

Opportunity Knocks

Volume 5 Issue 5 June 2012

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Farr Healthcare, Inc.
Recruitment Expertise For Physiatry

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Opportunities

Always **FREE** to the Job Seeker!

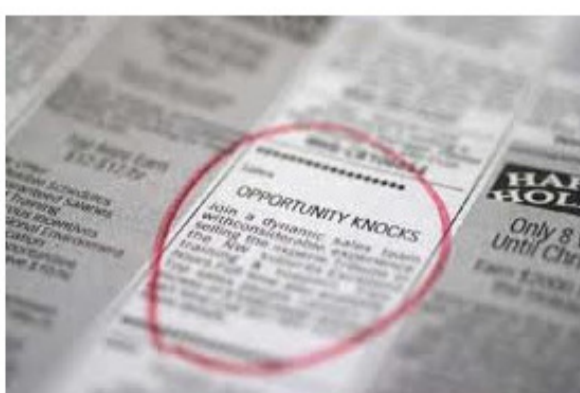
Practice opportunities are available in almost every region of the country.

New opportunities arise every week or two and are posted on our web site
www.farrhealthcare.com

Inpatient/outpatient opportunities in:
AL, AZ, CA, CT, FL, GA, IA, IL, IN, KS, KY, MD, MI, MN, MO, NC, NM, NV, OH, OK, PA, SC, TN, TX, VA, WI

Medical Director, Rehab opportunities in:
AL, CA, IA, IN, KY, MA, MN, PA, VA

Interventional pain management opportunities in:
AL, AR, DC, DE, GA, IA, ID, IN, KS, LA, MD, MS, NC, NE, NM, NY, OK, OR, PA, RI, TN, TX, UT, VA, WA, WV



Outpatient opportunities in:
AZ, CA, DC, FL, IL, IN, NJ, NY, PA, SC

TBI opportunities in:
DC-outpatient, KS and MA

Cancer rehab opportunity in:
MN

SCI opportunities in:
KS and MO

Thank You Referral Bonus



As a thank you, Farr Healthcare, Inc. continues its referral bonus program. Any doctors you refer to me for a particular opportunity who ultimately start work at that opportunity, Farr Healthcare, Inc. will provide you with \$1,000 as a thank you. I look forward to hearing from you.

Lioresal Pump Management - Coding Changes

Some physiatrists have developed a boutique practice in analyzing, reprogramming, and refilling implanted Lioresal (generic name is Baclofen) Pumps. CPT coding changes effective January 1, 2012 no longer split the "Refill" and the "Reprogramming" when done together. A list of CPT Coding for Lioresal Pump Management follows:



Average Medicare-2012

CPT Code	CPT Summary Description	Allowed
95990	Refill & maintenance ONLY with or without Analysis, no reprogramming (by Non-physician)	79
95991	Refill & maintenance ONLY with or without Analysis, no reprogramming (by Physician)	109
62367	Analysis, no Reprogramming, no Refill	38
62368	Analysis + Reprogramming, no Refill	52
62369	Analysis + Reprogramming + Refill (performed by Non-physician)	116
62370	Analysis + Reprogramming + Refill (performed by Physician)	122

Examples for Coders/Billers

If a physician performs the Refill alone, no Analysis, no Reprogramming, then code 95991.
If a physician performs the Refill + Analysis, no Reprogramming, then STILL code 95991.
If a physician performs the Analysis, no Reprogramming, no Refill, then code 62367.
If a physician performs the Analysis + Reprogramming, no Refill, then code 62368.
If a physician performs the Refill + Analysis + Reprogramming, then code 62370.

Lioresal Medication - J0475

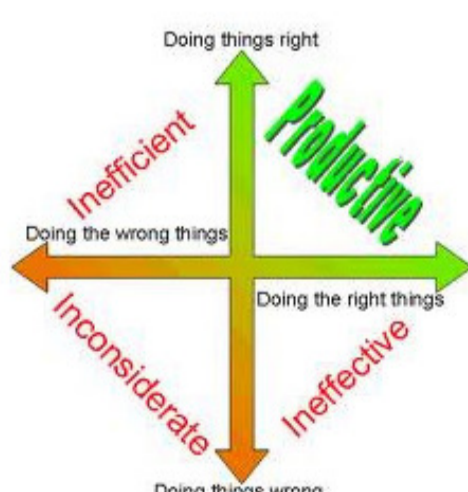
Lioresal medication is EXTREMELY expensive, and can cost from \$200 to \$1600 per visit. It is important to bill the correct quantities of the J0475 code to obtain the correct insurance reimbursement. Since the billings to Medicare must be reported as units, the correct drug code must be converted to the correct number of units. The 2012 Medicare allowed amount for CPT J0475 is approximately \$200 per unit, which may assist you in converting the medication to units. An incorrect conversion to units can easily cost the practice thousands of dollars. As it relates to practice income, the profit on the medication is small, barring any appreciable discount from Medtronic.

Summary

A physiatry practice can make good income from the procedures related to analyzing, reprogramming, and refilling implanted Lioresal pumps, along with a small income from billing the medication itself.

This article is contributed by Bruno Stillo, Physiatry Billing Specialists, 800-835-4482, physiatrybillman@aol.com

Questions that Count



These days more and more entities looking to add a doctor are asking questions about productivity. These questions may be part of the initial conversation so be prepared. As I mentioned in my most recent blog, be prepared to answer questions such as:

1. What is your average acuity level/CM1?
2. What is your current range of you accustomed to seeing and how many would you like to see? How many would you consider to be a full load?

You, too, should ask quantitative questions such as the following:

1. What is the average daily census?
2. What is the call schedule?
3. What is the time allotted for new and follow-up patients?

As a recruiter, I ask these questions and more so you have the information up-front. I will also ask any questions of the entity on your behalf confidentially. If the entity hesitates to answer or provides little information then that is a potential red flag.

By Linda Farr

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