



Chiropractic Society of Wisconsin  
Dedicated to Compassion, Service & Wellness

## Chiropractic Society of Wisconsin

Southeast district meeting – May 23, 2013

Dave Michel – dave@pmaworks.com

# Thrival

**PPACA:** Patient Protection & Affordable Care Act, enacted by the 111<sup>th</sup> Congress in March of 2010. The most major provisions go into effect on Jan 1, 2014.

**HITECH:** Health Information Technology for Economic & Clinical Health Act of 2009, part of the American Recovery & Reinvestment Act to invest \$36.5 B to create a nationwide EHR network.

### Timelines 2013:

- March 2013 – Medicare Revalidation
- April 2013 – 2% Medicare sequestration budget cut
- May 2013 – Medicaid Revalidation
- June 2013 – New CMS 1500 claim form introduced
- July 2013 – PQRS deadline to achieve 50% compliance
- Sept 2013 – Medicare switch from WPS to NGS
- Oct 2013 – New CMS 1500 deadline, new ICD10 introduced

### Timelines 2014:

- Jan 2014 – EFT / ERA mandatory for payors
- Jan 2014 – Individual Mandates, Employer Mandates  
No Pre-existing, No lifetime limits, Small business tax credits, no sex discrimination, health exchanges established for lower- middle-class.
- Oct 2014 – new ICD10 deadline

### So what does this all mean to your office?

More doctor visits

More Medicaid

More people with insurance

More limits on care

### What options do you have?

- Boutique practice, cash, non-insurance
- Higher volume practice collecting less per visit
- More services per visit – billing for what you do, adjustment, extremity, manual therapy, etc
- Lower cost / less overhead through cost cuts, group practice (medical model cost sharing)

### What should you be doing now?

- Be proactive. Decide which way you want to go and be consistent.
- Get better at Patient Financial Consultations
- Get better at coding for reimbursement
- Create Value for what you do
- Increase marketing – more people will be going to doctors – will they choose your office and services?

Resources: Medicare changeover: [ngsmedicare.com](http://ngsmedicare.com) J6 Transition News (upper left corner) PQRS: [acatoday.org/pqrs](http://acatoday.org/pqrs) (toolkits)  
Patient Financial Consultations: [pmaworks.com](http://pmaworks.com) Coding/ICD10: ChiroCode Desk handbook [chirocode.com](http://chirocode.com) PPACA: [healthcare.gov](http://healthcare.gov)