

# MISTAKES MADE BY OKLAHOMA OSTEOPATHIC CLINICS

DON SELF, CASA, CMCS, CPC

MAY 2022

[WWW.DONSELF.COM](http://WWW.DONSELF.COM)

# DISCLAIMER

We are consultants and not attorneys, so this is not legal advice.



We are consultants and not doctors, so this is not medical advice.





# WHO ARE WE?



- 37 Years of Reimbursement Consulting
- **Coding Consultations (CMCS, CPC)**
- Expert Testimony in Federal and State Courts
- **ERISA Expert**
- Author – Books, Geriatrics Magazine, ERISA, Medical Office Management
- **Website: [www.donself.com](http://www.donself.com) more than 9 million visits since 1994**
- Seminar/Webinar Leader (More than 900 webinars/seminars over past 37 years)
  - AOA, AAFP, ASIM, ACOFP, AAPC, AHIMA, FOMA, NCOMA, GAFFP, POMA, PAHCOM, PAFFP, MGMA, GOMA, VCOM, PCOM, TCOM, KCOM, COMA, PAHCS, TOMA, TNOMA, CPSA, NOMA, NMOMA, OOA, KOMA, MOMA, MSOMA, VANDERBILT U., UTHSC and 171 live webinars in 2020–2022.
- **CEO, Don Self & Associates, Inc**
- President, Telecare–USA

# WHAT WE WILL DISCUSS

## COMMON ERRORS MADE BY MOST CLINICS

1. They fail to bill for their services
2. They allow themselves to be intimidated
3. They assume CPT & Medicare rules are always identical
4. They fail to know the laws that apply
5. They confuse quantity with quality
6. They fail to manage for lack of measuring
7. They believe myths regarding billing or collections
8. They react slowly to changes in the industry



# THEY FAIL TO BILL FOR THEIR SERVICES

## MULTIPLE REASONS:

1. Provider or nurse fails to inform billing personnel of all of the services provided
2. Billing personnel have incorrect pre-set beliefs as to what can or cannot be billed
3. Billing Clearing-house scrubs services that would be payable from the claims so that third-party payers never process all of the charges.



# THEY FAIL TO BILL FOR THEIR SERVICES

Provider or nurse fails to inform billing personnel of all of the services provided

69209/69210

G0180/G0179

96372

Q0091

**17000** IS FOR FIRST LESION

**17003** IS FOR THE 2<sup>ND</sup> THROUGH 14<sup>TH</sup> EACH

**YOUR BILLING PERSON WILL NOT BILL IT IF THEY DO NOT KNOW YOU PERFORMED IT**



# THEY FAIL TO BILL FOR THEIR SERVICES

Incorrect pre-set beliefs as to what can or cannot be billed

“We billed it to **all** of the third-party companies and none paid”

“Commercial carriers do not recognize G codes”

“Everyone uses Medicare’s global fee rules”





# THEY FAIL TO BILL FOR THEIR SERVICES

Incorrect pre-set beliefs as to what can or cannot be billed

“No one pays consult codes 99241-99255 any longer”

” Here in Florida, BCBS and Tricare cover consults.”

*“Don’s Med-Mgr Listserv”*

JOIN: <https://gaggle.email/join/med-mgrs@gaggle.email>



# THEY FAIL TO BILL FOR THEIR SERVICES

Billing Clearing-house scrubs  
services

36415 & 85025

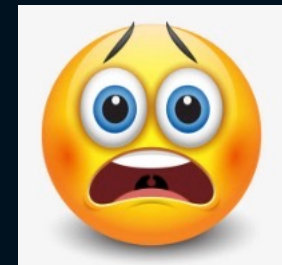


# THEY ALLOW THEMSELVES TO BE INTIMIDATED BY INSURANCE OR MEDICARE

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## MULTIPLE REASONS:

1. Misunderstanding Medicare CBR letters
2. Believing Insurance Company or Third-Party Administrator (or **alleged** attorney Letters regarding coding levels.





# INTIMIDATION

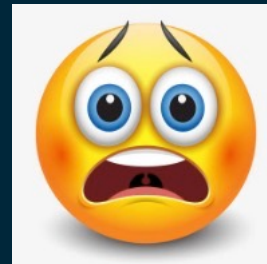
## Misunderstanding Medicare CBR letters

Comparative Billing Reports, CBRs

**A report that compares providers on a state or specialty and nationwide level and summarizes one provider's Medicare claims data statistics for areas that may be at risk for improper Medicare payment**

“Receiving a CBR is not in any way an indication of, or precursor to, an audit”

*Medicare Fee-for-Service Supplemental Improper Payment Data* report reflects **possible** improper payment rates for specific areas of coding and code sets



# INTIMIDATION

Letters from Insurance  
Companies or TPAs

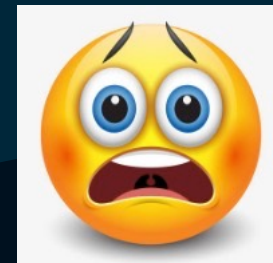
Comparative Billing Reports, CBRs

**Dear Medical Provider,  
Your billing usage on codes  
99214 far exceed that of  
other doctors in your area,  
which can cause an expensive  
audit whereby we fine you,  
keep your kids out of the best  
colleges, dissuade your  
neighbors from coming to  
your backyard parties, etc.**

“Oh no! We can’t ever code anything  
above a level 3 any more!”

*ARE YOU AWARE OF THE CHANGES WITH THE  
OFFICE VISIT CODING SINCE 2021?*

*DON'T LET THESE FOLKS INTIMIDATE YOU!*



# THEY ASSUME COMMERCIAL INS AND MEDICARE RULES ARE ALWAYS IDENTICAL

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Sometimes they are.  
Sometimes they are **NOT!**

1. Global Fee Periods
2. Telehealth
3. AWVs vs Preventive Codes Time Frames





# THEY ASSUME COMMERCIAL INS AND MEDICARE RULES ARE ALWAYS IDENTICAL

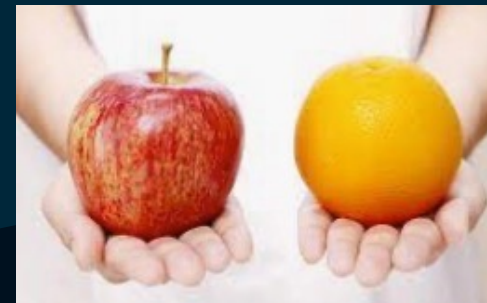
## GLOBAL FEE PERIODS

Not All Global Packages Are Equal

**Medicare:** includes **all** the necessary services furnished by a surgeon before, during, and after a procedure

**CPT:** includes all the necessary services **routinely** furnished by a surgeon before, during, and after a procedure

INFECTIONS?



# THEY ASSUME COMMERCIAL INS AND MEDICARE RULES ARE ALWAYS IDENTICAL

## TELEHEALTH

### DIFFERENT RULES FOR DIFFERENT PAYORS

#### “SOME” COMMERCIAL CARRIERS

**POS 02: Telehealth Provided Other Than in Patient's Home** – The location where health services and health related services are provided or received, through telecommunication technology. Patient is not located in their home when receiving health services or health related services through telecommunication technology.

**POS 10: Telehealth Provided in Patient's Home** – The location where health services and health related services are provided or received through telecommunication technology. Patient is located in their home (which is a location other than a hospital or other facility where the patient receives care in a private residence) when receiving health services or health related services through telecommunication technology.

**CMS:** VERY CLEAR: "For Part B Claims, If you bill an office visit code 99202–99215 for telehealth, use regular POS code and 95 modifier and document what audio–video platform was used"

## POS 10?

MLN Matters Number: MM12427

“Medicare hasn’t identified a need for new POS code 10. Our MACs will instruct their providers to continue to use the Medicare billing instructions for Telehealth claims in Pub. 100–04, Medicare Claims Processing Manual, Chapter 12, Section 190. “

# THEY ASSUME COMMERCIAL INS AND MEDICARE RULES ARE ALWAYS IDENTICAL

<https://www.cms.gov/Medicare/Medicare-General-Information/Telehealth/Telehealth-Codes>

## PART B –

### LIST OF TELEHEALTH SERVICES, UPD 1/5/22

COVID PHE EXTENDED TO JULY 15, 2022

LIST OF MEDICARE TELEHEALTH SERVICES effective January 1, 2022 - updated January 5, 2022				
Code	Short Descriptor	Status	Can Audio-only Interaction Meet the Requirements?	Medicare Payment Limitations
97701	Prosthetic training 1st enc	Available up through December 31, 2023		
97802	Medical nutrition indiv in		Yes	
97803	Med nutrition indiv subseq		Yes	
97804	Medical nutrition group		Yes	
99202	Office/outpatient visit new			
99203	Office/outpatient visit new			
99204	Office/outpatient visit new			
99205	Office/outpatient visit new			
99211	Office/outpatient visit est			
99212	Office/outpatient visit est			
99213	Office/outpatient visit est			
99214	Office/outpatient visit est			
99215	Office/outpatient visit est			



BLANK MEANS AUDIO-VIDEO IS REQUIRED IN ORDER TO BILL CODE



**THEY ASSUME COMMERCIAL INS  
AND MEDICARE RULES ARE  
ALWAYS IDENTICAL**

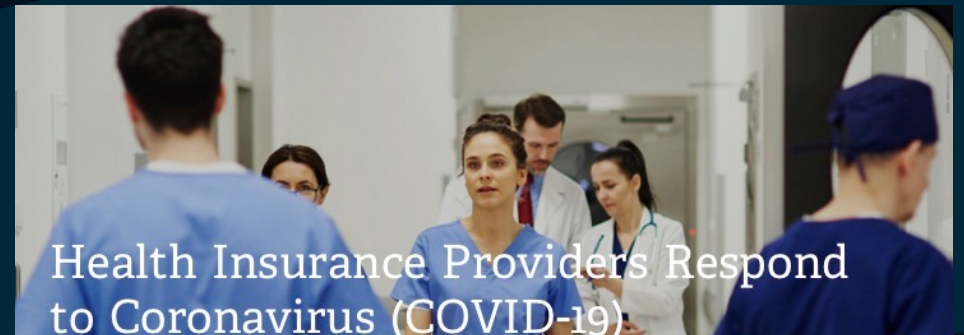
TELEHEALTH

DIFFERENT RULES FOR DIFFERENT PAYORS

**Part C Medicare (Advantage  
Plans) & Commercial  
Insurance Companies:**

**“Do whatever we tell you if  
you want our money”**

<https://www.ahip.org/health-insurance-providers-respond-to-coronavirus-covid-19/>



**THEY ASSUME COMMERCIAL INS  
AND MEDICARE RULES ARE  
ALWAYS IDENTICAL**

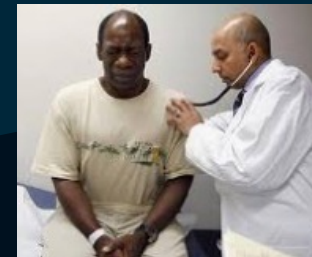
## **AWV vs PREVENTIVE CODES**

### **AWV**

- **No physical involved**
- **11 full calendar months**
- **Can be 100% performed by nurse**

### **PREVENTIVE 99381-99397**

- **Examination**
- **Ordering of lab/diagnostics**
- **Performed by provider**
- **Usually 365 days**



**THEY ASSUME COMMERCIAL INS  
AND MEDICARE RULES ARE  
ALWAYS IDENTICAL**

**AWV vs PREVENTIVE CODES**

**36416**

**Finger, heel, ear Sticks**

- Bundled by Medicare
- Payable by some commercial plans



*Dear Provider, Since you left a code off the claim, we appended the claim with the appropriate code on your behalf and sent additional payment....*

*Signed: Your loving Insurance Payer*

# THEY FAIL TO KNOW THE LAWS THAT APPLY

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Sometimes they are truthful.  
Sometimes they are not!

1. Pre-Authorizations
2. Timely Filing Period
3. Denial Appeal Period
4. Recoupment



# WHAT DO THESE OKLAHOMA EMPLOYERS HAVE IN COMMON?



Sheraton



AT&T

verizon



IMPERIAL  
VENDING • FOODSERVICE • COFFEE  
NAMA National Operator of the Year

# ALL OF THEM OFFER ERISA PROTECTED INSURANCE POLICIES TO EMPLOYEES





**ERISA IS A FEDERAL LAW THAT APPLIES  
TO MORE THAN 80% OF THE  
COMMERCIAL CLAIMS YOU DEAL WITH  
DAILY**

**EMPLOYEE  
RETIREMENT  
INCOME SECURITY  
ACT OF 1974**



# THERE ARE ONLY 2 CRITERIA TO DETERMINE IF IT IS AN ERISA POLICY

1. Was the policy provided by an employer to an employee
2. *If yes, is the employer anyone other than the government or church*



**If both is yes – then it IS an ERISA policy**

Your employment compensation package includes salary, vacations, paid holidays, retirement, insurance plans..... – ALL of it falls under US DOL

# THERE ARE ONLY 2 CRITERIA TO DETERMINE IF IT IS AN ERISA POLICY

**DOESN'T IT HAVE TO BE SELF-FUNDED TO BE ERISA?**



**IT DOESN'T MATTER IF IT'S SELF-FUNDED OR FULLY FUNDED – IT'S STILL ERISA**

# BASICS: WHOSE INSURANCE POLICY IS IT?

1. THE MEDICAL PROVIDER?
2. THE PATIENT?

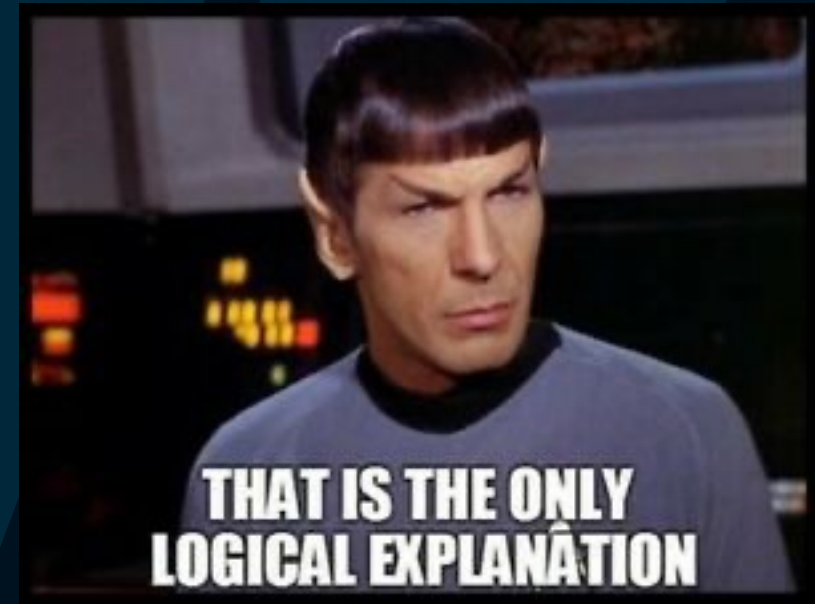
**OF COURSE IT IS NOT THE  
MEDICAL PROVIDER'S POLICY!**



# BASICS: WHOSE INSURANCE CLAIM IS IT?

1. THE MEDICAL PROVIDER?
2. THE PATIENT?

**OBVIOUSLY, SINCE THE POLICY  
BELONGS TO THE PATIENT, SO  
DOES THE CLAIM ON THE POLICY**



## HOW DOES ERISA HELP ME WITH MY INSURANCE CLAIMS?

But the patient assigned the claim to me – so doesn't that make it my claim?



THE PAYMENT MAY BE MADE TO THE CLINIC– BUT THE CLAIM BELONGS TO THE POLICHOLDER, **WHICH IS A GOOD THING** – BECAUSE IT GIVES YOU MORE **POWER!**



# BUT I SIGNED AN IN-NETWORK AGREEMENT WITH THE INS. COMPANY

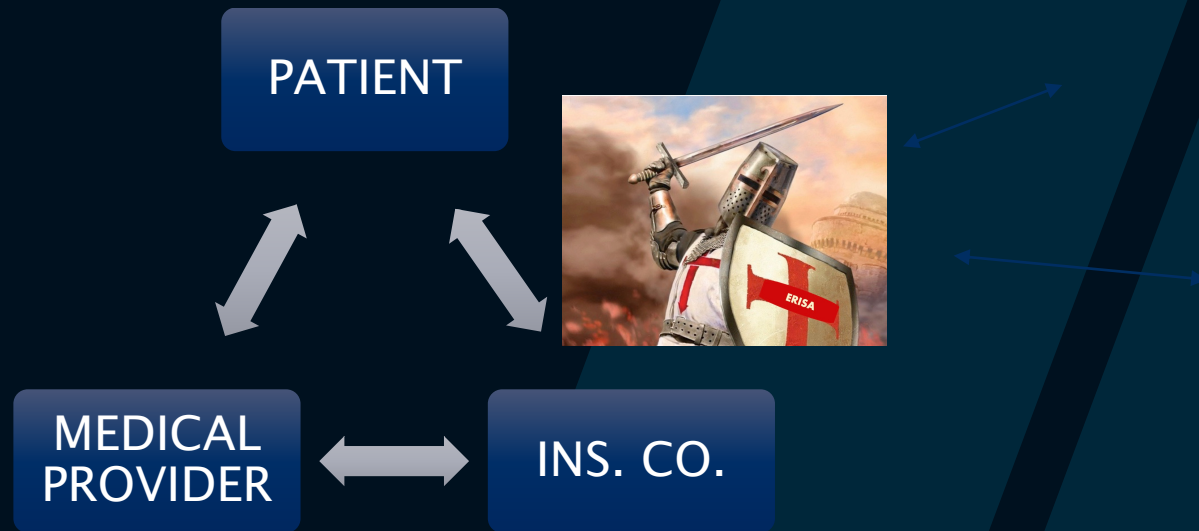


DO YOU THINK THAT YOUR  
SIGNATURE ON A CONTRACT  
WITH AN INSURANCE  
COMPANY IS POWERFUL  
ENOUGH TO ALTER OR  
CHANGE THE TERMS OF A  
PATIENT'S POLICY?



September 2, 1974

# YOUR SIGNATURE IS NOT MORE POWERFUL THAN A FEDERAL LAW



**THE CONTRACT YOU HAVE WITH THE INSURANCE COMPANY CANNOT INTERFERE WITH THE CONTRACT THE PATIENT (POLICYHOLDER) HAS WITH THE CARRIER – AS IT IS PROTECTED BY FEDERAL LAW**

# THE POLICY (PROTECTED BY ERISA) TRUMPS ANYTHING THE CLINIC/HOSPITAL SIGNED

MEDICAL  
PROVIDER-  
CARRIER  
CONTRACT



PATIENT'S POLICY  
PROVIDED BY  
EMPLOYER



THEY FAIL TO KNOW THE LAWS  
THAT APPLY

## PRE-AUTHORIZATION

**“We are denying your service for lack of pre-authorization”**

- *Is the preauthorization required in the patient’s policy?*
- *“But, it’s in the provider agreement that we signed with the insurance company”*
- *OK – but is it in the policy? It is the patient’s claim.... NOT YOUR CLAIM!*



# SUCCESS STORY FROM AUG 2018

"We had an out of network surgery with innovative services on a small child done by a pediatric surgeon. Many unlisted codes, all told \$132,000 surgery. Originally they paid \$648.00, Medicare rate. After ERISA appeal, they paid \$64,000, the 50% of billed charges as the plan spec outlined. It works. I had to share. "

*Zia Rivera-Clarkson MBA MDiv CPC BCS EHR MAA CBCS*

*[ziacklarkson@gmail.com](mailto:ziacklarkson@gmail.com)*

*Adjunct Professor, American Business and Technology University  
Director of Coding, Auditing and Compliance, The Patriot Group*

**THEY FAIL TO KNOW THE LAWS  
THAT APPLY**

**TIMELY FILING PERIOD**

**“You have a 90-day filing period”**

- *What is the timely filing limit in the patient's policy?*
- *“But, it's in the provider agreement that we signed with the insurance company”*
- *OK – but what is it in the policy? It is the patient's claim.... NOT YOUR CLAIM!*





THEY FAIL TO KNOW THE LAWS  
THAT APPLY

## DENIAL APPEAL PERIOD

**“You have a 30-day appeal period”**

- *What is the appeal period limit in the patient’s policy?*
- *The US Dept of Labor says the patient has at least 180 days and no less!*
- ***“But, it’s in the provider agreement that we signed with the insurance company”***
- *OK – but what is it in the policy? It is the patient’s claim... NOT YOUR CLAIM!*



**THEY FAIL TO KNOW THE LAWS  
THAT APPLY**

## RECOUPMENTS & REFUNDS

**“You have 14 days to refund us or we’ll  
recoup it per the terms of our agreement”**



- *The US Dept of Labor says they must get it from the patient – not the medical provider.*
- *The US Supreme Court has upheld this 3 separate times*
- ***“But, they sent us the check, making us responsible for refunding them”***
- *It doesn’t matter if you accepted assignment or if they sent you the check. It is the patient’s claim.... NOT YOUR CLAIM!*

# SUCCESS STORY FROM SEP 2018

"I have been using Don Self's methods from his webinars and books. We have stopped every single overpayment request! Yes, every single one! My staff estimates in 2017 about 270 times and in 2018 about 60+. A dramatic drop from one year to another. The payers know we are going to call them on their BS. We literally get clients contacting us just to write overpayment letters."

David Martinez, Owner, CEO, CMRS, CMBS, CCPB, CCBS, CPC-P, CPC-I, CCA, CBCS, CCPC, CMB, CHP

*Accurate Medical Billing & Audit*

*Rancho Cucamonga, CA*

[dmartinez@accuratemedbilling.com](mailto:dmartinez@accuratemedbilling.com)

[www.AccurateMedBilling.com](http://www.AccurateMedBilling.com)

# SUCCESS STORY

Just an update on the UHC claim that was recouped after 19 days. Don scripted a letter for me to forward to the CEO,. I was able to track down the CEO email address and sent it **yesterday**. I received a call today from his office stating they had researched what I stated and they are attempting to correct the issue and **will repay the recoupment** once the data has been updated. He assured me that I would receive the money back and he would be following up with me until it is resolved. I was able to get his direct phone contact information as well.

If you haven't started to stand up to them you need to. If enough of us start fighting back maybe they'll get the hint that we aren't going to roll over.

Regina DeLorenzo, Practice Administrator

[delorenzo\\_fmly@sbcglobal.net](mailto:delorenzo_fmly@sbcglobal.net)

## THEY FAIL TO KNOW THE LAWS THAT APPLY

DEAR CEO or Plan Administrator

Re: ERISA Claim # xx, subject to 29 CFR 2560-503-1.

We recently discovered that your company has recouped funds from one policyholder of an ERISA policy from another policyholder of a different ERISA policy. Surely, as the Plan Administrator or CEO, you are aware of ERISA law and 29 CFR 2560-503-1. Are you?

You may want to check with your legal department and have them check on a U.S. Supreme Court decision of Great-West Life & Annuity Ins. Co. v Knudson dated Jan 8, 2002 or the Jan 2016 case of Montanile v. Board of Trustees of the National Elevator Industry Health Benefit Plan and advise you.

You may also want to check on the federal court decision in 3/28/2014 of PCA v BCBSA and see how much was agreed upon by the court that the insurance company had to pay for ILLEGALLY RECOUPING.

You have 10 days, my friend to have that money back in our hands or we will consider advising the patient, the employer and the US Dept of Labor about this case. Perhaps you have an extra \$350 Million to spend in penalties as another company did in 2014 that you want to explain to your board of directors about?

Ten Days! Have a nice day!

**THEY FAIL TO KNOW THE LAWS  
THAT APPLY**

PAY ATTENTION FLORIDA!!!

Cannot Balance bill patient

**“You are prohibited from  
balance billing the patient per  
state law”**

- *If it's an ERISA claim, state law does not matter.*
- *If it's an ERISA claim, medical provider contract/agreement with carrier does not matter*



# For more info, full webinar & book on ERISA

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Don's website has had more than 9 million visits and has free information, free documents, free webinars, articles, etc. There is a reason why so many have used our website since 1994.

[www.donself.com/erisa](http://www.donself.com/erisa)



# THEY CONFUSE QUANTITY WITH QUALITY

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SEEING MORE PATIENTS MIGHT  
NOT BE THE BEST WAY TO  
MAKE MORE MONEY

1. WORK SMARTER – NOT HARDER
2. BURN-OUT IS REAL!
3. WHAT KIND OF PROVIDER DO YOU WANT TO SEE AS A PATIENT?



# THEY CONFUSE QUANTITY WITH QUALITY

Work Smarter – Not Harder

Quality is more important than  
quantity. One home run is much  
better than two doubles.

— Steve Jobs —

## Mike Benavides, D.O., Dallas, Texas

“I’m too busy to see my family, losing money every month, taking out loans, letting good employees go, considering closing my practice and joining the Army as a doctor. I haven’t had a paycheck in 3 months!”

**6 Months later:** Employees rehired, both loans paid off, hasn’t missed a paycheck in five months, increasing savings, home with family by 6:15pm every day!

**1 year later:** Moved out of a rented office, bought his own office

## THEY CONFUSE QUANTITY WITH QUALITY

### Medical Burnout is Real

**Use your staff and  
the result might be  
\$505 p/hour in  
collectable revenue  
or \$1799 per year  
per Part B patient in  
actual income**

- Advanced Care Planning
- Alcohol Misuse Screening
- Annual Wellness Visits
- Chronic Care Management (55% Increase)
- **Cognitive Assessment Planning**
- Cognitive Testing
- Depression Screening
- **IPPE (Welcome to Medicare visit)**
- Remote Physiologic Monitoring
- Telehealth
- Transitional Care Management

# THEY FAIL TO MANAGE FOR LACK OF MEASURING

You cannot manage what you  
do not measure

Regardless of how many  
times I cut it, the board is still  
too short!

1. Or... they measure the wrong things
2. How do you compare to your colleagues?
3. How well are you doing?
4. Where should you be on productivity?



## THEY FAIL TO MANAGE FOR LACK OF MEASURING

How well are you doing?

### WHAT IS YOUR BOTTOM LINE?

- More patients?
- Higher Revenue?
- What is your definition of Revenue?
- More services?
- Higher net profits at end of year?



# THEY FAIL TO MANAGE FOR LACK OF MEASURING

Where should you be on productivity?

## CONSERVATIVE ANNUAL INCOME EXPECTATIONS FOR PRIMARY CARE PROVIDERS

DESCRIPTION	FREQ	CODE	2022 MPFS PHYSICIAN	ANNUAL PCP PHYSICIAN	PART B PAYS	PHYSICIAN INCOME	NP OR PA (85% OF MPFS)	ANNUAL PCP NPP	PART B PAYS	NPP INCOME
OFFICE VISITS	4	99214	\$ 121.83	\$487.30	80%	\$ 389.84	\$103.55	\$414.21	80%	\$331.37
AWV	1	G0438/39	\$ 141.91	\$141.91	100%	\$ 141.91	\$120.62	\$120.62	100%	\$120.62
ADV CARE PLAN	1	99497-33	\$ 81.14	\$81.14	100%	\$ 81.14	\$68.97	\$68.97	100%	\$68.97
DEPRESSION SCRIN	1	G0444	\$ 17.17	\$17.17	100%	\$ 17.17	\$14.59	\$14.59	100%	\$14.59
ALCOHOL MISUSE	1	G0442	\$ 17.48	\$17.48	100%	\$ 17.48	\$14.85	\$14.85	100%	\$14.85
CCM (Net)	12	99490	\$ 24.11	\$289.33	80%	\$ 231.47	\$20.49	\$245.93	80%	\$196.75
COGN TEST (Net)	1	96132/38	\$ 133.00	\$133.00	80%	\$ 106.40	\$113.05	\$113.05	80%	\$90.44
COG ASSESS PLAN	1	99483	\$ 264.18	\$264.18	80%	\$ 211.35	\$224.56	\$224.56	80%	\$179.65
RPM (Net)	12	99454-58	\$ 62.74	\$752.82	80%	\$ 602.26	\$53.32	\$639.90	80%	\$511.92
<b>MEDICARE FEE SCHEDULE FOR</b>		<b>OKLAHOMA</b>		<b>NET PER YEAR PER PART B PT</b>	<b>PHYSICIANS</b>	<b>\$ 1,799.01</b>		<b>NET PER YEAR PER PART B PT</b>	<b>NPP'S</b>	<b>\$1,529.16</b>

NOTE: ADDITIONAL SERVICES SUCH AS DESTRUCTION AK, EKG, SPIROMETER, VENIPUNCTURES, CLIA WAIVED TESTS, PROLONGED CARE, HOSPITAL VISITS, NURSING HOME VISITS, IM INJECTION ADMIN, SIGNING HOME HEALTH CERTS, REMOVING IMPACTED CERUMEN, TRANSITIONAL CARE, PAP SMEARS, FLU VACCINE ADMIN, ETC ARE NOT COUNTED.

THE ABOVE IS COUNTING ONLY THE ACTUAL MEDICARE PAYMENTS AND NOT THE COINSURANCE, MEDIGAP PAYMENTS, ETC

YOUR REPORT SHOWS	<b>300</b>	PART B PATIENTS	IN 2019
WHICH EQUATES TO:	<b>\$ 539,703</b>	IN PART B POTENTIAL INCOME	
Your Part B Income in 2019 Was	\$ -		
EXPECTED INCREASE YEARLY	<b>\$ 539,703</b>		



# THEY FAIL TO MANAGE FOR LACK OF MEASURING

In 2019, FP, GP, Internal & Geriatric docs should have been paid an average of \$2200 per patient, IF they were doing what Medicare recommends



NPI	FIRST	LAST	CRED	SPEC	GNDR	CITY	ST	TOTAL PART B PTS	MEDICARE ALLOWED	Medicare paid	BILLED	AVG ANNUAL \$ PER PART B PT
1407879661	Thomas	Mcculloh	DO	FP	M	Ardmore	OK	1458	\$439,592.45	\$333,702.14	\$ 642,941.96	\$229
1326043803	Randall	Kemp	D.O.	FP	M	Seminole	OK	1144	\$389,733.70	\$301,260.48	\$ 588,126.00	\$263
1699702712	Michael	Irvin	D.O	FP	M	Hugo	OK	1077	\$614,406.41	\$463,429.05	\$1,128,526.20	\$430
1134126576	Curtis	Phillips	D.O.	FP	M	Vinita	OK	1068	\$346,115.78	\$249,783.09	\$1,575,548.10	\$234
1225283096	Hafida	Mumallah	D.O.	FP	F	Tulsa	OK	1041	\$239,164.38	\$189,082.92	\$1,402,008.00	\$182
1023378924	Luke	Leming	DO	FP	M	Grove	OK	1039	\$279,901.42	\$219,561.90	\$ 661,617.00	\$211
1588748339	Brian	Lewis	DO	FP	M	Jenks	OK	969	\$280,348.68	\$206,630.01	\$ 412,283.56	\$213
1417021353	John	Rice	DO	FP	M	Checotah	OK	965	\$492,531.50	\$347,085.20	\$ 649,352.51	\$360
1912170515	Stephanie	Meissen	DO	FP	F	Tulsa	OK	952	\$124,001.42	\$88,211.30	\$ 270,903.08	\$93
1982899233	Brian	Pratt	D.O.	FP	M	Oklahoma City	OK	950	\$166,748.51	\$128,374.26	\$ 916,188.00	\$135
1235130709	William	Anderson	DO	FP	M	Gore	OK	908	\$333,618.66	\$236,644.90	\$ 463,152.00	\$261
1487817375	Brad	Liston	D.O.	FP	M	Ponca City	OK	894	\$243,839.43	\$153,342.32	\$ 642,876.00	\$172
1073582821	Brennon	Cox	D.O.	FP	M	Tulsa	OK	893	\$177,466.87	\$127,804.40	\$ 383,830.00	\$143
1902196728	Warren	Hancock	DO	FP	M	Bartlesville	OK	867	\$257,584.43	\$188,550.44	\$ 557,069.30	\$217
1518195221	Aaron	Wilcox	D.O.	FP	M	Ponca City	OK	862	\$386,808.16	\$273,855.27	\$1,009,010.00	\$318
1063801660	John	Bowen	DO	FP	M	Tulsa	OK	834	\$95,440.89	\$69,750.65	\$ 329,919.11	\$84
1619068715	Gary	Lambert	DO	FP	M	Muskogee	OK	821	\$398,522.03	\$289,208.47	\$ 471,493.00	\$352
1942251079	Harold	DeLaughter	D.O.	FP	M	Duncan	OK	778	\$214,696.79	\$167,164.32	\$ 813,755.00	\$215
1801882295	Paul	Weathers	D.O.	FP	M	Milburn	OK	770	\$189,914.29	\$129,401.53	\$ 404,503.67	\$168
1336102532	Dennis	Carter	D.O.	FP	M	Poteau	OK	754	\$287,190.02	\$182,121.85	\$ 448,613.22	\$242
1881687200	Patrick	Livingston	DO	FP	M	Norman	OK	754	\$236,361.36	\$185,971.43	\$ 380,478.00	\$247
1316357437	Ryan	Smith	DO	FP	M	Tulsa	OK	743	\$97,134.73	\$73,571.00	\$ 300,477.00	\$99
1700877040	Gerald	Flatt	DO	FP	M	Antlers	OK	726	\$222,400.49	\$180,514.30	\$ 616,942.07	\$249
1295734978	Stephen	Woodson	D.O.	FP	M	Stigler	OK	721	\$403,546.43	\$281,667.75	\$ 445,594.87	\$391
1699031559	Kristin	Laizure	D.O.	FP	F	Tulsa	OK	693	\$170,334.17	\$133,161.66	\$ 627,494.02	\$192
1821072570	Rick	Robbins	D.O.	FP	M	Sallisaw	OK	693	\$121,087.35	\$71,715.63	\$ 275,023.93	\$103
1568703700	Blake	Middleton	DO	FP	M	Oklahoma City	OK	690	\$132,332.08	\$100,396.52	\$ 374,264.00	\$146
1295735355	Jeffrey	Jones	DO	FP	M	Enid	OK	682	\$130,979.50	\$88,307.24	\$ 249,109.00	\$129
1255322699	Victoria	Pardue	DO	FP	F	Hugo	OK	672	\$252,545.72	\$206,196.68	\$ 642,679.57	\$307



# THEY FAIL TO MANAGE FOR LACK OF MEASURING



NPI	FIRST	LAST	CRED	SPEC	GNDR	CITY	ST	TOTAL PART B DTS	MEDICARE ALLOWED	Medicare paid	BILLED	AVG ANNUAL \$ PER PART B
1578611935	Samantha	Moery	D.O.	FP	F	Enid	OK	668	\$334,588.71	\$255,006.79	\$ 709,489.00	\$382
1255562831	Eric	Lee	D.O.	FP	M	Tishomingo	OK	665	\$131,659.86	\$118,559.21	\$ 388,303.59	\$178
1407815368	Rodney	Mccrory	D.O.	FP	M	Seminole	OK	664	\$228,943.98	\$158,389.91	\$ 422,509.50	\$239
1982670816	Trenton	Mefford	DO	FP	M	Frederick	OK	650	\$113,518.48	\$80,917.62	\$ 261,520.49	\$124
1447471255	Michael	Hendrix	D.O.	FP	M	Coalgate	OK	643	\$75,865.44	\$48,441.35	\$ 209,999.16	\$75
1205179215	Zoe	Smothermon	D.O.	FP	F	Tulsa	OK	631	\$59,940.35	\$43,373.74	\$ 184,829.00	\$69
1588652929	Gregory	Disalvatore	DO	FP	M	Owasso	OK	628	\$179,251.57	\$139,416.92	\$ 668,720.00	\$222
1356364376	Randy	Grellner	DO	FP	M	Cushing	OK	625	\$315,894.63	\$230,616.33	\$ 640,237.20	\$369
1730562489	Chelsea	Berges	D.O.	FP	F	Mcalester	OK	625	\$183,012.35	\$131,072.95	\$ 375,731.00	\$210
1104278852	Robin	Hoile	DO	FP	F	Durant	OK	621	\$134,399.25	\$102,779.98	\$1,616,957.00	\$166
1780009969	David	Good	D.O.	FP	M	Wagoner	OK	615	\$260,869.16	\$189,180.55	\$ 579,881.02	\$308
1467430561	Chris	Manschreck	DO	FP	M	Mcalester	OK	610	\$158,228.61	\$112,304.11	\$ 329,587.43	\$184
1780650606	Ryan	Schafer	DO	FP	M	Ardmore	OK	607	\$398,248.66	\$294,744.14	\$ 649,431.50	\$486
1043509474	Britney	Else	D.O.	FP	F	Tulsa	OK	606	\$113,928.21	\$84,745.25	\$ 249,846.00	\$140
1215380845	Kalli	Reimer	D.O.	FP	F	Durant	OK	596	\$159,576.79	\$122,776.25	\$ 163,550.84	\$206
1558341396	John	Grigsby	DO	FP	M	Miami	OK	588	\$299,796.38	\$219,155.79	\$ 595,605.50	\$373
1215918792	Jay	Belt	DO	FP	M	Anadarko	OK	581	\$214,714.77	\$152,739.77	\$ 697,675.56	\$263
1790065399	Gina	Clark	DO	FP	F	Stigler	OK	581	\$24,920.65	\$20,219.48	\$ 88,165.39	\$35
1649343427	Christopher	Delong	D.O.	FP	M	Pryor	OK	572	\$92,031.79	\$70,177.99	\$ 929,004.00	\$123
1164411526	Richard	Schafer	D.O.	FP	M	Bristow	OK	571	\$331,826.15	\$249,153.62	\$ 996,514.53	\$436
1730522129	Charity	Johnson	DO	FP	F	Fort Gibson	OK	566	\$203,131.33	\$147,391.78	\$ 418,730.00	\$260
1952627069	Jon	Mills	D.O.	FP	M	Enid	OK	565	\$244,491.03	\$178,508.06	\$ 436,354.00	\$316
1144228784	Ronald	Hopkins	DO	FP	M	Oklahoma City	OK	554	\$190,048.13	\$132,775.92	\$ 245,677.00	\$240
1790739019	Terry	Gerard	DO	FP	M	Durant	OK	544	\$133,988.63	\$97,278.38	\$ 815,055.50	\$179
1366496648	Mark	Newey	D.O.	FP	M	Healdton	OK	539	\$346,976.11	\$254,526.15	\$ 419,891.84	\$472
1992763411	T	Ivan	DO	FP	M	Ada	OK	533	\$244,530.22	\$187,724.90	\$ 486,114.00	\$352
1326184623	David	Campbell	D.O.	FP	M	Stigler	OK	526	\$49,009.19	\$38,064.88	\$ 402,695.48	\$72
1124020193	Michael	Lee	D.O.	FP	M	Durant	OK	525	\$359,666.87	\$270,394.16	\$ 673,898.02	\$515
1306845367	Brooks	Zimmerman	DO	FP	M	Ardmore	OK	524	\$242,558.42	\$184,036.81	\$ 423,856.00	\$351
1881985760	Ian	Kirkpatrick	D.O.	FP	M	Talihina	OK	524	\$131,290.60	\$98,253.27	\$ 384,521.87	\$188
1831400506	Monica	Woodall	D.O.	FP	F	Durant	OK	522	\$327,844.80	\$256,264.25	\$ 703,441.40	\$491
1871630137	Ted	Kaspar	DO	FP	M	Ponca City	OK	520	\$164,362.27	\$130,074.53	\$ 372,373.00	\$250
1255715686	Justin	Mitchell	D.O.	FP	M	Miami	OK	514	\$158,460.92	\$121,316.47	\$ 280,704.00	\$236

# THEY FAIL TO MANAGE FOR LACK OF MEASURING



Average FP DO's INCOME was \$219

10% OF WHAT IT SHOULD HAVE BEEN

NPI	FIRST	LAST	CRED	SPEC	GNDR	CITY	ST	TOTAL PART B PTC	MEDICARE ALLOWED	Medicare paid	BILLED	AVG ANNUAL \$ PER PART B
1295742039	Patrick	Lo	DO	FP	M	Ok City	OK	512	\$154,198.67	\$114,711.27	\$ 172,774.99	\$224
1760890834	Ryan	Winfrey	D.O.	FP	M	Lawton	OK	512	\$151,584.23	\$120,214.92	\$ 353,835.00	\$235
1497890115	Jason	Crouch	D.O.	FP	M	Chandler	OK	511	\$283,003.55	\$197,001.17	\$ 451,235.71	\$386
1558422337	Sergio	Demier	D.O.	FP	M	Seminole	OK	510	\$86,113.47	\$65,936.44	\$ 867,827.00	\$129
1023057668	Linda	Rodriguez	D.O.	FP	F	Spiro	OK	505	\$136,523.51	\$102,239.40	\$ 319,201.31	\$202
1194763060	Marc	Davis	D.O.	FP	M	Ada	OK	503	\$272,653.15	\$202,306.53	\$ 507,831.00	\$402
1477515054	David	Crosswhite	D.O.	FP	M	Norman	OK	500	\$60,259.75	\$40,976.36	\$ 131,094.00	\$82
1710428958	Stormy	Walkup	D.O.	FP	M	Idabel	OK	499	\$101,815.85	\$78,989.02	\$1,236,818.00	\$158
1629070388	William	Harrison	D.O.	FP	M	Durant	OK	498	\$86,901.37	\$67,075.68	\$1,044,007.00	\$135
1952340572	Brian	Allee	D.O.	FP	M	Pauls Valley	OK	498	\$182,459.51	\$138,724.67	\$ 317,967.76	\$279
1891791406	Steven	Hinshaw	DO	FP	M	Waurika	OK	493	\$134,425.67	\$98,119.35	\$ 692,542.00	\$199
1033138284	Helen	Oconnor	DO	FP	F	Oklahoma City	OK	491	\$111,395.94	\$85,200.58	\$ 202,754.00	\$174
1457606055	James	Jang	DO	FP	M	Edmond	OK	491	\$118,476.67	\$89,120.76	\$ 201,735.00	\$182
1710206313	Candy	Lindsey	D.O.	FP	F	Ponca City	OK	491	\$67,261.90	\$45,086.81	\$ 219,214.00	\$92
1841631298	Kimberly	Dabbs	D.O.	FP	F	Oklahoma City	OK	491	\$84,469.21	\$64,794.78	\$1,078,380.00	\$132
1336168236	William	Swearingen	DO	FP	M	Newcastle	OK	490	\$227,531.63	\$170,787.39	\$ 375,865.00	\$349
1720091077	James	Campbell	D.O.	FP	M	Broken Arrow	OK	487	\$182,074.63	\$126,379.62	\$ 292,486.00	\$260
1972860617	Shawn	Fitzgerald	D.O.	FP	M	Norman	OK	487	\$75,428.50	\$54,134.74	\$ 205,066.10	\$111
1275976136	Michael	Ledbetter	DO	FP	M	Tulsa	OK	482	\$106,608.08	\$79,862.75	\$ 232,589.00	\$166
1134310436	Daniel	Brown	D.O.	FP	M	Stillwater	OK	480	\$154,015.82	\$111,825.42	\$ 311,040.52	\$233
1538364245	Theron	Bliss	DO	FP	M	Jenks	OK	469	\$149,962.79	\$109,054.36	\$ 334,080.00	\$233
1619956943	Curtis	Ball	DO	FP	M	Oklahoma City	OK	467	\$106,199.60	\$83,609.72	\$ 246,830.00	\$179
1164417515	William	Davito	D.O.	FP	M	Bartlesville	OK	463	\$170,418.80	\$126,581.63	\$ 305,671.10	\$273
1457799512	William	Harris	D.O.	FP	M	Tulsa	OK	461	\$82,562.39	\$64,754.46	\$ 985,979.00	\$140
1750341616	Gary	Steinbrook	D.O.	FP	M	Claremore	OK	461	\$202,758.61	\$147,925.13	\$ 499,218.40	\$321
1518977628	George	Menz	D.O.	FP	M	Harrar	OK	458	\$163,800.74	\$117,556.46	\$ 176,074.02	\$257
1932426269	Danh	Pham	D.O.	FP	M	Oklahoma City	OK	457	\$194,670.45	\$151,240.18	\$ 736,384.89	\$331
1932195849	Gary	Griffin	DO	FP	M	Oklahoma City	OK	455	\$155,813.40	\$112,793.84	\$ 363,215.00	\$248
1194110502	Colin	Morgan	D.O.	FP	M	Tulsa	OK	453	\$295,596.51	\$212,882.77	\$ 992,743.44	\$470
1336109727	Michael	Cooper	D.O.	FP	M	Claremore	OK	450	\$114,009.70	\$72,240.29	\$ 306,009.00	\$161
1932173671	Nicholas	Bentley	D.O.	FP	M	Stilwell	OK	449	\$200,390.86	\$147,741.92	\$ 317,962.23	\$329
1093021016	Ama	Isaac	D.O.	FP	F	Altus	OK	447	\$224,307.05	\$176,962.03	\$ 461,501.23	\$396
1073566659	Kash	Biddle	DO	FP	M	Broken Arrow	OK	446	\$93,379.29	\$66,352.19	\$ 139,144.00	\$149



# MICHAEL IRVIN, DO – FP

## Revenue Analysis for Irvin, Michael

Cat	Specialty	PatEligible	Perfmed	%Prfmed	Missed(\$\$)
A1C	Family Practice	355			\$14,200
ABI	Family Practice	355			\$39,050
ACP	Family Practice	1,077			\$86,160
AWV	Family Practice	1,077	32	3.0%	\$125,679
CCM	Family Practice	722			\$519,840
COG_ACP	Family Practice	172			\$36,120
EKG	Family Practice	722	162	22.4%	\$6,133
RPM-COM	Family Practice	722			\$433,200
RPM-DC	Family Practice	722			\$433,200
RPM-Setup	Family Practice	722			\$14,440
Spiro	Family Practice	248	14	2.8%	\$13,077

## Missed Revenue for Irvin, Michael

**\$2M**

## Total Submitted Charges for Irvin, Michael

**\$1,128,526**

## Total Allowed amt for Services rendrd for Irvin, Michael

**\$614,406**

## Avg Risk Score

**1.29**

## Patients With COPD

**248**

## Total # Of Patients

**1,077**

## Patients With RAOA

**560**

## Patients With Hypertension

**722**

## Patients With AFIB

**75**

## Missed Revenue By Category



## Total Payment for Irvin, Michael

**\$463,429**

## Avg Revenue Per Patient (Prov Vs Nat Avg)

\$\$\$PerPat(Prov Avg) \$\$\$PerPat(State Avg) \$\$\$PerPat(Nat Avg)



## Patients With Diabetes

**355**

## Patients With CHF

**355**

## Patients With Hyperlipidemia

**420**

## Patients With CKD

**366**

## Patients With Asthma

**65**

## Patients With Alz

**172**

## Provider performance as a % of target (Fee For Service)

\$\$\$PerPat(Prov Avg)

\$430

**20%**

TargetFFS

\$2,200

## Provider performance as a % of target (Value Based Payment)

\$\$\$PerPat(Prov Avg)

\$430

**32%**

TargetForPCP

\$1,333

# MICHAEL IRVIN, DO – FP

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients	Paid(Avg)	Allwd(Avg)	Charge(Avg)	TotalPaid(\$)
Irvin, Michael	1699702712	Family Practice	10060	Drainage of abscess	Surgery	12	12	\$90	\$113	\$199	\$1,086
Irvin, Michael	1699702712	Family Practice	17000	Destruction of skin growth	Surgery	46	40	\$44	\$61	\$109	\$2,004
Irvin, Michael	1699702712	Family Practice	17003	Destruction of 2-14 skin growths	Surgery	25	21	\$4	\$5	\$13	\$95
Irvin, Michael	1699702712	Family Practice	20610	Aspiration and/or injection of large joint or joint capsule	Asp_Injec...	55	44	\$51	\$66	\$103	\$2,817
Irvin, Michael	1699702712	Family Practice	36415	Insertion of needle into vein for collection of blood sample	Surgery	597	408	\$3	\$3	\$25	\$1,736
Irvin, Michael	1699702712	Family Practice	69210	Removal of impact ear wax, one ear	Surgery	38	26	\$33	\$45	\$80	\$1,257
Irvin, Michael	1699702712	Family Practice	81002	Urinalysis, manual test	PathAndL...	147	95	\$3	\$3	\$15	\$501
Irvin, Michael	1699702712	Family Practice	85610	Blood test, clotting time	PathAndL...	113	14	\$4	\$4	\$23	\$479
Irvin, Michael	1699702712	Family Practice	88738	Hemoglobin measurement	PathAndL...	24	16	\$5	\$5	\$26	\$131
Irvin, Michael	1699702712	Family Practice	90732	Vaccine for pneumococcal polysaccharide for injection beneath the skin or into muscle, patient 2 years ...	Medicine	15	15	\$92	\$92	\$94	\$1,377
Irvin, Michael	1699702712	Family Practice	90756	Vaccine for influenza for injection into muscle	Medicine	178	178	\$24	\$24	\$25	\$4,337
Irvin, Michael	1699702712	Family Practice	93010	Routine electrocardiogram (EKG) using at least 12 leads with interpretation and report	EKG	162	111	\$7	\$8	\$31	\$1,087
Irvin, Michael	1699702712	Family Practice	94010	Measurement and graphic recording of total and timed exhaled air capacity	Spiro	14	14	\$22	\$33	\$58	\$315
Irvin, Michael	1699702712	Family Practice	96372	Injection beneath the skin or into muscle for therapy, diagnosis, or prevention	Medicine	1,242	519	\$12	\$16	\$35	\$14,798
Irvin, Michael	1699702712	Family Practice	99203	New patient office or other outpatient visit, typically 30 minutes	E&M	55	55	\$67	\$104	\$181	\$3,693
Irvin, Michael	1699702712	Family Practice	99211	Established patient office or other outpatient visit, typically 5 minutes	E&M	120	42	\$16	\$21	\$38	\$1,942
Irvin, Michael	1699702712	Family Practice	99213	Established patient office or other outpatient visit, typically 15 minutes	E&M	2,201	676	\$52	\$70	\$125	\$114,492
Irvin, Michael	1699702712	Family Practice	99214	Established patient office or other outpatient, visit typically 25 minutes	E&M	2,075	709	\$77	\$103	\$183	\$159,600
Irvin, Michael	1699702712	Family Practice	99217	Hospital observation care on day of discharge	E&M	17	16	\$57	\$71	\$125	\$969
Irvin, Michael	1699702712	Family Practice	99222	Initial hospital inpatient care, typically 50 minutes per day	E&M	95	80	\$103	\$133	\$236	\$9,810
Irvin, Michael	1699702712	Family Practice	99232	Subsequent hospital inpatient care, typically 25 minutes per day	E&M	346	147	\$57	\$71	\$126	\$19,621
Irvin, Michael	1699702712	Family Practice	99239	Hospital discharge day management, more than 30 minutes	E&M	216	164	\$83	\$104	\$184	\$17,919
Irvin, Michael	1699702712	Family Practice	99305	Initial nursing facility visit, typically 35 minutes per day	E&M	21	18	\$102	\$127	\$224	\$2,138
Irvin, Michael	1699702712	Family Practice	99308	Subsequent nursing facility visit, typically 15 minutes per day	E&M	488	71	\$47	\$67	\$117	\$22,769
Irvin, Michael	1699702712	Family Practice	99495	Transitional care management services, moderately complexity, requiring face-to-face visits within 14...	TCM	49	44	\$122	\$154	\$275	\$5,971
Irvin, Michael	1699702712	Family Practice	G0008	Administration of influenza virus vaccine	VacAndA...	183	180	\$15	\$15	\$25	\$2,814
Irvin, Michael	1699702712	Family Practice	G0009	Administration of pneumococcal vaccine	VacAndA...	19	19	\$15	\$15	\$25	\$294
Irvin, Michael	1699702712	Family Practice	G0179	Physician re-certification for medicare-covered home health services under a home health plan of care...	HH_ReCert	794	231	\$29	\$39	\$69	\$23,111
Irvin, Michael	1699702712	Family Practice	G0180	Physician certification for medicare-covered home health services under a home health plan of care...	HH_cert	181	150	\$39	\$51	\$90	\$7,055
Irvin, Michael	1699702712	Family Practice	G0181	Physician supervision of a patient receiving medicare-covered services provided by a participating home...	Other	147	85	\$79	\$105	\$184	\$11,683
Irvin, Michael	1699702712	Family Practice	G0439	Annual wellness visit, includes a personalized prevention plan of service (pps), subsequent visit	AWV	32	32	\$111	\$111	\$172	\$3,561
Irvin, Michael	1699702712	Family Practice	G0444	Annual depression screening, 15 minutes	Depr_SCRN	28	28	\$17	\$17	\$30	\$478
Irvin, Michael	1699702712	Family Practice	J0696	Injection, ceftriaxone sodium, per 250 mg	Drugs	667	358	\$0	\$1	\$5	\$287
Irvin, Michael	1699702712	Family Practice	J1040	Injection, methylprednisolone acetate, 80 mg	Drugs	67	55	\$9	\$12	\$25	\$629
Irvin, Michael	1699702712	Family Practice	J1885	Injection, ketorolac tromethamine, per 15 mg	Drugs	310	153	\$0	\$1	\$5	\$126
Irvin, Michael	1699702712	Family Practice	J2930	Injection, methylprednisolone sodium succinate, up to 125 mg	Drugs	671	318	\$5	\$6	\$10	\$3,174
Irvin, Michael	1699702712	Family Practice	J3301	Injection, triamcinolone acetonide, not otherwise specified, 10 mg	Drugs	272	167	\$1	\$2	\$3	\$331

Nat Avg - New (Outpatient)

CPT	SPECIALTY	NatAvg
99201	Family Practice	0.2%
99202	Family Practice	8.8%
99203	Family Practice	52.3%
99204	Family Practice	35.9%
99205	Family Practice	2.8%



CLAIMS PAID BY MEDICARE PART B IN 2019 TO FAMILY PHYSICIANS

MICHAEL IRVIN, DO – FP – 2019

Nat Avg Est (Outpatient)

CPT	SPECIALTY	NatAvg
99211	Family Practice	1.3%
99212	Family Practice	1.6%
99213	Family Practice	38.5%
99214	Family Practice	55.8%
99215	Family Practice	2.8%

NPI Vs Nat Avg

NPI	SPECIALTY	HCP...	Services	NPI Avg	NatAvg	Variance
1699702712	Family Practice	99203	55	100.0%	52.3%	91.2%
1699702712	Family Practice	99211	120	2.7%	1.3%	117.6%
1699702712	Family Practice	99213	2,201	50.1%	38.5%	30.2%
1699702712	Family Practice	99214	2,075	47.2%	55.8%	-15.5%

## FREE 13 MINUTE MDM 2021 - OV VIDEO



This 13 minute video is to help medical providers, billers and coders see how easy it is to document the Medical Decision Making for the Office Visit codes (only) in 2021. Yes - OV codes 99202-99215 have one set of rules in 2021 while all other E&M codes (hospital, nursing home, assisted living, home, ED, etc) are still using the 1995-1997 rules.



# CURTIS P., D.O. – FP

## Revenue Analysis for Phillips, Curtis

Cat	Specialty	PatEligible	Perfmed	%Prfmed	Missed(\$\$)
A1C	Family Practice	374			\$14,960
ABI	Family Practice	374			\$41,140
ACP	Family Practice	1,068			\$85,440
AWV	Family Practice	1,068			\$128,160
CCM	Family Practice	801			\$576,720
COG_ACP	Family Practice	192			\$40,320
EKG	Family Practice	801			\$8,010
RPM-COM	Family Practice	801			\$480,600
RPM-DC	Family Practice	801			\$480,600
RPM-Setup	Family Practice	801			\$16,020
Spiro	Family Practice	278			\$15,012

## Missed Revenue for Phillips, Curtis

**\$2M**

## Total Submitted Charges for Phillips, Curtis

**\$1,575,548**

## Total Allowed amt for Services rendrd for Phillips, Curtis

**\$346,116**

## Avg Risk Score

**1.50**

## Total # Of Patients

**1,068**

## Patients With Hypertension

**801**

## Patients With Diabetes

**374**

## Patients With Hyperlipidemia

**716**

## Patients With Asthma

**64**

## Patients With COPD

**278**

## Patients With RAOA

**470**

## Patients With AFIB

**117**

## Patients With CHF

**299**

## Patients With CKD

**406**

## Patients With Alz

**192**

## Missed Revenue By Category

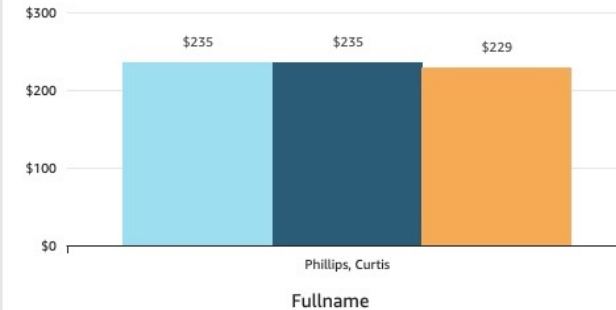


## Total Payment for Phillips, Curtis

**\$249,783**

## Avg Revenue Per Patient (Prov Vs Nat Avg)

\$\$\$PerPat(Prov Avg) \$\$\$PerPat(State Avg) \$\$\$PerPat(Nat Avg)



## Provider performance as a % of target (Fee For Service)

\$\$\$PerPat(Prov Avg)  
\$234

**11%** 📉

TargetFFS  
\$2,200

## Provider performance as a % of target (Value Based Payment)

\$\$\$PerPat(Prov Avg)  
\$234

**15%** 📉

TargetForPCP  
\$1,557



# CURTIS PHILLIPS, D.O. – FP

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients	Paid(Avg)	Allwd(Avg)	Charge(Avg)	TotalPaid(\$\$)
Phillips, Curtis	1134126576	Family Practice	12002	Repair of wound (2.6 to 7.5 centimeters) of the scalp, neck, underarms, genitals, trunk, arms and/or legs	Surgery	14	14	\$43	\$58	\$493	\$599
Phillips, Curtis	1134126576	Family Practice	36415	Insertion of needle into vein for collection of blood sample	Surgery	641	348	\$3	\$3	\$20	\$1,876
Phillips, Curtis	1134126576	Family Practice	90688	Vaccine for influenza for administration into muscle, 0.5 ml dosage	Medicine	100	100	\$17	\$17	\$35	\$1,748
Phillips, Curtis	1134126576	Family Practice	90732	Vaccine for pneumococcal polysaccharide for injection beneath the skin or into muscle, patient 2 years ...	Medicine	16	16	\$112	\$112	\$129	\$1,785
Phillips, Curtis	1134126576	Family Practice	93042	Interpretation and report of electrical activity of heart using 1-3 leads	Medicine	244	215	\$5	\$7	\$59	\$1,320
Phillips, Curtis	1134126576	Family Practice	99203	New patient office or other outpatient visit, typically 30 minutes	E&M	12	12	\$56	\$100	\$189	\$669
Phillips, Curtis	1134126576	Family Practice	99204	New patient office or other outpatient visit, typically 45 minutes	E&M	33	33	\$87	\$153	\$250	\$2,862
Phillips, Curtis	1134126576	Family Practice	99213	Established patient office or other outpatient visit, typically 15 minutes	E&M	766	306	\$45	\$68	\$133	\$34,319
Phillips, Curtis	1134126576	Family Practice	99214	Established patient office or other outpatient, visit typically 25 minutes	E&M	628	342	\$59	\$100	\$180	\$37,357
Phillips, Curtis	1134126576	Family Practice	99215	Established patient office or other outpatient, visit typically 40 minutes	E&M	32	31	\$96	\$134	\$244	\$3,075
Phillips, Curtis	1134126576	Family Practice	99219	Hospital observation care, typically 50 minutes	E&M	23	21	\$101	\$127	\$246	\$2,313
Phillips, Curtis	1134126576	Family Practice	99223	Initial hospital inpatient care, typically 70 minutes per day	E&M	117	98	\$145	\$187	\$276	\$16,941
Phillips, Curtis	1134126576	Family Practice	99232	Subsequent hospital inpatient care, typically 25 minutes per day	E&M	51	36	\$54	\$68	\$120	\$2,745
Phillips, Curtis	1134126576	Family Practice	99233	Subsequent hospital inpatient care, typically 35 minutes per day	E&M	178	92	\$77	\$97	\$165	\$13,624
Phillips, Curtis	1134126576	Family Practice	99238	Hospital discharge day management, 30 minutes or less	E&M	120	102	\$53	\$67	\$120	\$6,393
Phillips, Curtis	1134126576	Family Practice	99283	Emergency department visit, moderately severe problem	E&M	131	122	\$43	\$61	\$514	\$5,688
Phillips, Curtis	1134126576	Family Practice	99284	Emergency department visit, problem of high severity	E&M	224	208	\$85	\$115	\$975	\$19,004
Phillips, Curtis	1134126576	Family Practice	99285	Emergency department visit, problem with significant threat to life or function	E&M	363	315	\$129	\$167	\$1,440	\$46,729
Phillips, Curtis	1134126576	Family Practice	99291	Critical care delivery critically ill or injured patient, first 30-74 minutes	E&M	157	146	\$171	\$217	\$1,855	\$26,908
Phillips, Curtis	1134126576	Family Practice	99335	Established patient assisted living visit, typically 25 minutes	E&M	38	16	\$61	\$89	\$120	\$2,314
Phillips, Curtis	1134126576	Family Practice	G0008	Administration of influenza virus vaccine	VacAndA...	98	98	\$15	\$15	\$30	\$1,515
Phillips, Curtis	1134126576	Family Practice	G0009	Administration of pneumococcal vaccine	VacAndA...	17	17	\$15	\$15	\$30	\$263
Phillips, Curtis	1134126576	Family Practice	G0179	Physician re-certification for medicare-covered home health services under a home health plan of care...	HH_ReCert	40	26	\$28	\$37	\$57	\$1,118
Phillips, Curtis	1134126576	Family Practice	G0180	Physician certification for medicare-covered home health services under a home health plan of care...	HH_cert	24	24	\$38	\$49	\$74	\$905

Nat Avg - New (Outpatient)

CPT	SPECIALTY	NatAvg
99201	Family Practice	0.2%
99202	Family Practice	8.8%
99203	Family Practice	52.3%
99204	Family Practice	35.9%
99205	Family Practice	2.8%



CLAIMS PAID BY MEDICARE PART B IN 2019 TO FAMILY PHYSICIANS

CURTIS PHILLIPS, DO – FP – 2019

Nat Avg Est (Outpatient)

CPT	SPECIALTY	NatAvg
99211	Family Practice	1.3%
99212	Family Practice	1.6%
99213	Family Practice	38.5%
99214	Family Practice	55.8%
99215	Family Practice	2.8%

NPI	SPECIALTY	HCP...	Services	NPI Avg	NatAvg	Variance
1134126576	Family Practice	99203	12	26.7%	52.3%	-49.0%
1134126576	Family Practice	99204	33	73.3%	35.9%	104.3%
1134126576	Family Practice	99213	766	53.7%	38.5%	39.6%
1134126576	Family Practice	99214	628	44.0%	55.8%	-21.1%
1134126576	Family Practice	99215	32	2.2%	2.8%	-20.9%



# INTERNAL MEDICINE OSTEOPATHICS IN OK



NPI	FIRST	LAST	CRED	SPEC	CITY	ST	TOTAL PART B PTS	PART B ALLOWED	PART B PAYMENTS	BILLED TO PART B	AVG ANNUAL PER PART B PATIENT
1649217191	John	Agent	DO	Internal	Sallisaw	OK	1083	\$ 293,661.75	\$ 216,650.76	\$ 690,464.00	\$200
1336173491	Stuart	Schrader	D.O.	Internal	Oklahoma City	OK	968	\$ 416,153.24	\$ 325,154.25	\$1,053,513.44	\$336
1396737888	Melinda	Allen	DO	Internal	Ponca City	OK	856	\$ 333,446.26	\$ 235,136.56	\$ 591,596.29	\$275
1881693752	Cristopher	Schultz	D.O.	Internal	Enid	OK	820	\$ 416,175.04	\$ 315,719.42	\$ 960,361.00	\$385
1740215680	Clayton	Flanary	DO	Internal	Henryetta	OK	803	\$ 178,838.26	\$ 116,495.27	\$ 511,239.57	\$145
1689603151	Thomas	Essex	D.O.	Internal	Chickasha	OK	772	\$ 215,335.08	\$ 162,419.87	\$ 241,124.00	\$210
1154382299	Henry	Allen	D.O.	Internal	Oklahoma City	OK	745	\$ 246,275.30	\$ 187,962.97	\$ 439,590.00	\$252
1366761173	Ashley	Ford	D.O.	Internal	Guthrie	OK	731	\$ 323,427.40	\$ 250,513.64	\$ 541,724.00	\$343
1174582605	Bruce	Baugher	D.O.	Internal	Stillwater	OK	708	\$ 259,378.68	\$ 204,936.63	\$ 556,215.00	\$289
1780765719	Derek	Matheson	DO	Internal	Bartlesville	OK	701	\$ 150,343.54	\$ 110,966.76	\$ 341,135.00	\$158
1104825231	Christopher	Shearer	DO	Internal	Enid	OK	670	\$ 315,314.91	\$ 231,085.71	\$ 614,361.00	\$345
1265487946	Justin	Sparkes	D.O.	Internal	Edmond	OK	645	\$ 178,152.48	\$ 133,833.96	\$ 383,397.00	\$207
1558309278	Monica	Saenz	DO	Internal	Tulsa	OK	635	\$ 136,614.13	\$ 100,600.25	\$ 347,847.00	\$158
1053391672	John	Chiaffitelli	DO	Internal	Oklahoma City	OK	626	\$ 291,367.33	\$ 229,562.27	\$ 818,831.26	\$367
1811255268	John	Park	D.O.	Internal	Ardmore	OK	620	\$ 138,333.73	\$ 108,549.29	\$ 223,848.00	\$175
1821253410	Katherine	Cook	DO	Internal	Tulsa	OK	611	\$ 195,022.05	\$ 151,173.30	\$ 364,876.54	\$247
1720248529	Justin	Chronister	D.O.	Internal	Tulsa	OK	604	\$ 179,594.50	\$ 139,223.37	\$ 333,815.47	\$231
1437151370	Kevin	Gordon	D.O.	Internal	Durant	OK	596	\$ 148,492.76	\$ 116,577.16	\$ 389,095.00	\$196
1306819917	John	Moore	D.O.	Internal	Pauls Valley	OK	591	\$ 208,861.03	\$ 149,252.57	\$ 366,555.00	\$253
1124096573	Damon	Baker	DO	Internal	Tulsa	OK	589	\$ 169,312.64	\$ 131,465.20	\$ 315,297.37	\$223
1730350034	Mousumi	Som	DO	Internal	Tulsa	OK	582	\$ 183,327.86	\$ 144,317.81	\$ 342,496.89	\$248
1861425878	Robert	Hightower	DO	Internal	Cushing	OK	581	\$ 462,442.99	\$ 338,495.62	\$ 927,437.82	\$583
1003203662	Thao	Tran	D.O	Internal	Tulsa	OK	575	\$ 144,058.95	\$ 114,577.49	\$ 440,619.00	\$199
1093779993	Gerald	Reed	D.O.	Internal	Bartlesville	OK	544	\$ 114,814.83	\$ 83,254.41	\$ 273,632.00	\$153
1801188248	Madison	Collins	DO	Internal	Tulsa	OK	532	\$ 135,183.13	\$ 104,885.19	\$ 412,871.06	\$197
1316949563	Kenan	Kirkendall	D.O.	Internal	Woodward	OK	525	\$ 361,464.81	\$ 287,354.95	\$ 594,848.34	\$547
1134129356	Vincent	Bryan	DO	Internal	Tulsa	OK	518	\$ 281,432.19	\$ 204,914.27	\$ 604,437.15	\$396
1962660688	Misty	Branam	D.O.	Internal	Mcalester	OK	514	\$ 151,619.32	\$ 97,369.25	\$ 388,034.30	\$189
1619310422	Maria	Super	D.O.	Internal	Tulsa	OK	495	\$ 118,136.65	\$ 89,428.35	\$ 362,687.00	\$181
1922075241	James	Smith	D.O.	Internal	Tulsa	OK	493	\$ 98,497.58	\$ 75,653.26	\$ 214,948.00	\$153
1922077536	Ethel	Vasquez-Harmon	D.O.	Internal	Tulsa	OK	489	\$ 103,602.17	\$ 71,817.65	\$ 247,750.09	\$147
1437363702	Jonathan	Bryan	D.O.	Internal	Norman	OK	486	\$ 221,158.26	\$ 174,010.83	\$ 377,059.00	\$358
1649611898	Nicholas	Peluso	D.O.	Internal	Tulsa	OK	485	\$ 148,495.59	\$ 115,727.20	\$ 450,873.00	\$239
1598086050	Stephen	Mikus	D.O.	Internal	Tulsa	OK	479	\$ 103,095.85	\$ 78,760.10	\$ 228,459.40	\$164
1194987750	Stacy	Chronister	D.O.	Internal	Tulsa	OK	457	\$ 118,888.32	\$ 89,797.35	\$ 224,656.31	\$196
1972570067	Curtis	Mcelroy	D.O.	Internal	Oklahoma City	OK	453	\$ 123,497.57	\$ 95,064.46	\$ 125,467.31	\$210



# INTERNAL MEDICINE OSTEOPATHICS IN OK



NPI	FIRST	LAST	CRED	SPEC	CITY	ST	TOTAL PART B PTS	PART B ALLOWED	PART B PAYMENTS	BILLED TO PART B	AVG ANNUAL PER PART B PATIENT
1548605199	Micah	Derby	D.O.	Internal	Tulsa	OK	446	\$ 112,263.12	\$ 82,390.37	\$ 210,567.49	\$185
1750311536	Russell	Money Penny	DO	Internal	Owasso	OK	446	\$ 85,599.63	\$ 55,207.34	\$ 211,977.00	\$124
1346469368	Harold	Wood	DO	Internal	Shawnee	OK	428	\$ 101,109.68	\$ 66,109.05	\$ 236,032.35	\$154
1518969252	Steve	Sanders	D.O.	Internal	Tulsa	OK	425	\$ 115,446.48	\$ 80,242.73	\$ 252,218.00	\$189
1720013311	Gordon	Jones	DO	Internal	Tulsa	OK	423	\$ 60,292.16	\$ 39,313.67	\$ 142,928.00	\$93
1861753287	Matthew	Austin	DO	Internal	Oklahoma City	OK	422	\$ 219,385.59	\$ 168,879.21	\$ 378,398.25	\$400
1639103930	Paul	Morrison	DO	Internal	Henryetta	OK	415	\$ 87,015.86	\$ 52,936.10	\$ 200,221.00	\$128
1417957259	George	Freeman	D.O.	Internal	Idabel	OK	411	\$ 442,388.69	\$ 323,257.24	\$ 873,214.26	\$787
1396106837	Jaron	Marriott	DO	Internal	Oklahoma City	OK	409	\$ 129,681.88	\$ 103,257.41	\$ 414,124.00	\$252
1942464029	Jordan	Brown	DO	Internal	Tulsa	OK	408	\$ 115,233.35	\$ 85,957.94	\$ 239,109.84	\$211
1457732109	Maria Sandra	Escandor	D.O.	Internal	Ada	OK	395	\$ 107,954.35	\$ 84,147.42	\$ 175,006.00	\$213
1518379973	Ingy	Hanna	DO	Internal	Tulsa	OK	392	\$ 115,746.36	\$ 91,526.56	\$ 254,897.00	\$233
1447432950	Randall	Wetz	D.O.	Internal	Tulsa	OK	389	\$ 127,841.87	\$ 100,985.98	\$ 376,361.00	\$260
1558668640	Christopher	Crocker	D.O.	Internal	Tulsa	OK	384	\$ 72,508.17	\$ 57,630.66	\$ 110,985.00	\$150
1902860406	Jennifer	Ferrell	DO	Internal	Stillwater	OK	382	\$ 160,126.54	\$ 127,793.21	\$ 463,043.00	\$335
1518224724	Gary	Sims	DO	Internal	Tulsa	OK	378	\$ 98,098.55	\$ 77,417.34	\$ 318,858.00	\$205
1568461317	Kristopher	Lepere	D.O.	Internal	Oklahoma City	OK	373	\$ 88,019.41	\$ 67,625.43	\$ 164,027.00	\$181
1265851984	William	Woods	D.O.	Internal	Tulsa	OK	371	\$ 115,624.53	\$ 88,008.52	\$ 276,498.72	\$237
1831174507	Steven	Baker	D.O.	Internal	Oklahoma City	OK	368	\$ 92,227.51	\$ 72,277.09	\$ 147,428.00	\$196
1922328772	Jason	Macias	D.O.	Internal	Claremore	OK	366	\$ 192,274.60	\$ 134,880.82	\$ 495,931.00	\$369
1003178443	Kaleb	Veit	D.O.	Internal	Tulsa	OK	360	\$ 109,804.26	\$ 85,039.15	\$ 207,407.41	\$236
1235183567	Jeffrey	Galles	DO	Internal	Tulsa	OK	358	\$ 83,856.68	\$ 62,812.65	\$ 204,890.00	\$175
1649653833	Jimmy	Bui	D.O.	Internal	Oklahoma City	OK	358	\$ 116,077.57	\$ 91,351.59	\$ 355,011.00	\$255
1992149389	Jane	Detrich	DO	Internal	Oklahoma City	OK	357	\$ 112,360.82	\$ 88,346.43	\$ 178,819.00	\$247
1184895443	Riccardo	Gigante	DO	Internal	Tulsa	OK	353	\$ 112,162.43	\$ 89,501.21	\$ 167,579.00	\$254
1366709354	Lindsay	Cunningham	D.O.	Internal	Tulsa	OK	350	\$1,012,095.66	\$ 796,877.41	\$2,255,555.00	\$2,277
1588636013	Randall	Raine	D.O.	Internal	Tulsa	OK	339	\$ 129,165.70	\$ 94,580.43	\$ 307,159.00	\$279
1477811321	Syed	Ahmed	D.O.	Internal	Tulsa	OK	336	\$ 119,338.92	\$ 94,729.86	\$ 620,715.00	\$282
1497949051	Ashley	Muckala	DO	Internal	Norman	OK	312	\$ 85,787.32	\$ 60,866.94	\$ 193,883.50	\$195
1528446804	Teresa	Hardesty	D.O.	Internal	Glenpool	OK	311	\$ 90,851.81	\$ 63,208.22	\$ 176,861.00	\$203
1982680757	Jonelle	Dutton-Gaddis	D.O.	Internal	Tulsa	OK	311	\$ 132,526.07	\$ 98,503.73	\$ 260,526.00	\$317
1730105594	Thomas	Schneider	D.O.	Internal	Muskogee	OK	309	\$ 89,450.89	\$ 71,347.15	\$ 241,671.38	\$231
1518011493	Dawn	Hensley	D.O.	Internal	Tulsa	OK	298	\$ 61,854.88	\$ 46,552.09	\$ 131,592.00	\$156
1639460603	Trey	Thomason	D.O.	Internal	Hinton	OK	295	\$ 220,122.26	\$ 164,467.79	\$ 516,754.05	\$558
1912228149	Sarah	Andrews	D.O.	Internal	Tulsa	OK	290	\$ 89,394.14	\$ 66,295.82	\$ 257,506.00	\$229
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Rheumatology



# GEORGE FREEMAN, D.O. – INTERNAL MEDICINE

## Revenue Analysis for Freeman, George

Cat	Specialty	PatEligible	Perfmed	%Prfmed	Missed(\$)
A1C	Internal Medicine	218			\$8,720
ABI	Internal Medicine	218			\$23,980
ACP	Internal Medicine	411	295	71.8%	\$15,849
AWV	Internal Medicine	411	149	36.3%	\$32,741
CCM	Internal Medicine	308	2,218	60.0%	\$157,706
COG_ACP	Internal Medicine	53			\$11,130
EKG	Internal Medicine	308	21	6.8%	\$2,844
RPM-COM	Internal Medicine	308			\$184,800
RPM-DC	Internal Medicine	308			\$184,800
RPM-Setup	Internal Medicine	308			\$6,160
Spiro	Internal Medicine	119	24	10.1%	\$5,447

## Missed Revenue for Freeman, George

**\$634K**

## Avg Risk Score

**1.29**

## Patients With COPD

**119**

## Total Submitted Charges for Freeman, George

**\$873,214**

## Total # Of Patients

**411**

## Patients With RAOA

**308**

## Total Allowed amt for Services rendrd for Freeman, George

**\$442,389**

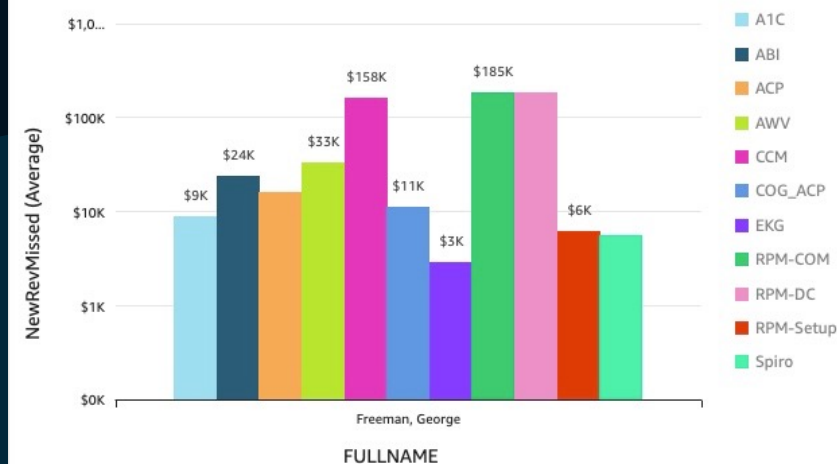
## Patients With Hypertension

**308**

## Patients With AFIB

**45**

## Missed Revenue By Category



## Total Payment for Freeman, George

**\$323,257**

## Patients With Diabetes

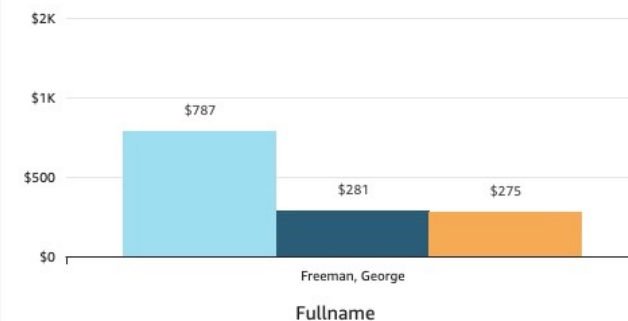
**218**

## Patients With CHF

**127**

## Avg Revenue Per Patient (Prov Vs Nat Avg)

\$\$\$PerPat(Prov Avg) \$\$\$PerPat(State Avg) \$\$\$PerPat(Nat Avg)



## Patients With Hyperlipidemia

**308**

## Patients With CKD

**226**

## Patients With Asthma

**29**

## Patients With Alz

**53**

## Provider performance as a % of target (Fee For Service)

\$\$\$PerPat(Prov Avg)  
\$787

**36%** 📉

TargetFFS  
\$2,200

## Provider performance as a % of target (Value Based Payment)

\$\$\$PerPat(Prov Avg)  
\$787

**59%** 📉

TargetForPCP  
\$1,336



# GEORGE FREEMAN, D.O. – INTERNAL MEDICINE

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients	Paid(Avg)	Allwd(Avg)	Charge(Avg)	TotalPaid(\$\$)
Freeman, George	1417957259	Internal Medicine	69210	Removal of impact ear wax, one ear	Surgery	31	29	\$36	\$46	\$93	\$1,129
Freeman, George	1417957259	Internal Medicine	81002	Urinalysis, manual test	PathAndL...	64	43	\$3	\$3	\$15	\$218
Freeman, George	1417957259	Internal Medicine	90756	Vaccine for influenza for injection into muscle	Medicine	90	90	\$26	\$26	\$40	\$2,295
Freeman, George	1417957259	Internal Medicine	93000	Routine EKG using at least 12 leads including interpretation and report	EKG	21	20	\$11	\$16	\$50	\$236
Freeman, George	1417957259	Internal Medicine	94060	Measurement and graphic recording of the amount and speed of breathed air, before and following...	Spiro	24	24	\$41	\$55	\$112	\$979
Freeman, George	1417957259	Internal Medicine	96372	Injection beneath the skin or into muscle for therapy, diagnosis, or prevention	Medicine	156	48	\$11	\$16	\$41	\$1,698
Freeman, George	1417957259	Internal Medicine	99205	New patient office or other outpatient visit, typically 60 minutes	E&M	14	14	\$145	\$200	\$350	\$2,037
Freeman, George	1417957259	Internal Medicine	99211	Established patient office or other outpatient visit, typically 5 minutes	E&M	19	16	\$15	\$21	\$39	\$290
Freeman, George	1417957259	Internal Medicine	99212	Established patient office or other outpatient visit, typically 10 minutes	E&M	11	11	\$31	\$43	\$75	\$342
Freeman, George	1417957259	Internal Medicine	99213	Established patient office or other outpatient visit, typically 15 minutes	E&M	1,165	360	\$54	\$71	\$123	\$63,037
Freeman, George	1417957259	Internal Medicine	99214	Established patient office or other outpatient, visit typically 25 minutes	E&M	1,323	364	\$69	\$104	\$185	\$91,453
Freeman, George	1417957259	Internal Medicine	99308	Subsequent nursing facility visit, typically 15 minutes per day	E&M	45	13	\$47	\$67	\$120	\$2,097
Freeman, George	1417957259	Internal Medicine	99309	Subsequent nursing facility visit, typically 25 minutes per day	E&M	50	17	\$57	\$89	\$160	\$2,868
Freeman, George	1417957259	Internal Medicine	99490	Chronic care management services at least 20 minutes per calendar month	CCM	2,218	366	\$29	\$40	\$121	\$64,054
Freeman, George	1417957259	Internal Medicine	99497	Advance care planning by the physician or other qualified health care professional	ACP	295	232	\$58	\$83	\$125	\$17,031
Freeman, George	1417957259	Internal Medicine	G0008	Administration of influenza virus vaccine	VacAndA...	89	89	\$15	\$15	\$40	\$1,360
Freeman, George	1417957259	Internal Medicine	G0179	Physician re-certification for medicare-covered home health services under a home health plan of care...	HH_ReCert	226	61	\$30	\$39	\$90	\$6,710
Freeman, George	1417957259	Internal Medicine	G0180	Physician certification for medicare-covered home health services under a home health plan of care...	HH_cert	54	49	\$39	\$51	\$111	\$2,107
Freeman, George	1417957259	Internal Medicine	G0181	Physician supervision of a patient receiving medicare-covered services provided by a participating home...	Other	538	78	\$80	\$105	\$150	\$43,303
Freeman, George	1417957259	Internal Medicine	G0439	Annual wellness visit, includes a personalized prevention plan of service (pps), subsequent visit	AWV	149	149	\$111	\$111	\$160	\$16,579
Freeman, George	1417957259	Internal Medicine	J3301	Injection, triamcinolone acetonide, not otherwise specified, 10 mg	Drugs	44	27	\$1	\$1	\$9	\$43
Freeman, George	1417957259	Internal Medicine	J3420	Injection, vitamin b-12 cyanocobalamin, up to 1000 mcg	Drugs	99	17	\$0	\$0	\$0	\$4

## Usage of Evaluation And Management vs National Avg

### Nat Avg - New (Outpatient)

CPT	SPECIALTY	NatAvg
99201	Internal...	0.1%
99202	Internal...	3.1%
99203	Internal...	26.3%
99204	Internal...	55.7%
99205	Internal...	14.7%

### Nat Avg Est (Outpatient)

CPT	SPECIALTY	NatAvg
99211	Internal Medicine	1.5%
99212	Internal Medicine	1.8%
99213	Internal Medicine	36.2%
99214	Internal Medicine	55.9%
99215	Internal Medicine	4.7%

### NPI Vs Nat Avg

NPI	SPECIALTY	HCP...	Services	NPI Avg	NatAvg	Variance
1417957259	Internal Medicine	99205	14	100.0%	14.7%	578.0%
1417957259	Internal Medicine	99211	19	0.8%	1.5%	-49.3%
1417957259	Internal Medicine	99212	11	0.4%	1.8%	-75.4%
1417957259	Internal Medicine	99213	1,165	46.3%	36.2%	27.7%
1417957259	Internal Medicine	99214	1,323	52.5%	55.9%	-5.9%
1417957259	Internal Medicine	99308	45	47.4%	46.3%	2.4%
1417957259	Internal Medicine	99309	50	52.6%	39.5%	33.1%



## THEY FAIL TO MANAGE FOR LACK OF MEASURING

We have this on every provider that treated Part B Patients in 2019

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When we perform an analysis of a practice – they are always surprised at how much they are missing.

YES – WE CAN ALMOST ALWAYS HELP ANY FP OR INTERNAL MEDICINE CLINIC INCREASE THEIR INCOME BY \$160,000 TO \$400,000 A YEAR

REACH OUT TO US IF YOU WANT A REPORT LIKE THIS ON YOUR OWN DOCTOR OR NPP

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Pradeep Kalmat 734 272-4520

# THEY BELIEVE MYTHS REGARDING BILLING & COLLECTIONS

## MYTH

“You may never bill anyone less than the Medicare allowed amount!”



There is no law or regulation that says that. Medicare does state that you may not **ROUTINELY** and **SUBSTANTIALLY** charge other payers (insurance companies) less than Medicare. This does not apply to cash pay patients!

# THEY BELIEVE MYTHS REGARDING BILLING & COLLECTIONS

## MYTH

“You can routinely  
waive coinsurance,  
deductible or copay  
when you wish”

The contracts and agreements you have with Medicare and third-party insurance companies include stipulations that you cannot **routinely** waive the patient's portion. Doing so is a violation of those contracts and you can be sued in commercial cases or prosecuted (in government payer cases) for **routinely** waiving the patient's portion.



# THEY BELIEVE MYTHS REGARDING BILLING & COLLECTIONS

## MYTH

“You will get in trouble if you ever write off the patient portion”

As long as you are making an honest and reasonable (documented) attempt to collect, no third-party payer is going to object to you writing it off when your attempts have been unsuccessful. **In fact, if the patient is destitute, have them complete a hardship charity application and if they are within 200% of poverty level – adjust it off and no one cares.**



# THEY BELIEVE MYTHS REGARDING BILLING & COLLECTIONS

## MYTH

“You are required by law to charge the same fee to everyone”

No federal law exists that we know of that says that. Texas & New York are the only states that says you cannot bill different fees to different third-party payers. This is why we always recommend you charge 2 times Medicare's Fee Schedule to everyone and then write off the amount above contractual agreement. It's only numbers on paper.... or a computer screen.



# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

## CHANGE IS NECESSARY

Some offices are fighting the adoption of E-M-R

Without EMR, you cannot bill out for chronic care management or maximize your MIPS/MACRA scores



# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

## CHANGE IS NECESSARY

Only 12% of Medicare  
patients received an  
AWV in 2019



## NATIONALLY

14% of FPs billed for G0438  
42% of FPs billed for G0439  
4% billed for CCM

10% of IMs billed for G0438  
31% of IMs billed for G0439  
4% billed for CCM

# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

## CHANGE IS NECESSARY

MOST do not know  
you can do an AWV at  
same time as a sick  
visit.



Medicare has been paying for  
AWVs since 2011. It does NOT  
need to take the medical provider  
40 minutes. In fact, 95% of it can  
be done by others and the  
provider takes 4 to 5 minutes.



## MANY REACT SLOWLY TO CHANGES IN THE INDUSTRY

CHANGE IS NECESSARY

WHAT ABOUT YOUR  
OWN DOCTORS IN OK?



## OK OSTEOPATHIC DOCTORS

271 FP, GP & IM DOCS

- 125 Billed for an AWW in 2019
  - 17 Billed for ACP in 2019
  - 11 Billed for CCM in 2019
  - 0 billed for RPM in 2019
- 0 billed for Cog Assess Planning - 2019

Average Income from Part B to these  
doctors in 2019 was \$224 p/year p/pt

72

THEY SHOULD HAVE AVG'D \$2200 P/PT

Rndrng_NPI	FIRST	MI	LAST	CRD	SPEC	CITY	ST	ANNUAL \$ PER PART B PT	TOTAL PART B PTS	2019 PART B PAYMENT
1649217191	John	P	Agent	DO	Int Med	Sallisaw	OK	\$ 200.05	1083	\$216,651
1033592548	Goldameir		Akingbola	DO	FP	Sapulpa	OK	\$ 144.67	346	\$50,057
1962470609	Jenny	J	Alexopulos	DO	FP	Tulsa	OK	\$ 209.28	165	\$34,531
1548360779	Erin	K	Allen	DO	FP	Yukon	OK	\$ 267.34	239	\$63,893
1396737888	Melinda	R	Allen	DO	Int Med	Ponca City	OK	\$ 274.69	856	\$235,137
1023058757	Bradley	T	Anderson	DO	FP	Coweta	OK	\$ 132.89	409	\$54,351
1235130709	William	R	Anderson	DO	FP	Gore	OK	\$ 260.62	908	\$236,645
1861753287	Matthew	B	Austin	DO	Int Med	Oklahoma City	OK	\$ 400.19	422	\$168,879
1124096573	Damon	L	Baker	DO	Int Med	Tulsa	OK	\$ 223.20	589	\$131,465
1619956943	Curtis	E	Ball	DO	FP	Oklahoma City	OK	\$ 179.04	467	\$83,610
1265677819	Kristen	A	Battles	DO	FP	Broken Arrow	OK	\$ 493.01	176	\$86,770
1568485589	Paul	E	Battles	DO	FP	Pryor	OK	\$ 133.60	185	\$24,716
1578670402	Frank	W	Bell	DO	FP	Tulsa	OK	\$ 242.92	169	\$41,053
1215918792	Jay	C	Belt	DO	FP	Anadarko	OK	\$ 262.89	581	\$152,740
1174984421	Aaron	L	Bennett	DO	FP	Tulsa	OK	\$ 141.21	188	\$26,548
1144239229	Jennifer	L	Berends	DO	FP	Shattuck	OK	\$ 857.57	355	\$304,436
1184614919	Brian	K	Berryman	DO	FP	Tulsa	OK	\$ 169.22	235	\$39,767
1073566659	Kash	K	Biddle	DO	FP	Broken Arrow	OK	\$ 148.77	446	\$66,352
1023546413	Charles	W	Bingham	DO	FP	Tahlequah	OK	\$ 73.10	41	\$2,997
1477639920	Victoria	W	Bjornson	DO	FP	Tulsa	OK	\$ 50.99	238	\$12,136
1710040894	Dennis	S	Blackstad	DO	FP	Sapulpa	OK	\$ 360.16	259	\$93,281
1538364245	Theron	J	Bliss	DO	FP	Jenks	OK	\$ 232.53	469	\$109,054
1205807773	Barney	E	Blue	DO	FP	Oklahoma City	OK	\$ 372.77	161	\$60,016
1629518295	Jacob		Borgsmiller	DO	FP	Shawnee	OK	\$ 103.35	111	\$11,472
1063801660	John	C	Bowen	DO	FP	Tulsa	OK	\$ 83.63	834	\$69,751
1790747350	Robert	J	Breckenridge	DO	Int Med	Enid	OK	\$ 317.79	169	\$53,706
1215977814	Donald	T	Brock	DO	FP	Anadarko	OK	\$ 175.47	181	\$31,760
1437131695	Richard	D	Brock	DO	FP	Norman	OK	\$ 105.93	266	\$28,178
1114447984	Austin	T	Brookover	DO	FP	Tahlequah	OK	\$ 82.95	174	\$14,433
1053430512	Gregory	S	Brooks	DO	FP	Ochelata	OK	\$ 133.70	269	\$35,966
1942464029	Jordan	E	Brown	DO	Int Med	Tulsa	OK	\$ 210.68	408	\$85,958
1710163266	Tony	L	Brown	DO	FP	Wagoner	OK	\$ 75.11	119	\$8,939
1134129356	Vincent	M	Bryan	DO	Int Med	Tulsa	OK	\$ 395.59	518	\$204,914
1407116270	Garry	T	Bull	DO	FP	Hennessey	OK	\$ 379.28	14	\$5,310
1316925449	Jack	D	Butler	DO	Int Med	Oklahoma City	OK	\$ 281.09	273	\$76,737
1184966335	Amanda	D	Carey	DO	FP	Tulsa	OK	\$ 127.65	293	\$37,401
1659660215	Steffen	E	Carey	DO	FP	Tulsa	OK	\$ 144.23	373	\$53,798
1104055730	Nick		Carroll	DO	FP	Tulsa	OK	\$ 86.04	71	\$6,109
1134160708	Peter		Chan	DO	FP	Oklahoma City	OK	\$ 298.34	392	\$116,951
1093793358	Brent	D	Chandler	DO	FP	Oklahoma City	OK	\$ 92.98	105	\$9,763

Rndrng_NPI	FIRST	MI	LAST	CRD	SPEC	CITY	ST	ANNUAL \$ PER PART B PT	TOTAL PART B PTS	2019 PART B PAYMENT
1427081520	Jeffrey	E	Chasteen	DO	FP	Tulsa	OK	\$ 244.16	202	\$49,320
1386634905	Bennie	F	Cheek	DO	Gen Pract	Muldrow	OK	\$ 250.80	287	\$71,979
1982920708	Best		Chen	DO	FP	Enid	OK	\$ 266.14	396	\$105,393
1932293974	Shirley		Chesnut	DO	FP	Miami	OK	\$ 80.53	99	\$7,972
1508959685	William	H	Chesser	DO	FP	Konawa	OK	\$ 58.77	229	\$13,459
1053391672	John	J	Chiaffitelli	DO	Int Med	Oklahoma City	OK	\$ 366.71	626	\$229,562
1679996706	Sheri		Christian-Armstro	DO	Int Med	Tahlequah	OK	\$ 108.11	21	\$2,270
1790065399	Gina		Clark	DO	FP	Stigler	OK	\$ 34.80	581	\$20,219
1801864178	Laurie	C	Clark	DO	FP	Tulsa	OK	\$ 120.81	27	\$3,262
1821433681	Casey	L	Cochran	DO	FP	Guthrie	OK	\$ 205.21	281	\$57,664
1801188248	Madison	L	Collins	DO	Int Med	Tulsa	OK	\$ 197.15	532	\$104,885
1821253410	Katherine	D	Cook	DO	Int Med	Tulsa	OK	\$ 247.42	611	\$151,173
1255345294	Donald	L	Cooper	DO	FP	Bristow	OK	\$ 256.75	327	\$83,957
1013911908	Mark	W	Cotton	DO	FP	Lawton	OK	\$ 255.56	378	\$96,603
1093121675	Sarah	E	Cox	DO	FP	Moore	OK	\$ 327.63	184	\$60,285
1366510802	Chesca	N	Craig Goodell	DO	FP	Oklahoma City	OK	\$ 207.90	80	\$16,632
1265426241	Manuel	O	Crespo	DO	FP	Oklahoma City	OK	\$ 267.50	108	\$28,890
1366570145	Martin	J	Davis	DO	Gen Pract	Tulsa	OK	\$ 184.29	175	\$32,251
1497989248	Erica	D	Dearman	DO	FP	Purcell	OK	\$ 145.95	371	\$54,149
1609899624	Deborah	J	Dejarnett	DO	Int Med	Owasso	OK	\$ 69.49	17	\$1,181
1235181579	Laure	G	Demattia	DO	FP	Norman	OK	\$ 114.89	191	\$21,944
1487797718	Brent	J	Denley	DO	FP	Altus	OK	\$ 154.11	238	\$36,679
1508976051	Gregory	J	Dennis	DO	FP	Yukon	OK	\$ 164.12	335	\$54,979
1083724546	Lydia	J	Dennis	DO	FP	Yukon	OK	\$ 85.66	67	\$5,739
1992149389	Jane		Detrich	DO	Int Med	Oklahoma City	OK	\$ 247.47	357	\$88,346
1588652929	Gregory	P	Disalvatore	DO	FP	Owasso	OK	\$ 222.00	628	\$139,417
1114347069	Crystal	A	Dockery	DO	FP	Oklahoma City	OK	\$ 276.66	96	\$26,559
1164457255	Matthew	S	Dowell	DO	FP	Edmond	OK	\$ 250.47	430	\$107,700
1770572281	Bill		Edwards	DO	FP	Oklahoma City	OK	\$ 93.54	359	\$33,579
1427088160	Gregg	J	Eichman	DO	FP	Oklahoma City	OK	\$ 245.41	84	\$20,614
1073573911	Bobby	L	Elliott	DO	FP	Norman	OK	\$ 75.21	113	\$8,499
1265891212	Matthew		Else	DO	FP	Bixby	OK	\$ 260.56	45	\$11,725
1881875946	Ashley	N	Estep	DO	FP	Bartlesville	OK	\$ 398.41	329	\$131,078
1942281688	Perry	W	Evans	DO	FP	Cleveland	OK	\$ 341.17	263	\$89,729
1043292493	Shelly	D	Faubion	DO	FP	Moore	OK	\$ 198.89	417	\$82,939
1629091640	John		Fell	DO	FP	Pryor	OK	\$ 148.75	139	\$20,676
1902860406	Jennifer	R	Ferrell	DO	Int Med	Stillwater	OK	\$ 334.54	382	\$127,793
1356594998	Steven	J	Finley	DO	FP	Cushing	OK	\$ 339.22	274	\$92,946



Rndrng_NPI	FIRST	MI	LAST	CRD	SPEC	CITY	ST	AVG ANNUAL \$ PER PART B PT	TOTAL PART B PTS	2019 PART B PAYMENT
1609220342	Jacob		Fisher	DO	FP	Guthrie	OK	\$ 149.77	77	\$11,533
1740215680	Clayton	W	Planary	DO	Int Med	Henryetta	OK	\$ 145.08	803	\$116,495
1700877040	Gerald	W	Flatt	DO	FP	Antlers	OK	\$ 248.64	726	\$180,514
1346292976	Eric		Flegel	DO	FP	Tulsa	OK	\$ 504.92	232	\$117,142
1922063510	Benjamin	B	Fore	DO	FP	Ardmore	OK	\$ 88.57	295	\$26,128
1285611160	James		Forrestal	DO	FP	Ardmore	OK	\$ 163.05	94	\$15,327
1831143155	Catherine	L	Gaffney	DO	Int Med	Tulsa	OK	\$ 180.52	217	\$39,172
1235183567	Jeffrey	L	Galles	DO	Int Med	Tulsa	OK	\$ 175.45	358	\$62,813
1316981848	Yancy	J	Galutia	DO	FP	Owasso	OK	\$ 196.44	272	\$53,433
1417109133	Carol	D	Gambrill	DO	FP	Mcalester	OK	\$ 207.83	246	\$51,127
1487918553	Clayton	A	Garrett	DO	FP	Tishomingo	OK	\$ 164.24	201	\$33,012
1982199519	Kyle	M	George	DO	FP	Durant	OK	\$ 149.75	16	\$2,396
1790739019	Terry	R	Gerard	DO	FP	Durant	OK	\$ 178.82	544	\$97,278
1124286919	Scott	A	Ghere	DO	FP	Tulsa	OK	\$ 153.62	331	\$50,849
1306807011	Jeffrey	L	Gibson	DO	FP	Nowata	OK	\$ 325.08	418	\$135,884
1245241413	Kenneth	W	Gibson	DO	FP	Hulbert	OK	\$ 26.24	132	\$3,463
1972947943	Renah	T	Gibson	DO	FP	Enid	OK	\$ 344.16	300	\$103,249
1447273461	Michael	G	Gietzen	DO	FP	Pryor	OK	\$ 139.77	84	\$11,741
1184895443	Riccardo		Gigante	DO	Int Med	Tulsa	OK	\$ 253.54	353	\$89,501
1245525021	Jon	R	Gonzalez	DO	FP	Oklahoma City	OK	\$ 54.47	37	\$2,015
1215992029	Ely	R	Gordon	DO, MPH	Int Med	Madill	OK	\$ 326.89	206	\$67,339
1184001133	Adam	B	Greer	DO	FP	Tulsa	OK	\$ 173.14	343	\$59,388
1356364376	Randy	J	Grellner	DO	FP	Cushing	OK	\$ 368.99	625	\$230,616
1437359288	Chelsey	D	Griffin	DO	FP	Tulsa	OK	\$ 300.00	117	\$35,100
1932195849	Gary	E	Griffin	DO	FP	Oklahoma City	OK	\$ 247.90	455	\$112,794
1558341396	John	S	Grigsby	DO	FP	Miami	OK	\$ 372.71	588	\$219,156
1578917217	Brett	T	Grobman	DO	FP	Altus	OK	\$ 94.43	46	\$4,344
1649347501	Joel	S	Grubbs	DO	FP	Edmond	OK	\$ 222.58	255	\$56,759
1922469436	Rebecca	M	Gupton	DO	Int Med	Oklahoma City	OK	\$ 160.54	198	\$31,788
1407826860	Frances	F	Haas	DO	Int Med	Tulsa	OK	\$ 179.17	287	\$51,422
1285899872	Shanna	E	Hampton	DO	Int Med	Tulsa	OK	\$ 96.71	47	\$4,545
1902196728	Warren	C	Hancock	DO	FP	Bartlesville	OK	\$ 217.47	867	\$188,550
1548614282	Matthew		Haney	DO	FP	Tulsa	OK	\$ 126.13	150	\$18,919
1518379973	Ingy		Hanna	DO	Int Med	Tulsa	OK	\$ 233.49	392	\$91,527
1801090717	Megan	M	Hanner	DO	FP	Oklahoma City	OK	\$ 215.95	210	\$45,350
1679679062	Glenn	D	Haraway	DO	Int Med	Tulsa	OK	\$ 1,011.34	234	\$236,653
1235461583	Monica	E	Harden	DO	FP	Duncan	OK	\$ 251.75	73	\$18,377
1053393827	Jayson	D	Henry	DO	FP	Norman	OK	\$ 195.83	289	\$56,595

Rndrng_NPI	FIRST	MI	LAST	CRD	SPEC	CITY	ST	AVG ANNUAL \$ PER PART B PT	TOTAL PART B PTS	2019 PART B PAYMENT
1235428921	John	C	Hervert	DO	Int Med	Tulsa	OK	\$ 330.80	285	\$94,279
1861425878	Robert	B	Hightower	DO	Int Med	Cushing	OK	\$ 582.61	581	\$338,496
1891791406	Steven	D	Hinshaw	DO	FP	Waurika	OK	\$ 199.03	493	\$98,119
1104278852	Robin	L	Hoile	DO	FP	Durant	OK	\$ 165.51	621	\$102,780
1265626352	David	K	Hopkins	DO	FP	Edmond	OK	\$ 331.46	248	\$82,203
1144228784	Ronald	R	Hopkins	DO	FP	Oklahoma City	OK	\$ 239.67	554	\$132,776
1447234885	Carole	C	Howard	DO	FP	Broken Arrow	OK	\$ 318.23	182	\$57,919
1124189469	Bret	A	Hubbard	DO	FP	Coweta	OK	\$ 516.99	284	\$146,826
1003844952	Frank	L	Hubbard	DO	FP	Cushing	OK	\$ 264.69	323	\$85,496
1598921199	Amy	L	Hurlburt	DO	Int Med	Henryetta	OK	\$ 180.31	74	\$13,343
1992763411	T	S	Ivan	DO	FP	Ada	OK	\$ 352.20	533	\$187,725
1801992243	Darryl	W	Jackson	DO	FP	Prague	OK	\$ 891.02	268	\$238,795
1457606055	James	M	Jang	DO	FP	Edmond	OK	\$ 181.51	491	\$89,121
1619203064	Elliot		Janssen	DO	FP	Tulsa	OK	\$ 136.17	388	\$52,835
1821418773	Sarah		Janssen	DO	FP	Tulsa	OK	\$ 181.30	66	\$11,966
1871937847	Charles	A	Jantzen	DO	FP	Enid	OK	\$ 348.22	440	\$153,215
1275568115	Beau	C	Jennings	DO	FP	Broken Arrow	OK	\$ 184.79	254	\$46,937
1144392804	George	M	Jennings	DO	FP	Okmulgee	OK	\$ 204.79	231	\$47,306
1033545660	Laura	A	Jennings	DO	FP	Mcalester	OK	\$ 134.56	256	\$34,447
1730522129	Charity	D	Johnson	DO	FP	Fort Gibson	OK	\$ 260.41	566	\$147,392
1538234554	Johnny	O	Johnson	DO	Int Med	Norman	OK	\$ 309.33	131	\$40,523
1720013311	Gordon	S	Jones	DO	Int Med	Tulsa	OK	\$ 92.94	423	\$39,314
1295735355	Jeffrey	R	Jones	DO	FP	Enid	OK	\$ 129.48	682	\$88,307
1043431208	Marcella	P	Jones	DO	Gen Pract	Poteau	OK	\$ 55.07	26	\$1,432
1871630137	Ted		Kaspar	DO	FP	Ponca City	OK	\$ 250.14	520	\$130,075
1043256019	Gregory	P	Kelley	DO	FP	Choctaw	OK	\$ 256.86	304	\$78,086
1255318234	Stephen	C	Khoury	DO	FP	Durant	OK	\$ 220.54	250	\$55,135
1679544092	Laura	L	Kilkenny	DO	FP	Oklahoma City	OK	\$ 263.20	169	\$44,481
1821407644	William	J	Kinderknecht	DO	FP	Mcalester	OK	\$ 103.45	198	\$20,484
1033180484	Edwin	K	King	DO	FP	Oklahoma City	OK	\$ 506.60	260	\$131,717
1104826569	Stacey	D	Knapp	DO	FP	Oklahoma City	OK	\$ 140.30	173	\$24,272
1144229469	Scott	M	Koch	DO	FP	Tulsa	OK	\$ 246.64	246	\$60,674
1003133463	Julia	M	Kwon	DO	Int Med	Tulsa	OK	\$ 243.98	132	\$32,205
1205815537	Kayla		Lakin-Southern	DO	FP	Tulsa	OK	\$ 99.72	412	\$41,083
1619068715	Gary	W	Lambert	DO	FP	Muskogee	OK	\$ 352.26	821	\$289,208
1275976136	Michael	C	Ledbetter	DO	FP	Tulsa	OK	\$ 165.69	482	\$79,863
1295911287	Brian	S	Lee	DO	FP	Durant	OK	\$ 295.42	314	\$92,761
1023378924	Luke	R	Leming	DO	FP	Grove	OK	\$ 211.32	1039	\$219,562



Rndrng_NPI	FIRST	MI	LAST	CRD	SPEC	A D D R E S S	CITY	ST	AVG ANNUAL \$ PER PART B PT	TOTAL PART B PTS	2019 PART B PAYMENT
1588748339	Brian	H	Lewis	DO	FP		Jenks	OK	\$ 213.24	969	\$206,630
1942218789	Regina	M	Lewis	DO	FP		Tulsa	OK	\$ 187.57	217	\$40,703
1891211249	Gib	K	Linzman	DO	Int Med		Tahlequah	OK	\$ 104.71	29	\$3,037
1295727071	Sharon	K	Little	DO	FP		Glenpool	OK	\$ 197.40	205	\$40,467
1881687200	Patrick	G	Livingston	DO	FP	Ste	Norman	OK	\$ 246.65	754	\$185,971
1295742039	Patrick	P	Lo	DO	FP		Ok City	OK	\$ 224.05	512	\$114,711
1326087800	David	M	Lovelace	DO	FP		Durant	OK	\$ 52.52	46	\$2,416
1912384066	Amanda		Lucashu	DO	FP		Tulsa	OK	\$ 213.53	242	\$51,673
1265475735	Teresa	J	Lynn	DO	FP		Sulphur	OK	\$ 470.55	206	\$96,934
1447231311	James	R	Madison	DO	Int Med		Tahlequah	OK	\$ 196.27	263	\$51,619
1396718326	Judy	L	Magnusson	DO	FP		Oklahoma City	OK	\$ 426.31	294	\$125,336
1467430561	Chris	E	Manschreck	DO	FP	Ste	Mcalester	OK	\$ 184.11	610	\$112,304
1396106837	Jaron		Marriott	DO	Int Med		Oklahoma City	OK	\$ 252.46	409	\$103,257
1760484547	Royce	G	Martens	DO	FP		Madill	OK	\$ 459.11	186	\$85,394
1780765719	Derek	M	Matheson	DO	Int Med	Hoc	Bartlesville	OK	\$ 158.30	701	\$110,967
1487726493	Susan	V	Mathew	DO	FP		Oklahoma City	OK	\$ 242.33	296	\$71,730
1518980531	Colm	P	Mccauley	DO	FP		Cushing	OK	\$ 311.25	288	\$89,640
1053365668	Dennis	J	Mcclary	DO	Int Med		Tulsa	OK	\$ 37.72	14	\$528
1225256282	Brendon	D	Mccollom	DO	FP		Oklahoma City	OK	\$ 299.73	273	\$81,827
1063890242	Kacey		Mcconnell	DO	Int Med		Tulsa	OK	\$ 241.30	122	\$29,438
1407879661	Thomas	W	Mcculloh	DO	FP		Ardmore	OK	\$ 228.88	1458	\$333,702
1831610930	James	N	Mckeehen	DO	FP		Durant	OK	\$ 124.10	102	\$12,658
1013397991	Chelsea	R	Mcvey	DO	FP		Mustang	OK	\$ 146.44	167	\$24,455
1982670816	Trenton	L	Mefford	DO	FP		Frederick	OK	\$ 124.49	650	\$80,918
1912170515	Stephanie		Meissen	DO	FP		Tulsa	OK	\$ 92.66	952	\$88,211
1598971277	Caroline	E	erritt-Schiermey	DO	Int Med		Edmond	OK	\$ 141.99	281	\$39,898
1568703700	Blake		Middleton	DO	FP		Oklahoma City	OK	\$ 145.50	690	\$100,397
1174889448	Jason	K	Miles	DO	FP	Ste	Claremore	OK	\$ 273.08	291	\$79,465
1316960339	Mary	K	Mills	DO	FP		Broken Arrow	OK	\$ 223.16	136	\$30,350
1629427430	Jalal	S	Moharrerri	DO	Int Med		Lawton	OK	\$ 164.58	148	\$24,358
1750311536	Russell	D	MoneyPENNY	DO	Int Med	Sui	Owasso	OK	\$ 123.78	446	\$55,207
1912252172	Robert	A	Moody	DO	FP		Durant	OK	\$ 144.05	337	\$48,545
1104072818	Patrice	E	Mooney	DO	FP		Lawton	OK	\$ 94.44	115	\$10,860
1851387930	Jack	L	Morgan	DO	Int Med	Er	Bartlesville	OK	\$ 138.52	226	\$31,306
1639103930	Paul	D	Morrison	DO	Int Med		Henryetta	OK	\$ 127.56	415	\$52,936
1497949051	Ashley	N	Muckala	DO	Int Med		Norman	OK	\$ 195.09	312	\$60,867
1770003006	Halie		Muckelrath	DO, MS	FP		Cushing	OK	\$ 97.86	25	\$2,446
1043287147	Louis	E	Mulkey	DO	FP		Tulsa	OK	\$ 50.40	174	\$8,770

Rndrng_NPI	FIRST	MI	LAST	CRD	SPEC	A D D R E S S	CITY	ST	AVG ANNUAL \$ PER PART B PT	TOTAL PART B PTS	2019 PART B PAYMENT
1164403986	Lana	D	Myers	DO	FP		Tulsa	OK	\$ 105.13	162	\$17,032
1467893941	Erin	N	Nguyen	DO	FP		Oklahoma City	OK	\$ 263.43	302	\$79,555
1487625505	Daniel	L	Nicoll	DO	FP	Sui	Grove	OK	\$ 94.51	326	\$30,810
1255353611	Patrick	J	O'Neill	DO	FP		Ada	OK	\$ 736.93	317	\$233,607
1033138284	Helen	D	Oconnor	DO	FP	Ok	Oklahoma City	OK	\$ 173.52	491	\$85,201
1255322699	Victoria	E	Pardue	DO	FP		Hugo	OK	\$ 306.84	672	\$206,197
1053348821	Denny	R	Parton	DO	FP		Prague	OK	\$ 110.78	126	\$13,959
1801890454	Jerry	D	Patton	DO	FP		Collinsville	OK	\$ 415.67	61	\$25,356
1174903389	Kassandra	L	Payne	DO	FP		Poteau	OK	\$ 79.84	25	\$1,996
1356314603	Ryan	A	Pitts	DO	FP		Poteau	OK	\$ 161.31	261	\$42,102
1174966048	Ashley	W	Pojezny	DO	FP		Tulsa	OK	\$ 85.29	274	\$23,370
1093795510	Clell	W	Pond	DO	FP		Tulsa	OK	\$ 65.47	137	\$8,969
1972546067	Melinda		Powers	DO	FP		Altus	OK	\$ 261.32	25	\$6,533
1417298837	Marinn		Rank	DO	FP		Tulsa	OK	\$ 142.22	100	\$14,222
1346627395	Jeremy		Ransdell	DO	FP		Jenks	OK	\$ 156.79	158	\$24,773
1336383322	Rachel	B	Ray	DO	FP		Tulsa	OK	\$ 108.68	335	\$36,409
1376526889	Leslie	J	Rebtoy	DO	FP		Stilwell	OK	\$ 65.21	259	\$16,890
1992739932	Jason	D	Remington	DO	FP	Sui	Bristow	OK	\$ 216.36	241	\$52,142
1417021353	John	F	Rice	DO	FP		Checotah	OK	\$ 359.67	965	\$347,085
1588656292	Wendell	L	Richards	DO	FP		Chandler	OK	\$ 309.76	514	\$159,219
1144646985	Ross		Riddle	DO	FP		Hobart	OK	\$ 234.99	285	\$66,972
1871516898	David	R	Ring	DO	FP		Pryor	OK	\$ 216.44	106	\$22,942
1932629268	Chelsea	M	Rommel	DO	FP		Norman	OK	\$ 101.19	18	\$1,821
1588969711	Clayton	H	Royder	DO	FP	Sui	Oklahoma City	OK	\$ 1,484.18	130	\$192,944
1396790143	Larry	L	Ruffin	DO	FP		Midwest City	OK	\$ 153.90	228	\$35,088
1558309278	Monica		Saenz	DO	Int Med	Ste	Tulsa	OK	\$ 158.43	635	\$100,600
1497724215	Barclay	J	Sappington	DO	FP	Sui	Tulsa	OK	\$ 150.17	105	\$15,768
1467554824	Karen	L	Schafer	DO	FP		Lawton	OK	\$ 90.88	39	\$3,544
1780650606	Ryan	W	Schafer	DO	FP		Ardmore	OK	\$ 485.58	607	\$294,744
1801895024	Joseph	R	Schlecht	DO	FP		Jenks	OK	\$ 174.20	245	\$42,679
1487740643	Sabrina	L	Schrader	DO	FP	Sui	Oklahoma City	OK	\$ 82.13	290	\$23,817
1750496659	Jennifer	C	Scoufos	DO	FP		Sallisaw	OK	\$ 92.17	278	\$25,623
1104825231	Christopher	A	Shearer	DO	Int Med	Sui	Enid	OK	\$ 344.90	670	\$231,086
1043205651	Garrick	L	Shreck	DO	FP		Stillwater	OK	\$ 280.68	219	\$61,469
1518224724	Gary	J	Sims	DO	Int Med	Ste	Tulsa	OK	\$ 204.81	378	\$77,417
1518320928	Kevin		Smith	DO	Int Med		Tulsa	OK	\$ 147.34	189	\$27,847
1760742282	Kristina	L	Smith	DO	Int Med		Tulsa	OK	\$ 198.24	85	\$16,851
1316357437	Ryan	L	Smith	DO	FP		Tulsa	OK	\$ 99.02	743	\$73,571

Rndrng_NPI	FIRST	MI	LAST	CRD	SPEC	CITY	ST	AVG ANNUAL \$ PER PART B PT	TOTAL PART B PTS	2019 PART B PAYMENT
1366437246	Corby	W	Smithton	DO	FP	Stillwater	OK	\$ 283.44	285	\$80,779
1730350034	Mousumi		Som	DO	Int Med	Tulsa	OK	\$ 247.97	582	\$144,318
1134640162	Laurel	E	Stacy	DO	FP	Cushing	OK	\$ 107.21	43	\$4,610
1396757951	Michael	R	Stafford	DO	FP	Ada	OK	\$ 137.26	422	\$57,923
1871757476	Leslie	S	Staubus	DO	Int Med	Tulsa	OK	\$ 132.76	127	\$16,861
1760453591	Susan	K	Steele	DO	FP	Tulsa	OK	\$ 93.93	25	\$2,348
1629052311	Donald	L	Sutmiller	DO	Gen Pract	Hominy	OK	\$ 10.48	56	\$587
1457511305	Laura	V	Swant	DO	Int Med	Oklahoma City	OK	\$ 309.08	64	\$19,781
1336168236	William	T	Swearingen	DO	FP	Newcastle	OK	\$ 348.55	490	\$170,787
1518902550	Yvan		Thomas	DO	FP	Tulsa	OK	\$ 207.59	312	\$64,768
1255826889	Dustin	A	Thompson	DO	FP	Durant	OK	\$ 124.09	13	\$1,613
1033111547	Susanne	P	Thompson	DO	Int Med	Tulsa	OK	\$ 311.58	225	\$70,105
1144627134	Ryan		Tischler	DO	FP	Tulsa	OK	\$ 209.34	120	\$25,121
1285677203	John		Tran	DO	FP	Altus	OK	\$ 226.66	85	\$19,266
1447299920	Stephen		Treadwell	DO	FP	Healdton	OK	\$ 609.12	284	\$172,990
1427091388	Steven	P	Treat	DO	FP	Owasso	OK	\$ 122.25	415	\$50,733
1417054537	Kevin	F	Tulipana	DO	Int Med	Tulsa	OK	\$ 734.93	172	\$126,408
1861879918	Chelsea		Vanderwall	DO	FP	Tulsa	OK	\$ 177.86	272	\$48,377
1285606608	George	A	Vascellaro	DO	FP	Shawnee	OK	\$ 120.59	156	\$18,812
1174595599	Monte	D	Veal	DO	FP	Oklahoma City	OK	\$ 318.20	33	\$10,501
1114294741	Krystal	M	Vonfeldt	DO	FP	Duncan	OK	\$ 233.22	365	\$85,124
1942292271	Lewis	A	Wallace	DO	Int Med	Ada	OK	\$ 21.06	29	\$611
1902197049	Roy	P	Ward	DO	FP	Tulsa	OK	\$ 111.73	389	\$43,462
1053377937	Steven	K	Watkins	DO	FP	Ardmore	OK	\$ 305.35	364	\$111,148
1639141724	Rita		Westenhaver	DO	FP	Tulsa	OK	\$ 200.58	210	\$42,123
1124388293	Heather	N	Wheeler	DO	FP	Edmond	OK	\$ 261.39	280	\$73,190
1336239540	Michael	A	Whinery	DO	FP	Claremore	OK	\$ 152.56	205	\$31,274
1346627304	Emily		White	DO	FP	Glenpool	OK	\$ 214.58	183	\$39,268
1801867965	Leslie	J	Whitt	DO	FP	Tulsa	OK	\$ 90.28	318	\$28,711
1972591980	Robert	A	Wieck	DO	FP	Wewoka	OK	\$ 231.45	291	\$67,351
1033179916	Susan	C	Willard	DO	FP	Tulsa	OK	\$ 291.98	302	\$88,177
1245522549	Phillip	S	Williams	DO	FP	Grove	OK	\$ 202.86	171	\$34,690
1336137728	Robert	C	Williams	DO	FP	Spiro	OK	\$ 79.79	197	\$15,718
1487685020	Terence	M	Williams	DO	FP	Sand Springs	OK	\$ 264.35	306	\$80,892
1063491801	Michael	W	Wilson	DO	FP	Oklahoma City	OK	\$ 96.23	95	\$9,142
1346469368	Harold	S	Wood	DO	Int Med	Shawnee	OK	\$ 154.46	428	\$66,109
1518960756	Daniel	K	Wooster	DO	FP	Broken Arrow	OK	\$ 504.03	236	\$118,952
1083646541	Robert	J	Wright	DO	FP	Broken Arrow	OK	\$ 238.96	429	\$102,514

Rndrng_NPI	FIRST	MI	LAST	CRD	SPEC	CITY	ST	AVG ANNUAL \$ PER PART B PT	TOTAL PART B PTS	2019 PART B PAYMENT
1306845367	Brooks	B	Zimmerman	DO	FP	Ardmore	OK	\$ 351.22	524	\$184,037
1457744211	S	P	Zrenda	DO	FP	Tulsa	OK	\$ 134.71	346	\$46,609
<b>AVERAGE MEDICARE PAYMENTS IN 2019 PER PART B PATIENT</b>								<b>\$ 224.48</b>		

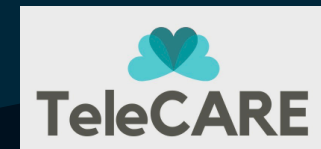
# SOME REACT SLOWLY TO CHANGES IN THE INDUSTRY

CHANGE IS NECESSARY

CMS & Third-Party  
Insurance loves  
Remote Patient  
Monitoring

99091 was not and is  
not profitable

MEDICARE STARTED PAYING FOR  
99453, 99454 & 99457 IN 2019





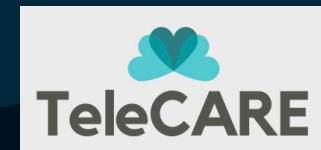
# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

CHANGE IS NECESSARY

CMS & Third-Party  
Insurance loves  
Remote Patient  
Monitoring

## KLAS STUDY SHOWS:

- 38% - Reduced Hospital Admits
- 25% - Reduced Re-Admits
- 25% - Reduced ER Visits
- 13% - Improved rx compliance
- 8% - Decreased A1C levels





# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

CHANGE IS NECESSARY

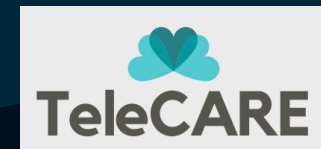
CMS & Third-Party Insurance loves Remote Patient Monitoring

Nov. 2019: Classified in same category as Chronic Care Management

Able to be performed by the service, the same way as CCM

91% of our clients use our monitoring personnel instead of their nurses or MAs

Average net profit per patient is  
\$72 per month  
\$864 per year



# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

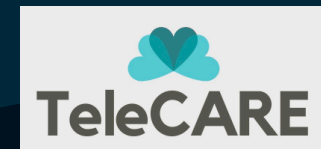
CHANGE IS NECESSARY

AND YOU STRUGGLED  
DURING COVID  
LOCKDOWNS FOR NO  
REASON?

How many Hypertension pts? 400?  
If half of them did bp at home?

$200 \times \$72 = \$14,400 \text{ p/m, } \$172,800 \text{ p/y}$

Average net profit per patient is  
\$72 per month  
\$864 per year



# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

## CHANGE IS NECESSARY

### Medicare pays for Cognitive TESTING

**Average** MPFS for code 96138,  
96132 is \$143

The test itself helps you determine  
whether there is cognitive impairment

How do you perform a Cognitive Assessment?

One way is profitable.

The other way is not.

Medicare has been paying for cognitive testing  
since 2003

## THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

### CHANGE IS NECESSARY

Medicare pays for  
Cognitive TESTING

Average MPFS for code 96138, 96132 is \$143

Researchers believe that most **patients** with mild **cognitive impairment** (MCI) **will** go on to develop dementia. MCI is a stage between the mental decline seen in normal aging and the onset of early dementia

FAMILIES NEED HOPE AND HELP

# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

## CHANGE IS NECESSARY

### Medicare pays for Cognitive Assessment Planning (99483)

Less than 1% of medical providers billed this in all of 2020. Must be performed by medical provider (MD, DO, NP or PA)

## Patients with Cognitive Impairments need HOPE & CARE

- 26% of Seniors report Anxiety or Depression in 2018.
- How many today after Covid, Riots, Election, Masks, Vaccines, Ukraine War, Inflation, Gas Prices, etc?
- A 26 to 50-minute visit with the patient and caregiver can make a difference in patient.

Average MPFS for code 99483 is \$290.68

# THEY REACT SLOWLY TO CHANGES IN THE INDUSTRY

## CHANGE IS NECESSARY

Do you perform  
Advanced Care  
Planning?

99497-33

If performed on same day as AWV

Average MPFS for code 99497 IS \$87.89

Advance Care Planning including the explanation and discussion of advance directives such as standard forms (including the completion of such forms, when performed), by the physician or other qualified health professional; first 30 minutes, face-to-face with the patient, family members, and/or\* surrogate.”

**TIMED CODE: MIDPOINT RULE**





**I didn't want to know that much!**

I will spend an hour with you & your manager on a Zoom call asking questions & making suggestions. At the end of the hour, I'll ask you if that hour just helped you increase the clinic income by \$30,000 p/year. If you say yes, you pay my \$500 consult fee & **if not – you don't owe me a penny**

# THANK YOU!

I really can increase  
the average family or  
internal doc's yearly  
clinic income by \$70K  
to \$270K – very  
easily...

**DON SELF, CASA, CMCS, CPC**

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[WWW.DONSELF.COM](http://WWW.DONSELF.COM)

