Successful
Intensive Therapeutic Lifestyle Change (ITLC)
Billing and Reimbursement

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CHIP Databank Administrator, Northwest Area Developer and Facilitator

Lifestyle Medicine Research/Entrepreneur
Objectives

State at least three methods for including billable ITLC preventive care counseling into primary care for Medicare and Medicaid members.

Discuss how to align CPT codes and diagnosis codes to designate valid ITLC preventive care counseling and not MNT treatment.

Describe at least three characteristics of an ITLC program that ensures successful claims billing.
What is an Intensive Therapeutic Lifestyle Change (ITLC) program?

These programs ask the participant to make changes in diet, engage in moderate physical activity and practice stress management through a combination of group activities, video presentations, demonstrations, food sampling, and biometric feedback measures and they involve multiple contacts.
Examples of ITLC Programs

- Benson-Henry Institute Cardiac Wellness Program (www.bensonhenryinstitute.org)
- Diabetes Prevention Program (http://www.cdc.gov/diabetes/prevention)
- Ornish Program for Reversing Heart Disease (www.ornishspectrum.com)
- The Pritikin Program (www.pritikin.com)
- The Complete Health Improvement Program (CHIP) (www.chiphealth.com)
Evidence for Reducing Risk Factors and Reversing Chronic Conditions

Metabolism 2004; 53: 377;
J of Applied Physiology 2006; 100: 1657;
Atherosclerosis 2007; 191: 98;
Lancet 1990; 336: 129-33;
Health Psychology 2006; 27, No 5, 584-592;
Am J Cardiology 2008, 101: 911-918,
Am J Cardiology 2003; 91: 1316-1322;
J Cardiopulmonary Rehab 1989; 9:316-324;
J Managed Care Med 2012; 15 (4); 5-15;
J Nutr Educ Behav 2015; 47: 44-52;
Am J Cardiology 2012; 109: 82-86.
### ITLC 30 Day Outcomes

<table>
<thead>
<tr>
<th>Risk Factor</th>
<th>N Baseline</th>
<th>N Post-intervention</th>
<th>$\chi^2$* (p)</th>
<th>Baseline Mean (SD)</th>
<th>Post-intervention Mean (SD)</th>
<th>Mean Change</th>
<th>% Mean Change</th>
<th>p</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cholesterol (mg/dL)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Optimal (&lt;160)</td>
<td>631</td>
<td>1,862</td>
<td>1,950 (&lt;0.001)</td>
<td>141.0 (18.7)</td>
<td>133.2 (24.8)</td>
<td>-7.8</td>
<td>-5.6</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>Elevated (160–199)</td>
<td>2,116</td>
<td>1,781</td>
<td></td>
<td>182.5 (15.7)</td>
<td>165.5 (24.4)</td>
<td>-17.0</td>
<td>-9.3</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>High (200–239)</td>
<td>1,261</td>
<td>756</td>
<td></td>
<td>215.6 (10.5)</td>
<td>188.5 (25.5)</td>
<td>-27.1</td>
<td>-12.6</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>Very High (240–280)</td>
<td>478</td>
<td>183</td>
<td></td>
<td>254.7 (10.7)</td>
<td>215.2 (30.7)</td>
<td>-39.5</td>
<td>-15.5</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>Dangerous (&gt;280)</td>
<td>126</td>
<td>30</td>
<td></td>
<td>306.6 (27.2)</td>
<td>245.9 (43.4)</td>
<td>-60.7</td>
<td>-19.8</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td><strong>Triglycerides (mg/dL)</strong></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Optimal (&lt;100)</td>
<td>3,053</td>
<td>3,232</td>
<td>109 (&lt;0.001)</td>
<td>95.5 (29.7)</td>
<td>99.7 (41.8)</td>
<td>4.2</td>
<td>4.4</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>Above Optimal (100-199)</td>
<td>753</td>
<td>765</td>
<td></td>
<td>171.9 (13.9)</td>
<td>158.1 (53.0)</td>
<td>-13.8</td>
<td>-8.1</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>Borderline (200-500)</td>
<td>820</td>
<td>663</td>
<td></td>
<td>270.5 (62.4)</td>
<td>220.1 (81.8)</td>
<td>-50.3</td>
<td>-18.6</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>Very High (&gt;500)</td>
<td>45</td>
<td>11</td>
<td></td>
<td>634.7 (114.2)</td>
<td>354.8 (158.5)</td>
<td>-279.9</td>
<td>-44.1</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td><strong>Fasting Glucose (mg/dL)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Normal (&lt;110)</td>
<td>3,716</td>
<td>4,026</td>
<td>265 (&lt;0.001)</td>
<td>90.7 (9.9)</td>
<td>88.6 (10.9)</td>
<td>-2.1</td>
<td>-2.3</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>Impaired (110-125)</td>
<td>390</td>
<td>304</td>
<td></td>
<td>116.1 (15.5)</td>
<td>106.0 (15.5)</td>
<td>-10.1</td>
<td>-8.7</td>
<td>&lt;0.001</td>
</tr>
<tr>
<td>Diabetes (&gt;125)</td>
<td>525</td>
<td>301</td>
<td></td>
<td>164.0 (42.2)</td>
<td>131.4 (34.5)</td>
<td>-32.6</td>
<td>-19.9</td>
<td>&lt;0.001</td>
</tr>
</tbody>
</table>

* McNemar chi-square test, SD – Standard deviation.
## Motivate Your Patient

### Personal Health Testing Report

#### Sample

<table>
<thead>
<tr>
<th>Test</th>
<th>14-Feb-14 Details</th>
<th>08-Apr-14 Details</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Cholesterol</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lower is better</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Desirable &lt; 200</td>
<td>273 (Dangerous)</td>
<td>177 (Elevated)</td>
<td>-35.2%</td>
</tr>
<tr>
<td>Ideal &lt; 160</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HDL Cholesterol</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Higher is better</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Men &gt; 40</td>
<td>43 (Low HDL)</td>
<td>40 (Low HDL)</td>
<td>-7.2%</td>
</tr>
<tr>
<td>Women &gt; 50</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ratio--TC/HDL</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lower is better</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Desirable &lt; 4.0</td>
<td>6.30</td>
<td>4.40</td>
<td>-30.2%</td>
</tr>
<tr>
<td>Ideal &lt; 3.0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LDL Cholesterol</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lower is better</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Desirable &lt; 100</td>
<td>189 (Very High)</td>
<td>119 (High)</td>
<td>-37.0%</td>
</tr>
<tr>
<td>Ideal &lt; 90</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Triglycerides</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Anything less than 150 is good</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Elevated 150 to 200</td>
<td>202 (High)</td>
<td>87 (Ideal)</td>
<td>-57%</td>
</tr>
<tr>
<td>High &gt; 200</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Glucose</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ideal 65 - 99</td>
<td>93 (Ideal)</td>
<td>84 (Ideal)</td>
<td>-9.7%</td>
</tr>
<tr>
<td>Pre-diabetes 100 to 125</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diabetes &gt; 126</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: The data represents typical health ranges and changes for various blood tests.
Will Patients Stick to the Program?
Medication continuation after myocardial infarction in the community

Physical and Dietary Behavior Adherence Over 18 Months

<table>
<thead>
<tr>
<th>Physical and Dietary Behavior</th>
<th>Mean change at 18 mo</th>
<th>% of participants who improved over 18 mo</th>
</tr>
</thead>
<tbody>
<tr>
<td>Physical Activity (steps/wk)</td>
<td>5,596</td>
<td>63</td>
</tr>
<tr>
<td>Kcal/day</td>
<td>-391</td>
<td>75</td>
</tr>
<tr>
<td>Vegetables servings/day</td>
<td>2.6</td>
<td>59</td>
</tr>
<tr>
<td>Dietary saturated fat g/day</td>
<td>-8</td>
<td>83</td>
</tr>
<tr>
<td>Dietary fiber g/day</td>
<td>4</td>
<td>67</td>
</tr>
<tr>
<td>Sweets kcal/day %</td>
<td>-3</td>
<td>69</td>
</tr>
</tbody>
</table>

How do you deliver ITLC within Primary Care?
Models of Delivery

- Face-to-Face
- Shared Medical Visit (SMA)
- Group (2+)

Staffing Options
Physician, DO, MD
Behaviorist, PhD or MSW
Registered Dietitian Nutritionist, MS, MPH
Steps that Encourage Successful Participation

1. Recommended and discussed by physician
2. Call health plans to establish eligibility and verify coding
3. Front office assistant to make the appointment
4. Follow-up on referrals and call reminders
5. Provide compelling messages to elicit an intrinsic response
How do you want to spend the last 10 years of your life?

www.MakeHealthLast.CA
Eligibility

1. Does the patient have a “Grandfathered” plan?
2. Confirm that all preventive care services are 100% - no copay or deductible and that includes “Diet behavioral counseling?”
3. Do they cover Medical Nutrition Therapy; 97802, 97802 or 97804
4. Do they cover Preventive Care Counseling 99401 - 99404
5. Confirm your status as a network provider
Medical Nutrition Therapy

Medical Nutrition Therapy (MNT); initial assessment and intervention, individual, face-to-face with the patient, each 15 minutes

- 97802 – Initial visit ($40.26 by Medicare)
- 97803 - Follow-up visit

Group (2 or more individuals), each 30 minutes

- 97804 – Group MNT
Other Preventive Care
Benefits & Medicare

- Preventive physical exam G0402 (initial physical with ECG); Initial Wellness Visit G0438 (w/HRA)
- Wellness Visits in each subsequent year G0439 (w/HRA and counseling)
- Intensive Obesity Counseling – G0447 (FTF 15 min); G0473 (group 30 min)
- Coronary Risk Factor Reduction Counseling – G0446 (15 min)
- Smoking cessation counseling – G0436 (3-10 min); G0437 (> 10 min)
- Alcohol use counseling – G0443 (15 min)
Other Preventive Care Benefits & OHP (Medicaid)

Oregon’s Coordinated Care Organizations (CCOs)
- Family Care
- Health Share of Oregon
- Umpqua Health Alliance
- Western Oregon Advanced Health, LLC
- 12 others
Preventive Care Counseling
For Other Health Plans

Risk Factor and Behavioral Change Modification Counseling; including Face-to-Face services for new and established patients based on time; for issues such as a healthy diet, exercise, alcohol and drug abuse.

- 99401 – 15 minutes (99213 - $76 by Medicare)
- 99402 – 30 minutes
- 99403 – 45 minutes
- 99404 – 60 minutes

- 99411 – Group setting (30 minutes)
- 99412 – Group setting (60 minutes)
Preventive Care Services

- Immunizations
- Screenings
- Counseling
  - Diet Behavioral Counseling
  - Intensive Obesity Counseling
  - Tobacco Use Counseling

Note: USPSTF Updated Recommendations
Behavioral Counseling to Promote a Healthful Diet and Physical Activity for Cardiovascular Disease Prevention in Adults With Cardiovascular Risk Factors: U.S. Preventive Services Task Force (Grade B) Recommendation Statement

To offer or refer to intensive behavioral counseling interventions to promote a healthful diet and physical activity.

Population: Adults in primary care who are overweight or obese and have known cardiovascular risk factors

Ann Intern Med. 2014; 161:587-593
Coding Guidelines (UHC)

Procedure Code(s): 97802 - 97804, 99401 - 99404, G0270, G0271, G0446, G0447, S9470

Diagnosis Code(s): V77.91, V15.82, V17.3, V17.49, 278.00, 278.01, V85.41 - V85.45, 401.0, 401.1, 401.9, 405.01, 405.09, 405.11, 405.19, 405.91, 405.99, 642.01, 642.03, 642.04, 642.11, 642.13, 642.14, 642.21, 642.23, 642.24, 642.30, 642.31, 642.33, 642.34, 642.91, 642.93, 642.94, 249.00, 249.01, 249.10, 249.11, 249.20, 249.21, 249.30, 249.31, 249.40, 249.41, 249.50, 249.51, 249.60, 249.61, 249.70, 249.71, 249.80, 249.81, 249.90, 249.91, 250.00, 250.01, 250.02, 250.03, 250.10, 250.11, 250.12, 250.13, 250.20, 250.21, 250.22, 250.23, 250.30, 250.31, 250.32, 250.33, 250.40, 250.41, 250.42, 250.43, 250.50, 250.51, 250.52, 250.53, 250.60, 250.61, 250.62, 250.63, 250.70, 250.71, 250.72, 250.73, 250.80, 250.81, 250.82, 250.83, 250.90, 250.91, 250.92, 250.93, 440.0, 440.1, 440.20, 440.21, 440.22, 440.23, 440.24, 440.29, 440.30, 440.31, 440.32, 440.8, 440.9, 414.00, 414.01, 414.02, 414.03, 414.04, 414.05, 414.06, 414.07
Coding Guidelines (UHC)
Screening and Counseling for Obesity
Adults

Procedure Code(s): 97802 - 97804, 99401 - 99404, G0446, G0447
Diagnosis Code(s) (Required for 97802 - 97804 and 99401 - 99404):
V85.30 - V85.39, V85.41 - V85.45, 278.00, 278.01

Children and Adolescents (UHC)

Procedure Code(s): 97802 - 97804, 99401 - 99404, G0446, G0447
Diagnosis Code(s) (Required for 97802 - 97804 and 99401 - 99404):
278.00, 278.01
Opportunities for Providers, Health Plans, and Hospital Systems

- Profitable Lifestyle Medicine Practice
- Intensive Behavior Change Therapy
- Face-to-Face and Group Strategies
- Outcomes and Behavior Change Research
Questions and Share Your Experience

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