Wound Care Revenue Cycle Insights: Multiple Viewpoints

New Updates for 2013

WCB2013
WOUND CLINIC BUSINESS

PHILADELPHIA, PA • BIRMINGHAM, AL • CHICAGO, IL
ORLANDO, FL • HOUSTON, TX • LAS VEGAS, NV
ST. LOUIS, MO • SAN DIEGO, CA
Wound Care Revenue Cycle Insights: Multiple Viewpoints

- Physicians, Podiatrists, Nurse Practitioners
- Hospital-Based Outpatient Wound Care Departments

New Program and Format
To accommodate the requests from previous years’ attendees and to address the numerous 2013 “hot reimbursement topics,” Andrea and Kathleen changed the format of Wound Clinic Business 2013. It will be composed of a series of interactive discussions from the viewpoint of the hospital-based outpatient wound care departments (HOPDs), and the qualified wound care professionals who manage wounds in the HOPD and their offices.

Who Should Attend? The evaluations from all previous years have one resounding message: “This was the best wound care reimbursement seminar – I only wish people on my team had attended.” Therefore, plan to bring your entire team so that everyone has the benefit of participating in the interactive discussions: medical directors, physicians and podiatrists, non-physician practitioners, HOPD program directors, therapists, coders and billers, office managers, charge description master directors, corporate compliance officers, health information management directors, revenue integrity auditors, hospital executives, and clinical managers.
Industry Renowned Faculty

**Andrea Clark**

Andrea Clark is a nationally prominent health information management expert who focuses specifically on revenue integrity of outpatient coding and billing systems, charge capture, coding and billing, data transference, and outpatient compliance training services.

**Kathleen D. Schaum, MS**

Kathleen Schaum is a nationally recognized wound care reimbursement expert who shares her knowledge with physicians/podiatrists, non-physician practitioners/therapists, and hospital-based outpatient wound care departments by helping them identify the steps for successfully implementing new wound care programs, refining and/or repairing existing wound care program processes.
NOTE: Arrive early because lunch seating reservations will be taken on a first-come, first-served basis during registration.

7:00 A.M. - 7:45 A.M.
Registration and Continental Breakfast with Exhibitors
The sponsors of Wound Clinic Business 2013 appreciate your effort in traveling the evening before or the morning of the seminar. They will have their exhibits set up early and hope you will join them for a continental breakfast.

7:45 A.M. - 8:00 A.M.
Opening Session
Introductions of Attendees, Exhibitors, and Speakers
Speakers Andrea Clark and Kathleen Schaum believe that it takes a team and a network of professionals to manage wounds across the continuum of care. Therefore, the program begins with the introduction of the attendees, the exhibitors, and the speakers. Please be in your seats promptly at 7:45 a.m. You will not want to miss the introductions that will help you identify the professionals you want to network with before the end of the day.

Please note: In response to requests from the 2012 WCB attendees, HMP Communications will include your name and professional title on your name badges. You will also be able to identify the various wound care team members by the color code on their name badge.

8:00 A.M. - 9:15 A.M.
Interactive Discussions: Revenue Cycle Business Process
These interactive discussions will review all the steps necessary to create a successful revenue cycle team and process. Working with a team that understands the revenue cycle business process from registration through the revenue reports will keep you in control of your business. Some of the topics we will discuss are:
• Insurance benefits verification/prior authorization
• Local coverage determination review
• Itemized statement
• Explanation of benefits
• Revenue report

9:15 A.M. - 9:30 A.M.
Break
9:30 A.M. - 11:00 A.M.

Interactive Discussions: 2013 Coding for Professional Services, HOPD Services, Procedures, and Products

These interactive discussions will stress the importance of painting the picture of your work to the payers via the codes on your medical claims. Some of the topics we will discuss are:

- ICD-9-CM codes to support medical necessity
- CPT® codes for professional services and procedures
- HCPCS codes for products and certain procedures
- Revenue codes
- Place of service codes

11:00 A.M. - 12:00 P.M.

Interactive Discussions with the Exhibitors and the Speakers

These interactive discussions with wound care manufacturers, distributors, and suppliers will help you understand that they are vital members of the wound care team. Without their state-of-the-art products and services, qualified wound care professionals would not be able to achieve the highest quality outcomes at the lowest total cost across the continuum of care. WCB attendees will have the rare opportunity to learn how to incorporate the exhibitor’s state-of-the-art products and services into their wound care businesses. The exhibitors will be prepared to provide coding, payment, and coverage materials for their products and services.

12:00 P.M. - 1:00 P.M.

Sit-Down Lunch with the Exhibitors and the Speakers

A program of this length and with this caliber of faculty would typically cost more than your minimal registration fee. The low attendee registration fee is made possible by the generous support of the elite group of exhibitors who are concerned about the business side of your wound care program. This networking lunch is a wonderful time to personally get to know the representatives for the exhibiting companies and to ask them specific questions about incorporating their products and services into your clinical and economic protocols and strategies. Also take this opportunity to thank the exhibitors for caring about your business by supporting this unique day full of education, great food, and networking opportunities.

1:00 P.M. - 2:00 P.M.

Interactive Discussions: Audit Trends

These interactive discussions will give you the knowledge needed to conduct friendly internal audits that will uncover areas of non-compliance that can be rectified before you undergo an audit from one of the many auditing agencies. The faculty of Wound Clinic Business 2013 is truly concerned that you document, code, and bill correctly to secure your revenue integrity. Remember, it’s not a matter of “if” but “when” you will undergo one or more audits. Some of the topics we will discuss are:

- Office of inspector general (OIG) work plan wound care related issues
- Recovery audit contractor (RAC) audit wound care related issues
- Comprehensive error rate testing (CERT) audit wound care related issues
2:00 P.M. - 2:15 P.M.
Break

2:15 P.M. - 3:30 P.M.
Interactive Discussions: Medicare Payment for 1) Qualified Wound Care Professionals and 2) HOPDs
These interactive discussions will give the qualified wound care professionals and HOPD employees an opportunity to better understand the regulations that affect their payment from their largest third-party payer, Medicare. Topics to be discussed include:
• Physician supervision/incident to
• Charge description master/encounter form
• Clinic visit/evaluation & management
• UB-04 claim form/HCFA 1500 claim form
• Coding and billing edits
• Modifiers
• OPPS/RBRVS

3:30 P.M. - 4:10 P.M.
Interactive Discussions: Documentation to Secure Your Financial Success
These interactive discussions will emphasize the need for your documentation to tell the story about the care you provided at each patient encounter. Learn what your documentation says to the payers and understand the pitfalls to avoid. If it’s not documented, it’s not done. If it’s not done, you cannot code and bill for it!
• Documentation tips for physicians, podiatrists, and nurse practitioners
• Parallel paths to reimbursement: fee-for-service and shared savings programs

4:10 P.M. - 4:15 P.M.
Wrap-Up, Evaluations, and Attendance Certificates
This final session will bring together the day’s learning. The speakers will provide their contact information. Each attendee will then have the opportunity to evaluate the entire program and offer topic suggestions for next year’s Wound Clinic Business program. The HMP Communications facilitator will provide you with a certificate of attendance when you submit your completed evaluations.
Individual Pricing

$150 Early (30 days before meeting)
$200 Standard

Group Pricing

(3 or more from same facility)

$100 Early (per person 30 days before meeting)
$150 Standard

Bring 5 team members and the fifth comes FREE!
*Group discounts are reserved for attendees working in the same facility.

Exclusive Offer for AAWC Members!
AAWC Members Receive a 20% Discount on Registration Fees
To receive this discount, please call the registrar at 800-237-7285 x 233

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Additional registrants’ names:
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Method of payment: □ Visa □ MC □ AMEX □ Discover □ Check*  
*Make checks payable to HMP Communications. All checks must be drawn on a U.S. bank in U.S. funds.

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Signature of cardholder (required)

Meeting attending (city/date) _______________________________________

TOTAL enclosed fee: ____________________

Registrations are transferable. NO REFUNDS 30 DAYS BEFORE MEETING.

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