



## NAMAS Weekly Auditing & Compliance Tips

October 7, 2016

### Is Your Practice in Need of a Wellness Visit?

Are you finding yourself frustrated that you are working harder than ever but your practice income continues to drop? Are patients expressing greater frustration with longer wait times at your office? Is your staff morale declining and your own stress level is rising each day in the face of increasingly complex regulatory compliance and documentation guidelines? While providers have mastered his/her clinical skills, you or your practice manager may have no idea where to begin to address the overall "wellness" of the practice.

Perhaps a practice "wellness coach" could help you diagnose and better treat the business of your medical practice. A professional Practice Assessment by a qualified practice management consultant, like those at DoctorsManagement, LLC could help you identify operational inefficiencies, missed revenue opportunities, and areas in which your practice may be vulnerable to risk of audit or penalties. This "checkup" of your practice's overall health could catch problems early and keep your focus on a strategic vision toward long-term success and fulfillment in your career.

A professional Practice Assessment begins with a history and physical of your practice. Your consultant will conduct a battery of tests to evaluate your practice operations and performance relative to nationally-recognized industry benchmarks within your specialty. You will see how your revenues, expenses, staffing levels, and profitability

compare to your peers across the country. If your practice exhibits outliers in specific areas of performance and operations, your consultant will then "drill down" to understand why they occurred, and subsequently work



**Become a Member**  
**JOIN TODAY!**

As a NAMAS member, you'll receive access to monthly webinars for CEUs (including those hard to find CPMA CEUs!), a subscription to BC Advantage magazine, discounts on products and NAMAS training events, and much, much more!

We offer 4 membership levels- choose the one that best suits your needs!

**Click Here to View NAMAS Membership Levels and Benefits**

For added convenience, NAMAS accepts PayPal, PayPal Credit, quarterly and monthly payments of membership dues.

with you to craft a plan of care to address those deficiencies and make them work within your practice.

Your consultant can work with you to identify issues and formulate solutions to address:

- Sliding practice profit and loss
- Rising accounts payable and operating expenses
- Declining staff morale
- Dated managed care contracts that may be in need of renegotiation
- Service lines that are not meeting the changing needs of your patient population
- Rising collections expenses, accounts receivable and bad debt write-offs
- Non-compliant EMR that is not capturing and reporting measures on your costs of care and patient outcomes
- Sluggish patient flow that exhibits frequent bottlenecks
- Outdated or inadequate office space and equipment
- Inappropriately-trained staff on proper protocols with respect to patient care, insurance, billing, chart documentation and regulatory compliance
- A practice that is not on the long-term path to your secure and comfortable retirement.

The business of your practice needs as much care and attention as your patients need from you. Your practice management consultant can advise you on how you can best position your practice for long-term health and business success with the least disruption and lowest cost possible, based upon the consultant's experience and track record of results with other practices.

As a provider or practice manager, you must realize that you not only improve the health and well-being of the patients you serve, but that you are operating a multi-million dollar business. You provide stable, well-paying jobs to your staff and their families, and you provide income-security and long-term support to your own family. Your practice IS your business, and it is critical to maintain its overall wellness with a consultation from a trained specialist in the *business of medicine!*

## This Week's Audit Tip Written By:



**Valora S. Gurganious, MBA, CHBC**

Valora is a Senior Management Consultant with DoctorsManagement, LLC

**Become  
a  
CPMA**



**NAMAS Medical Auditing BootCamp®**

Our onsite or online training program will not only prepare you to sit for the medical auditing certification test, but will prepare you for a career as a medical auditor.

As a bootcamp attendee, you will receive the NAMAS Auditor's Resource & Prep Guide, 16 AAPC CEUs, AND a 1 year NAMAS membership!

Our **onsite** schedule is as follows:

November 3-4: Charlotte, NC  
December 5-6: Orlando, FL

We will also be holding an evening **online** session beginning October 11!

**[Click Here to Learn More About The NAMAS Medical Auditing BootCamp](#)**

### NAMAS E/M Auditing BootCamp



For those with a basic foundation of E&M auditing, or experienced E&M auditors just looking for a refresher, our 1-day E&M Auditing BootCamp is for you!

MDM? Medical Necessity? Guidelines? Audit Policies? We'll cover all of this AND more in this training program



8<sup>TH</sup> ANNUAL  
**Auditing & Compliance**  
CONFERENCE 2016

**You're Invited to join NAMAS at the 8th Annual Auditing & Compliance Conference**

NAMAS 8th Annual Auditing & Compliance Conference



December 6-9, 2016 | Orlando, FL | Loews Portofino Bay Hotel

**Dates:** Pre-Conference: Tuesday, December 6, 2016  
Conference: Wednesday, December 7- Friday  
December 9, 2016

**Venue:** Loews Portofino Bay Hotel, Orlando, FL

This is the **ONLY** conference designed for medical auditors and compliance professionals!

**Earn Up to 21.5 AAPC CEUs** good toward Core A, CPMA, CPCO & CEMC certifications

Where better to be in December than in beautiful Orlando, Florida learning from the best in the business, networking with your peers, and **earning up to 21.5 AAPC CEUs?**

There's more good news! **NEW FOR 2016-** we've partnered with RACmonitor to provide a **FACILITY AUDITING track** during both pre-conference and conference!



Attendees can select their pre-conference and conference sessions from any one of the following tracks: Physician-Based Auditing, E&M Auditing, Facility-Based Auditing, and Physician- Based Compliance!

Attend one of our upcoming **ONLINE** or **ONSITE** sessions:

1 day **online** session on October 25  
Or, attend one of our 1-day **onsite** sessions:

November 17, 2016: Columbus, OH

**Click Here to Learn More About The NAMAS E&M Auditing BootCamp**

### Weekly Tip Sponsor

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**MANAGEMENT**  
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### NAMAS Calendar of Events



Click the image above to view our monthly calendar

### Upcoming Webinars

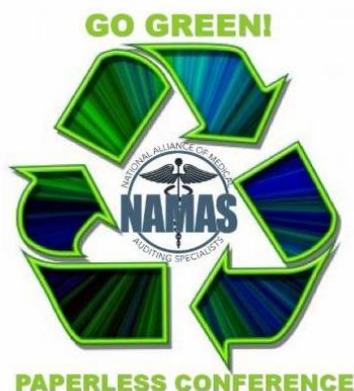
NAMAS is proud to present the following webinars in October



Reviewing Your Employment Contract: Tips

## Our 8th Annual Conference Has Gone Green!

We're proud to be a paperless conference, offering attendees the opportunity to download their session handouts electronically prior to conference



Don't delay in registering- Lock in your conference rate with only a \$50 deposit!

[Click Here to View the Conference Agenda](#)

[Register Now](#)

## NAMAS Conference Speaker Spotlight

### Speaker Spotlight

Meet our speakers for the



**NAMAS 8th Annual Auditing & Compliance Conference**

December 6-9, 2016  
Orlando, FL  
Loews Portofino Bay Hotel

### Cathy Bowden

MHA, CPC, CPMA, CHSP

Information Management Coordinator,  
Georgia Association for Primary Health

### Conference Sessions:

- Auditing in a FQHC/RHC/ Indian Health Services Setting

## Reviewing Your Employment Contract: Tips from An Attorney

Speaker: Jesse Overbay, JD

October 11, 2016

2pm EST

## Compliance in Financial Transactions

Speaker: Steven Kleinberg

October 18, 2016

2pm EST

## E&M Encounter Review

Speaker: Paul Spencer

Wednesday, October 26, 2016

2pm EST

NAMAS Members: Watch your Email for Registration Links

Non-Members: Email [namas@namas.co](mailto:namas@namas.co) to learn how to attend these webinars

## Save on Medical Waste Disposal with PowerBuying



Medical waste disposal is something that every practice needs to remain safe and compliant.

Many providers feel trapped by the high cost, long contracts, and monthly service fees and do not realize that there are other companies able to provide this vital service at a lower rate. The PowerBuying team is here to help you explore options that may help save you money.

To start cutting cost on medical waste disposal, contact Craig King today at 800.635.4040 or email [cking@drsmgmt.com](mailto:cking@drsmgmt.com)

Complimentary  
Tip of the Week

Our weekly auditing & compliance tip emails are available to anyone who could benefit from this

View the full conference agenda & register today  
[www.namasconference.com](http://www.namasconference.com)



8<sup>TH</sup> ANNUAL  
**Auditing & Compliance**  
CONFERENCE 2016

information.  
If you know someone who would like to receive these emails, invite them to sign.

Click the image above to be added to our email list!

## Stay Infomed

Stay up to date with important news and announcements from NAMAS. Follow our social media pages to ensure you don't miss a beat!



## A Note From Our Parent Organization

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**MANAGEMENT**  
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### Practice Assessment Services

Click the logo above to learn more about our Practice Assessment Services and how you can get started with an assessment of your organization

## Too Many Audits Stacking Up?

Let our team help with the backlog & keep you current!

DoctorsManagement & NAMAS employ Senior Management Auditors with no less than 10 years of experience. Our team can perform your audits or offer hands-on assistance to your auditing team.

We can assist with:

- Valuation Audits
- Pre-Bill Audits
- Retrospective Audits
- Customized Training

To schedule your audit or training, contact NAMAS at 877-418-5564 or via email at [namas@namas.co](mailto:namas@namas.co)

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