

Late Night With Chip & Paulie

Episode #18

Thursday June 29, 2023 @ 8:00PM ET

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2023 PMI Roadshows



PEDIATRIC MANAGEMENT INSTITUTE
HELPING PEDIATRICIANS SUCCEED

REGISTER TODAY!

Seating limited in all venues to ensure optimal learning

Join us for our upcoming seminar on Practice Management, curated specifically for Pediatricians, Administrators, and Office Managers, where one will gain invaluable insights and skills to operate a thriving pediatric practice in today's healthcare environment.

This program features interactive lectures, engaging case studies, and dynamic discussions to provide an in-depth understanding of the nuances and best practices for running a thriving Pediatric practice. Take advantage of this opportunity to network with peers and learn from industry leaders.



Paul Vanchiere, MBA



Brandon Betancourt, MBA

SCHEDULE

Registration	8:30AM
Introduction/ Welcome	9:00AM
Measuring Your Practice's Financial Progress	9:15AM
Break	10:15AM
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Roadshow Adjourns	5:30PM

CITY	DATE
Washington, DC	May 30, 2023
Richmond, VA	June 1, 2023
Boston, MA	June 27, 2023
Philadelphia, PA	June 29, 2023
Los Angeles, CA	August 8, 2023
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REGISTRATION FEE \$249

Fee covers lunch, snacks, beverages, and digital copies of all presentation materials.

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Agenda

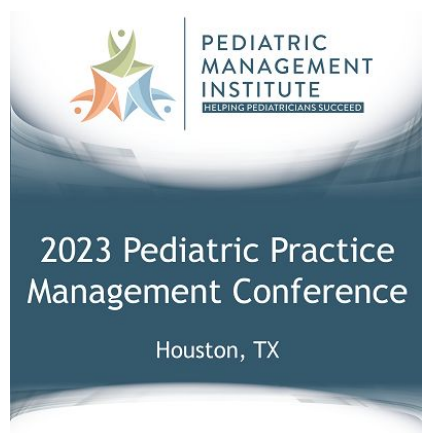
- This Week's Focus
- Data Nerd Report
- News Round Up
- Common Issues

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PMI Conference 2024

- Discounts (\$75) ends Oct 31st
- Over half of tickets already sold!



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Focus For The Week...

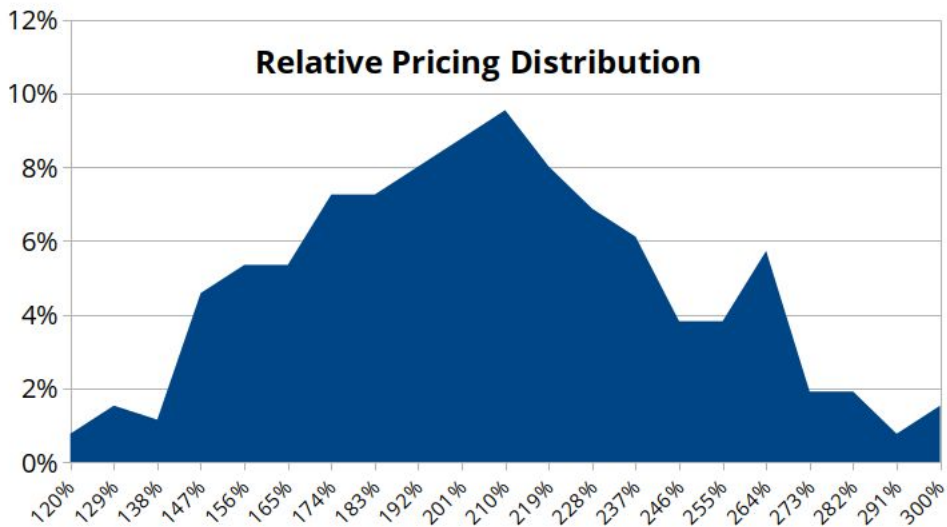
If **TOXIC** behavior in a workplace is left unchecked, it will **SPREAD** and **KILL** the organization.

The only **ANTIDOTE** is strong, positive **LEADERSHIP**.

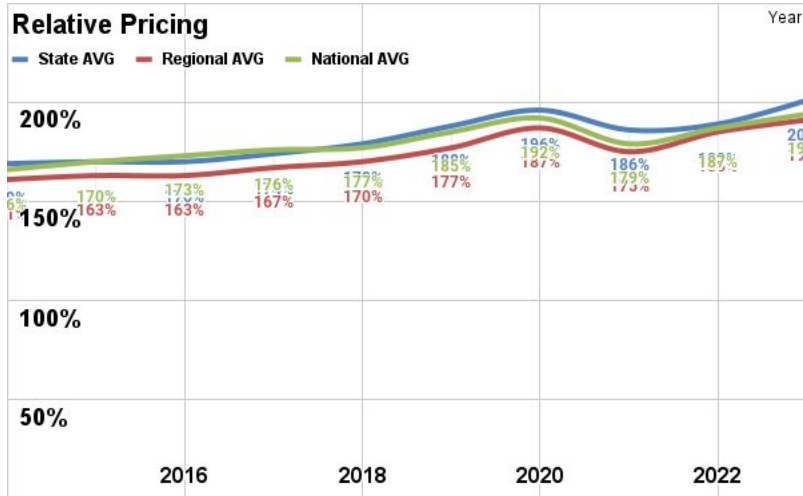
BE A LEADER.

TheLeadershipReformation.com

Latest Data From The Data Nerd...



Latest Data From The Data Nerd...



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Fix Your Vaccine Prices NOW!

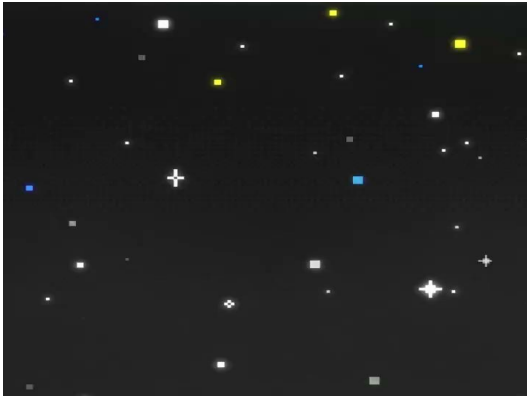
Procedure Name	Ins Group at Time of Service	Units	Charge Amount	Avg Charge Amount	Amount Deposited (all pmts)	Avg Deposited	Percent Deposited (all pmts)
Gardasil	Personal/No Insurance	25	\$8,125.00	\$325.00	\$5,741.91	\$229.68	70.67%
Gardasil	Tricare	90	\$29,250.00	\$325.00	\$22,000.23	\$244.45	75.21%
Gardasil	Aetna	71	\$23,075.00	\$325.00	\$22,833.09	\$321.59	98.95%
Gardasil	Cigna	458	\$148,850.00	\$325.00	\$129,938.31	\$283.71	87.29%
Gardasil	BCBS MS	232	\$75,400.00	\$325.00	\$63,352.80	\$273.07	84.02%
Gardasil	BCBS TN	423	\$137,475.00	\$325.00	\$125,141.36	\$295.84	91.03%
Gardasil	UHC	221	\$71,825.00	\$325.00	\$62,894.45	\$284.59	87.57%

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PCC User's Conference 2023

July 11-14, Burlington, VT



<https://www.pcc.com/uc-2023/>

[Last year's conference is all there for free...](#)

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What's On The Pediatric Practice Management Calendar?

June 29, 2023

Paulie and Chip Late Show Webinar 8pm

Clean Out the Office Refrigerators and Snack Drawers (Q)

Vaccine management (Q)

Check for new DIRECT addresses (Q)

Check all voicemail greetings (M)

Unclaimed property check (Y)

bit.ly/PediatricPracticeManagementCalendar

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News Round Up ...Important News Pediatricians Need To Know!

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PLEASE COMPLETE THIS SURVEY!

- SOAPM requests your participation in a **10-minute** survey
- to understand perceptions of and experiences with pediatric COVID-19 vaccination and the impact of commercialization of COVID-19 vaccines on pediatric vaccination efforts
- Sponsored by the Association of Immunization Managers (AIM) with funding from the CDC.
- This survey should be completed by a clinician, practice administrator, or vaccine program coordinator who is familiar with your practice's pediatric vaccine management practices and, if relevant, involvement in the Vaccines for Children program.
- If you are eligible and complete the survey, you will receive a \$20 electronic Amazon gift card.
- July 7 deadline!
- **Questions about the survey?** Please contact the survey team at PediatricVaccineScan@mathematica-mpr.com.

<https://www.pediatricvaccinationsurvey.com/Clinician>

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Forbes

FORBES > LEADERSHIP

New York's Noncompete Bill Is A 'Big Domino To Fall' — And The Broadest Ban Yet — In A Growing Movement Against Them

New York would be the fifth state with a blanket ban on noncompetes. Since the FTC's January proposal, Minnesota joined the growing list of states with bans and restrictions on noncompete agreements with a law that will take effect July 1. Three states—California, North Dakota and Oklahoma—have had bans in place since the 19th century; other states, including Colorado, Illinois and Maryland, have passed laws in recent years that limit noncompetes for higher wage earners.

<https://www.forbes.com/sites/emmylucas/2023/06/27/new-yorks-noncompete-bill-is-a-big-domino-to-fall-and-the-broadest-ban-yet-in-a-growing-movement-against-them/?sh=43a0fb94d32e>

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Most Common Issues We See When Working With A Pediatric Practice

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No Practice Budget or Planning

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Obsession With (the wrong) Benchmarks

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Not Updating Practice Value Each Year

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Misusing Incident-To Billing



AAP Pediatric
Coding Newsletter™

Proven coding guidance from the American Academy of Pediatrics

November 2016

<http://coding.aap.org>

Volume 12 • Number 2

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- Coding Challenge: Incident-to Reporting
- Modifiers... from AAP Pediatric Coding Newsletter™
- Q&A
- AAP Pediatric Coding Newsletter™ Quiz

Services that do not qualify for incident-to:

1. Any services that can be provided without a physician's supervision cannot be billed as incident-to; think laboratory services (except those such as coagulation monitoring which requires visits for medication management), flu shots, EKG, certain radiology services, etc.
2. New patient office visits (CPT 99201-99205)
3. Office consultations (CPT 99241-99245)
4. Preventive examinations and yearly physical exams including Medicare IPPE, AWV, etc (CPT 99381-99387, 99391-99397)
5. Any new problems encountered during the visit that are not addressed in the established plan of care. In this instance, the supervising physician needs to see the patient
6. No services can be billed incident-to when the supervising physician is not present in the office

Lack of Succession Plan

Not Properly Managing [Private] Vaccine Inventory

Leverage the trust patients have in them

Leverage practice online presence to squash misinformation:

<https://www.skepticalraptor.com/skepticalraptorblog.php/basic-vaccine-chemistry-for-those-who-are-confused-by-it/>

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Ignoring HIPAA and IT Security

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Leaders Without The Right Skills

The Practice Supervisor *PMI Leadership / Supervisor Training*

Welcome to the PMI Leadership/Supervisor training program. This six-part video/workbook series is designed to help managers, administrators and supervisors in a Pediatric organization learn what they need to effectively supervise others.

The material is broken into six parts:

- Effectively Supervising Others
 - Video: 12 Minutes
- Fundamentals Of Effective Leadership
 - Video: 30 Minutes
- Team Building
 - Video: 19 Minutes
- Communication Skills
 - Video: 25 Minutes
- Managing Disciplinary Issues
 - Video: 6 Minutes
- Managing Difficult Conversations
 - Video: 37 Minutes

Participants are encouraged to download the available Participant Manual before watching the videos as it contains many exercises referenced in the videos.




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NOVEMBER 10-12, 2023**

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**Suzanne Berman,
MD, FAAP**

Former AAP SOAPM chair and nationally recognized physician advocate, Dr. Berman is a friend to pediatricians and children across the US. You may have benefited from her pediatrician guidebooks for the Provider Relief Fund, the OSHA COVID ETS, and the 21st Century Cures Act.
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2023 Pediatric Practice Management Conference

Houston, TX



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