably be expected from continuous ongoing care, and the chiropractic treatment becomes supportive rather than corrective in nature, the treatment is then considered maintenance therapy.

The AT modifier must not be placed on the claim when maintenance therapy has been provided. Claims without the AT modifier will be considered as maintenance therapy and denied.

Chiropractors who give or receive from beneficiaries an ABN shall follow the ABN instructions in full and include a GA modifier on the claim.

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# **Best Practices:**



### Flowchart Steps (First Visit + Ongoing Care)

### 1) First Visit

- 1. Discuss Medicare's Chiropractic Coverage Policy with the patient:
  - · Medicare only covers spinal manipulation for active treatment.
  - (Medicare does not cover exams, x-rays, therapies, or maintenance care. ABN is not required for these services.)
- 2. If patient is in Active Treatment:
  - 1. Introduce the ABN form as an educational tool (do not have them sign yet).
  - 2. Explain: "When your care shifts from Active Treatment to Maintenance Care, Medicare will no longer cover it. At that time, I'll ask you to review and sign the ABN so you can choose how to proceed."

### 2) During Care

 Regularly assess whether the patient is still in Active Treatment or has shifted to Maintenance Care (based on Medicare definitions and documentation).

### 3) Transition Point: Active → Maintenance

- 1. Present the ABN form at the first Maintenance Care visit.
- 2. Explain options on the ABN; do not direct or instruct the patient to sign a particular box.

### 4) Ongoing Care

• Update ABN only if there is a change in care status or if it expires (usually one year or if treatment plan changes).

# **Prohibitions**

### **Routine Notice Prohibition**

- You may not issue an ABN on a routine basis or when there is no reasonable basis to expect that Medicare may not cover the item or service.
- You must ensure a reasonable basis exists for noncoverage associated with the issuance of each ABN.

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# **Completing the ABN**

# Advance Beneficiary Notice of Non-coverage (ABN)

NOTE: If Medicare doesn't pay for D.\_\_\_\_\_below, you may have to pay.

Medicare does not pay for everything, even some care that you or your health care provider have good reason to think you need. We expect Medicare may not pay for the D.\_\_\_\_\_below.

D.	E. Reason Medicare May Not Pay:	F. Estimated Cost

# **Completing the ABN**

G. OPTIONS: Check only one box. We	cannot choose a box for you.
OPTION 1. I want the Dlis	sted above. You may ask to be paid now, but I
also want Medicare billed for an official decis	on on payment, which is sent to me on a Medicare
Summary Notice (MSN). I understand that if	
	owing the directions on the MSN. If Medicare
does pay, you will refund any payments I ma	de to you, less co-pays or deductibles.
OPTION 2. I want the D	listed above, but do not bill Medicare. You may
1 1	yment. I cannot appeal if Medicare is not billed.
	listed above. I understand with this choice I
am <b>not</b> responsible for payment, and I canno	t appeal to see if Medicare would pay.

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# **Completing the ABN**

- Option 1: This option allows the beneficiary to receive the items and/or services at issue and requires the notifier to submit a claim to Medicare.
  - Per CMS guidelines, the *AT modifier* is removed from 98940-98942.
  - ☐ The **GA modifier** is appended to indicate a properly issued and signed ABN form was received.
- Option 2: This option allows the beneficiary to receive the non-covered items and/or services and pay for them out of pocket. No claim will be filed and Medicare will not be billed.
- Option 3: This option means the beneficiary does not want the care in question. By checking this box, the beneficiary understands that no additional care will be provided.

# Refusal to Sign the ABN

### When the Beneficiary Refuses to Choose an Option, or Sign the ABN

- If the beneficiary refuses to choose an option or sign the ABN, you should annotate the original copy of the ABN indicating the refusal to choose an option or sign the ABN. You may list any witnesses to the refusal on the ABN, although a witness is not required.
- If a beneficiary refuses to sign a properly issued ABN, you should consider not furnishing the service.

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# When the Beneficiary Changes Their Mind

- After completing and signing the ABN, if the beneficiary changes their mind, you should present the completed ABN to the beneficiary and request they annotate it.
- The annotation must be signed and dated, and include a clear indication of their new option selection.

# **Continuous Non-covered Care**

An advance written notice of non-coverage remains effective after delivery if there's no change in:

- Care described on the original notice
- · Patient's health status
- Medicare coverage guidelines for the items or services in question (for example, updates or changes to the policy of an item or service)



Once an ABN is issued, it is no longer required to be issued annually. If there are ANY changes, and a period of billing Chiropractic Active Treatment occurs again, a new ABN is required for the NEXT course of Chiropractic Maintenance Care.

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# **Claim Reporting Modifiers**

Modifier	When to Use the Modifier
<b>GA</b> Waiver of Liability Statement Issued as Required by Payer Policy, Individual Case	Report when you issue a mandatory ABN for a service as required and <b>it is on file</b> . You do not need to submit a copy of the ABN, but you must have it available on request.
<b>GX</b> Notice of Liability Issued, Voluntary Under Payer Policy	Report when you issue a <b>voluntary</b> ABN for a service Medicare never covers because it is statutorily excluded or is not a Medicare benefit. You may use this modifier in combination with modifier GY.
<b>GY</b> Item or Service Statutorily Excluded, Does Not Meet the Definition of Any Medicare Benefit	Report that Medicare <b>statutorily excludes</b> the item or service or the item or service does not meet the definition of any Medicare benefit. You may use this modifier in combination with modifier GX.
<b>GZ</b> Item or Service Expected to Be Denied as Not Reasonable and Necessary	Report when you expect Medicare to deny payment of the item or service due to a lack of medical necessity and <b>no ABN was issued</b> .



# **Financial Liability**

- When issued properly, you can collect your full fee from the patient,
   OR continue billing patient at the CMS rate, if Medicare determines that the care you provided is not reasonable or necessary.
- Without a properly executed ABN on file:
  - You cannot collect funds from the beneficiary.
- You will have to refund any money that Medicare and/or the patient paid.

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# **Special Instructions:**





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\* Special guidance for people who are dually enrolled in both Medicare and Medicaid, also known as dually eligible individuals (has a Qualified Medicare Beneficiary (QMB) Program and/or Medicaid coverage) ONLY:

Dually Eligible beneficiaries must be instructed to check **Option Box 1** on the ABN in order for a claim to be submitted for Medicare adjudication.

Strike through Option Box 1 as provided below:

OPTION 1. I want the (D) listed above. You may ask to be paid now, but I also want Medicare billed for an official decision on payment, which is sent to me on a Medicare Summary Notice (MSN). Lunderstand that if Medicare doesn't pay, Iamresponsible for payment, but I can appeal to Medicare by following the directions on the MSN. If Medicare does pay, you will refund any payments I made to you, less copays or deductibles.

The provider cannot bill the dual eligible beneficiary when the ABN is furnished. Providers must refrain from billing the beneficiary pending adjudication by both Medicare and Medicaid in light of federal law affecting coverage and billing of dual eligible beneficiaries. If Medicare denies a claim where an ABN was needed in order to transfer financial liability to the beneficiary, the claim may be crossed over to Medicaid or submitted by the provider for adjudication based on State Medicaid coverage and payment policy. Medicaid will issue a Remittance Advice based on this determination.

Once the claim is adjudicated by both Medicare and Medicaid, providers may only charge the patient in the following circumstances:

# Special Instructions: Non-PAR Providers



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\*Special guidance for non-participating suppliers and providers (those who don't accept Medicare assignment) ONLY:

Strike the last sentence in the Option 1 paragraph with a single line so that it appears like this: If Medicare does pay, you will refund any payments I made to you, less copays or deductibles.

This single line strike can be included on ABNs printed specifically for issuance when unassigned items and services are furnished. Alternatively, the line can be handpenned on an already printed ABN. The sentence should be stricken and can't be entirely concealed or deleted. There is no CMS requirement for suppliers or the beneficiary to place initials next to the stricken sentence or date the annotations when the notifier makes the changes to the ABN before issuing the notice to the beneficiary.

When this sentence is stricken, the supplier should include the following CMS-approved unassigned claim statement in the (H) Additional Information section:

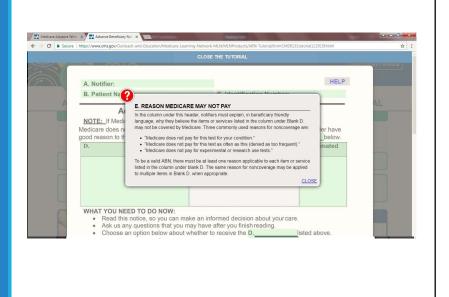
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### **PLEASE NOTE:**

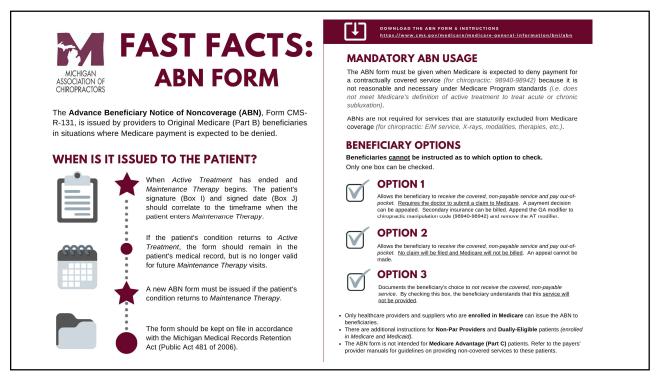
- Under no circumstance can the ABN form be used by providers not enrolled in Medicare (for example, "Cash Practices").
- Medicare does not allow chiropractors to Opt-Out of Medicare.
- If you have questions about this, please contact the MAC office.



https://www.cms.gov/Outreac h-and-Education/Medicare-Learning-Network-MLN/MLNProducts/ABN-Tutorial/formCMSR131tutorial 111915f.html



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# **RESOURCES**

Medicare Advance Written Notices of Non-coverage Booklet

**ABN Form Instructions** 

**ABN Tutorial** 

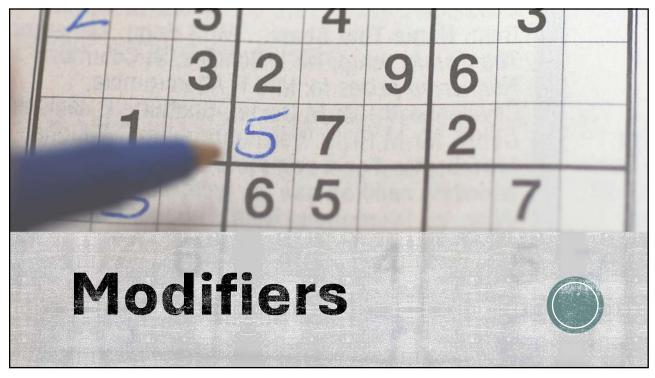
WPS GHA: Chiropractic Claims

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# **WWW.CHIROMI.COM**

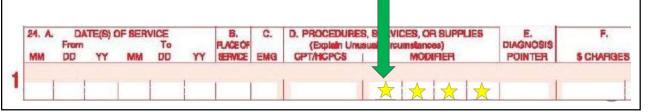
info@chiromi.com



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# **Modifier Basics:**

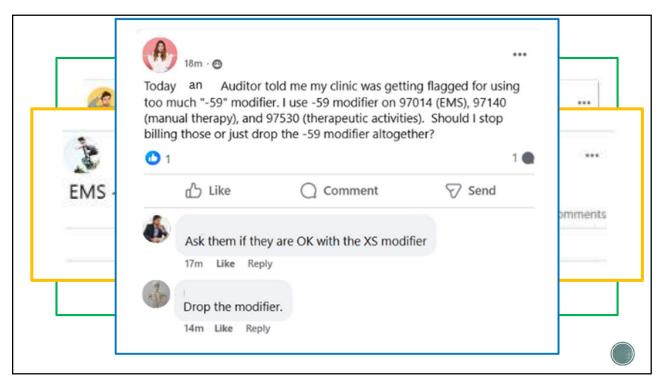
- Always two characters; May be alpha or numeric
- More than one modifier may be appropriate depending on the circumstances concerning the service.
- While rare in chiropractic, up to four modifiers may be used to fully explain the circumstances concerning the service/ services rendered.
- Modifiers go in box 24 D of the CMS-1500 billing form.



# Why Do Modifiers Matter?

- Demonstrates Coding Knowledge
- Minimizes Audit Risk
- Supports Medical Necessity and Documentation
- Prevents Denials
- Ensures Correct and Timely Reimbursement

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# **Application of Modifiers**

- Procedure code definitions may be modified under certain circumstances to more accurately represent the service.
- Modifiers are used to add information or to change the description to improve coding accuracy and reimbursement specificity.
- The documentation in the patient record must clearly support the use of any modifier appended to a claim.

The use of modifiers in medical billing eliminates the need for the AMA to create thousands of separate codes to account for every possible detail or circumstance.

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# Who determines the use of a modifier?

# **National Correct Coding Initiative (NCCI)**

- NCCI is a Centers for Medicare & Medicaid Services (CMS) program that consists of coding policies and edits.
- The coding policies of NCCI are based on coding conventions from:
  - The American Medical Association's (AMA) Current Procedural Terminology (CPT),
  - National and local Medicare policies and edits,
  - Guidelines from national medical/surgical societies, and
  - Review of current coding practices.



# What is an NCCI "Edit"?

- 1) NCCI PTP (Procedure-to-Procedure) edits: prevent improper coding <u>combinations</u> by flagging services that normally shouldn't be reported together.
- 2) NCCI MUE (Medically Unlikely Edits): prevent <u>improper units</u> of service by flagging when a provider bills more units of a service than would be reasonable for one patient, on one date of service.

Together, PTP and MUE edits are CMS **safeguards** to prevent duplicate, inconsistent, or medically unnecessary payments.



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# **NCCI Edits & Other Insurers**

- CMS NCCI edits are public information, so many insurers adopt them.
- Includes commercial plans, Medicaid managed care, and Medicare Advantage organizations
- CMS does not control how private insurers apply the edits.
- Misinterpretation by the insurer can lead to denials.
- Knowing modifier rules = ability to defend against inaccurate denials

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# **Basic Steps to Reduce Audits**

### Via ChiroCode DeskBook

- Use the most current versions of the CPT, ICD-10-CM, and HCPCS code sets. Many healthcare providers still bill codes that haven't been in use for years.
- Ensure the proper usage of modifiers on your claims where appropriate. Many coding situations require that modifiers be used.
- 3. Utilize the National Correct Coding Initiative (NCCI) edits in your defense if your billing standards are supported by these edits. Correct coding and billing typically matches the NCCI standards. Thus, In the event of an appeal, these NCCI guidelines can demonstrate that correct billing protocol was followed.
- 4. Stay current on payer policies and coverage by signing up for their newsletters or email notifications. Changes in policies are often announced in these publications. Many payer websites also allow you to search for billing and coding policies.
- 5. Review the OIG reports and change your billing policies as appropriate to avoid known coding problems.
- Review documentation requirements and update as necessary to ensure that your records meet high standards. Consider performing a self-audit.

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# Information that we will review:

# **CMS.gov NCCI Website:**

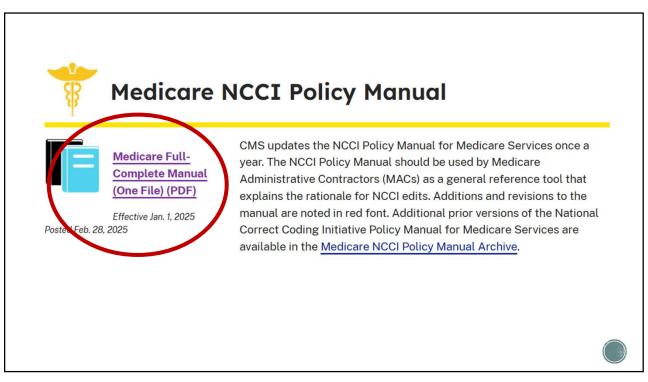
- 1. NCCI Policy Manual
- 2. Modifier 59 Article
- 3. Procedure to Procedure (PTP) Edits

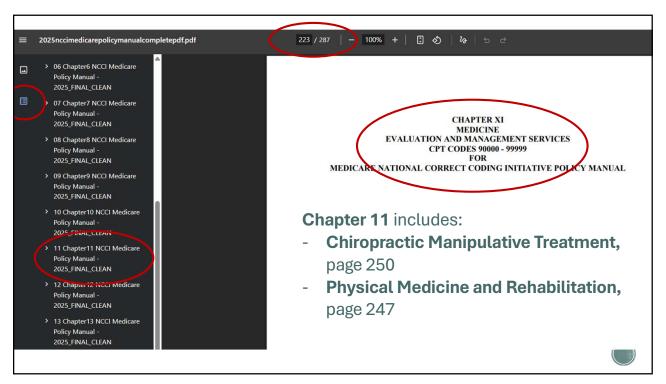




https://www.cms.gov/medicare/coding-billing/ncci-medicare







### MEDICARE NATIONAL CORRECT CODING INITIATIVE POLICY MANUAL

### **Chiropractic Manipulative Treatment**

Medicare covers chiropractic manipulative treatment (CMT) of 5 spinal regions.

Physical medicine and rehabilitation services described by CPT codes 97112, 97124 and 97140 are not *separately reportable* when performed in a spinal region undergoing CMT.

If these physical medicine and rehabilitation services are performed *in a different region than CMT*, the provider/supplier may report CMT and the above codes using modifier 59 or XS.



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### NCCI Manual Physical Medicine and Rehabilitation, page 247

lesson it benign.

P. Physical Medicine and Rehabilitation

1. An occupational therapist may report only one evaluation/re-evaluation (CPT codes 97165-97168) on a single date of service. A physical therapist may report only one evaluation/re-evaluation (CPT codes 97161-97164) on a single date of service. A physical or facility shall not report both an occupational therapy evaluation/re-evaluation service and physical therapy evaluation/re-evaluation service if performed by the same practitioner. If the 2 services are performed by 2 different practitioners on the same date of service, both procedures may be reported.

2. With one exception, providers/suppliers shall not report more than one physical medicine and rehabilitation therapy service for the same fifteen-minute time period. (The only exception involves a "supervised modality" defined by CPT codes 97010-97028, which may be reported for the same fifteen-minute time period as other therapy services.) Some CPT codes for physical medicine and rehabilitation services include an amount of time in their code descriptors. Some NCCI PTP edits pair a "timed" CPT code with another "timed" CPT code or a non-timed CPT code. These edits may be bypassed with modifier 59 or XU if the 2 procedures of a code pair edit are performed in different timed interval even if sequential during the same patient encounter. The NCCI program does not include all edits pairing 2 physical medicine and rehabilitation services (excepting "supervised

Revision Date (Medicare): 1/1/2025

XI-25

### **Physical Medicine and Rehabilitation**

If your offices performs these services, review this section of the NCCI manual to determine if NCCI edits apply to the 97XXX codes you perform in your office.

In comparison to the *Chiropractic*Manipulative Treatment section, discussed on the previous slide, there are numerous edits in this section that could possibly affect coding.

Some of the edits in this section may not apply to chiropractic physicians or services typically performed in a chiropractic office.



### MEDICARE NATIONAL CORRECT CODING INITIATIVE POLICY MANUAL

### **Physical Medicine and Rehabilitation**

2. Providers shall not report more than one physical medicine and rehabilitation therapy service for the same fifteen-minute time period.

(The only exception involves a "supervised modality" defined by CPT codes 97010-97028, which may be reported for the same fifteen-minute time period as other therapy services.)

Some CPT codes for physical medicine and rehabilitation services include an amount of time in their code descriptors. Some NCCI PTP edits pair a "timed" CPT code with another "timed" CPT code or a non-timed CPT code. These edits may be bypassed with modifier 59 or XU if the 2 procedures of a code pair edit are performed in different timed intervals even if sequential during the same patient encounter.

The NCCI program does not include all edits pairing 2 physical medicine and rehabilitation services (excepting "supervised modality" services) even though they shall not be reported for the same fifteenminute time period.



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### Key Notes: CMT, Physical Medicine, and NCCI Rules

- The NCCI Manual / CMT section references CMT when performed with 97124, 97112, or 97140.
- If these therapy codes are performed in a different spinal region than
   CMT, a modifier 59 (or XS) may be reported.
- No other CPT codes need modifier 59 to unbundle from 98940–98942.
- If two timed Physical Medicine services are performed, they must be performed in separate, non-overlapping time intervals, and may be reported with modifier 59 (or XE).

**But what is the definition of modifier 59** and why am I appending it the therapies? **And what are the X modifiers?** 



# **Modifier 59 Article**

### The CPT Manual defines modifier 59 as follows:

- "Distinct Procedural Service: Under certain circumstances, it may be necessary to indicate that a procedure or service was distinct or independent from other non-E/M services performed on the same day. Modifier 59 is used to identify procedures/services, other than E/M services, that are not normally reported together, but are appropriate under the circumstances.
- Documentation must support a different session, different procedure or surgery, different site or organ system, separate incision/excision, separate lesion, or separate injury not ordinarily encountered or performed on the same day by the same individual. Only if no more descriptive modifier is available, and the use of modifier 59 best explains the circumstances, should modifier 59 be used.
- Note: Modifier 59 should not be appended to an E/M service. To report a separate and distinct E/M service with a non-E/M service performed on the same date, see modifier 25."



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# The X Modifiers

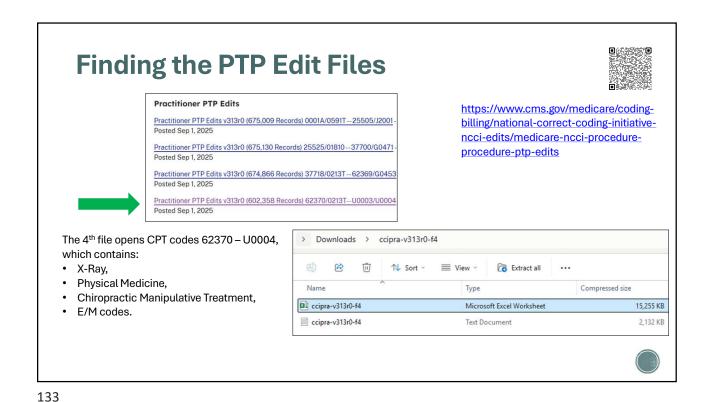
"Only if no more descriptive modifier is available, and the use of modifier 59 best explains the circumstances, should modifier 59 be used."

### The modifiers are defined as follows:

- XE Separate Encounter
  - A service that is distinct because it occurred during a separate encounter. This modifier should only be used to describe separate encounters on the same date of service.
- XS Separate Structure
  - A service that is distinct because it was performed on a separate organ/structure.
- XP Separate Practitioner
  - A service that is distinct because it was performed by a different practitioner.
- XU Unusual Non-Overlapping Service
  - The use of a service that is distinct because it does not overlap usual components of the main service.

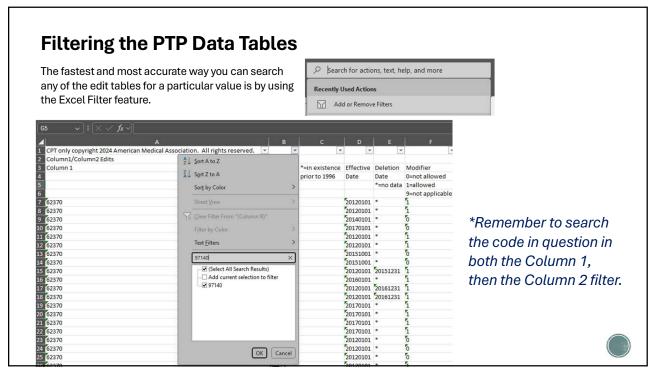
NOTE: Individual Payer Policies may have specific requirements as to whether to use the 59 or X modifiers.

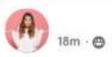




**NCCI Coding Edits** D CPT only copyright 2017 American Medical Association. All rights reserved. Colum1/Column2 Edits 3 (Column 1 Column 2)\*=in existence Effective Deletion ( Modifier PTP Edit Rationale 4 prior to 1996 Date Date 0=not allowed 5 \*=no data 1=allowed 6 9=not applicable Column One/Column Two Modifier: Indicates if use of a modifier is permitted. Column 1: 0: Codes should never be reported together by the same provider Comprehensive or major code for the same beneficiary on the same date of service; if reported Column 2: on the same date of service, the column one code is eligible for Secondary or component code payment and the column two code is denied 1: Codes may be reported together only in defined circumstances by use of NCCI-associated modifier 9: Not applicable

Column1/Column2 Edits				
	Column 2	Modifier		
Caluman 1		0=not allowed	PTP Edit Rationale	
Column 1		1=allowed	PIP Edit Nationale	
		9=not applicable		
98941	98940	0	More extensive procedure	
98941	92012	9	CPT Manual or CMS manual coding instruction	
98941	99202	1	CPT Manual or CMS manual coding instruction	
98941	97112	1	Standards of medical/surgical practice	
98941	97124	1	Standards of medical/surgical practice	
98941	97140	1	Standards of medical/surgical practice	





\*\*\*

Today an Auditor told me my clinic was getting flagged for using too much "-59" modifier. I use -59 modifier on 97014 (EMS), 97140 (manual therapy), and 97530 (therapeutic activities). Should I stop billing those or just drop the -59 modifier altogether?

- 97014 Application of a modality to 1 or more areas; electrical stimulation (unattended)
- **97140 Manual therapy techniques** (e.g., mobilization/ manipulation, manual lymphatic drainage, manual traction), 1 or more regions, <u>each 15 minutes</u>
- 97530 Therapeutic activities, direct (one-on-one) patient contact (use of dynamic activities to improve functional performance), each 15 minutes



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### Example 9: Column 1 Code / Column 2 Code - 97140/97530

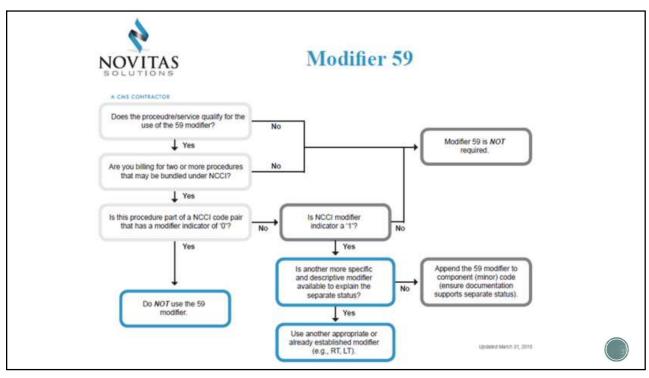
>CPT Code 97140 – Manual therapy techniques (eg, mobilization/manipulation, manual lymphatic drainage, manual traction), 1 or more regions, each 15 minutes >CPT Code 97530 – Therapeutic activities, direct (one-on-one) patient contact (use of dynamic activities to improve functional performance), each 15 minutes

Modifier 59 may be reported if the two procedures are performed in distinctly different 15 minute time blocks. For example, one service may be performed during the initial 15 minutes of therapy and the other service performed during the second 15 minutes of therapy. Alternatively, the therapy time blocks may be split. For example, manual therapy might be performed for 10 minutes, followed by 15 minutes of therapeutic activities, followed by another 5 minutes of manual therapy. CPT code 97530 should not be reported and modifier 59 should not be used if the two procedures are performed during the same time block.

443407 97140 97530 20000605 \* 1 Mutually exclusive procedures

When crosschecking the PTP edits of 97014, 97140, and 97530, the only edits that appears is as stated above. Therefore, the 59 is not required on 97014 or 97140 for the coding combination on the previous slide. (This is assuming 98940-98942 was not performed on the same date of service.)





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# **Billing Reminders**

- It is very important that medical records include documentation to support the use of modifier 59 (or any other modifier).
  - Documentation provides a clinical picture of what was done and why a modifier was appropriate.
  - Documentation should correctly record the parameters of treatment such as location, method of application, intensity, and time.
  - Often, the documentation received lacks evidence/clinical circumstance to substantiate its use, resulting in a denial.





517.367.2225 ChiroMl.com Stephanie@ChiroMl.com

