Practice Management Workshop
September 14 – 15, 2017

Day 1 - Fundamentals of Nephrology Coding and Billing

Educational Objective: Gain a greater understanding of the federal and regulatory requirements for proper nephrology coding, billing and documentation.

Speakers: Jeff Giullian, MD; Leland Garrett, MD, FACP, FASN, CPC; Robert Blaser, RPA Director of Public Policy

7:00 a.m.  Continental Breakfast and Registration

8:00 a.m.  Coding and Billing Fundamentals and Specifics
            Fundamentals Physician’s Office
            Dialysis Facility Hospital
            Inpatient Dialysis ICU
            Observation Setting Inpatient E&M
            Services

10:00 a.m. Break

11:00 a.m. Diagnosis Coding—ICD-10

12:00 p.m. Lunch Break (lunch on your own)

1:30 p.m.  Complying with Pay for Performance Programs
            PQRS
            Meaningful Use MACRA

2:00 p.m.  Claims and Review Audits (internal and external)

2:45 p.m.  Hot Button Issues Affecting Nephrology
            Hospice Apheresis Telemedicine
            Transitional/ Chronic Care Management Advance Care Planning
            Central Blood Pressure Monitoring Acute Kidney Injury Policy

3:30 pm  Break

3:45pm  Hot Button Issues Affecting Nephrology Continued

4:15 p.m. Case Studies

5:00 p.m.  Adjourn
Day 2 – Practice Operations

7:00 – 8:00 AM  Continental Breakfast and Registration
8:00 – 8:05 AM  Welcome
8:05 – 8:45 AM  Benchmarking for Success
   The 2016 RPA Benchmarking Survey (based on 2015 data), when used in combination with your practice financial statements, provides a powerful glimpse into your nephrology practice. Learn about the comparisons that can be drawn using this information and how to utilize the data in your practice.
   -David Arrieta, MBA
8:45 – 8:55 AM  Q & A
8:55 – 9:35 AM  Examining the Full Revenue Cycle
   The revenue cycle begins before the patient encounter. It requires all cylinders firing on credentialing, contracting, charge entry workflow, coding, carrier follow up and more. This session will provide the attendee with a step by step process to review the full revenue cycle to identify areas of excellence as well as those needing improvement.
   -Jennifer Huneycutt, CMPE
9:35 – 10:25 AM  Avoiding Hiring and Firing Landmines
   This session will be an interactive presentation involving best practices in hiring and terminating employees, to include such issues as appropriate inquiries, background checks, employee documentation implications, and termination considerations.
   -Nikole Mergo, Esq.
10:25 – 10:35 AM  Q & A
10:35 – 10:55 AM  BREAK
10:55 – 12:05 PM  Dashboard Indicators
   A panel of practice managers will discuss practice performance dashboards used in their individual practices, explaining why metrics were selected, how data is collected and their reporting templates.
   David Arrieta, MBA; Shaun Edelstein, MSc; Mary Alice Stanford, CMPE
12:05 – 12:20 PM  Q & A
12:20 – 1:20 PM  Lunch provided
1:20 – 2:00 PM  Tactics for Participating in MIPS
   Learn how to decide which measures accurately reflect care delivered in your nephrology practice, how to capture the data, and understand how to use the data to improve practice performance. Gain an understanding of how to report this information to CMS to comply with the Quality Payment Program requirements.
   -Adam Weinstein, MD
2:00 – 2:10 PM  Q & A
2:10 – 2:50 PM  The ABCs of APMs
   In this discussion, we will review nephrology alternative payment models, including ESCOs, the RPA-proposed incident dialysis APM and the Dialysis-Patients Demonstration ACT. The goal of this section will be to introduce participants to the future of ESRD and CKD payment models and reinforce the concept of population health management for single- and multi-specialty groups of all sizes.
   -Jeffrey Giullian, MD
2:50 – 3:00 PM  Q & A
3:00 – 3:05 PM  Closing Remarks
3:05 PM  Meeting Adjourns