

# FRIDAY, SEPTEMBER 29



## PRESENTER: Dr. Mark Sanna

### "Taking the Guesswork out of Case Management by Establishing Your Baseline Criteria for Care" & "Day 1 and Day 2 Clinical Procedures that Create Value (6 Hours of CEU Total)

- 12:00pm - 6:00pm

#### **Outline: "Taking the Guesswork out of Case Management..."**

How do you know when your patient is "done"? How do you determine the length of a patient's care? Basing care on when the patient's pain disappears or even worse when their insurance coverage disappears is a recipe for disaster. Your plan of care should have an objectively identifiable beginning, middle and end. Points that can be documented by you and easily understood by 3rd party payers and visualized by your patients. In this session, you'll learn the evidence-based science behind the healing process and objectively documenting it and how use it to set a practical, easily communicated baseline of your patients' health status. This starting point will allow you to objectively set goals for care and measure your patients' progress and function toward and the achievement of maximum improvement. Most importantly, it will establish the unshakable medical necessity for your care. This session helps you bullet-proof your work and takes the guesswork out of case management once and for all.

#### **Outline "Day 1 and Day 2 Clinical Procedures..."**

Correct clinical procedures include the process of piecing together elements to create a consistent and accurate representation of what was done for the patient during a given encounter and why. To perform this task, doctors and practice team members must have a keen knowledge of procedure, coding and compliance. In this presentation, you'll learn the un-skippable steps to help you deliver a world-class consultation and examination time after time. You'll also learn how to code for your examination procedures and structure a diagnosis correctly. We'll help you and your practice team get it right from day one!

#### **About. Dr. Mark Sanna DC, ACRB Level II, FICC**

Dr. Sanna the CEO of Breakthrough Coaching is an international health care practice management consulting firm that teaches an outcome-based, functionally-oriented system of procedures that focuses on preparing health care providers to become the providers of the Prevention

and Wellness services driving healthcare reform today. He is a Fellow of the International College of Chiropractors, a member of the American Chiropractic Association's Governors' Advisory Cabinet, a Foundation for Chiropractic Progress board member, the Finance Committee chairman for the Chiropractic Summit, and a National Chiropractic Legal Action Fund board member. He recently published his latest book, Break through the Insanity the fourth in his Breakthrough Series.

***BREAKTHROUGH***  
***COACHING***