



In This Issue

- Launching Your Career in Pediatrics: Charging for Your Services and Billing
- Highlighted content added to *Practice Management Online*
- Practice Management Consultant
- What Pediatricians Need to Do to Prepare Their Practices for Meaningful Use and the Incentive Program

Launching Your Career in Pediatrics: Charging for Your Services and Billing

To ensure the financial viability of your practice, billing, payment, and knowledge of managed care contracts is important. This section will provide tips on the following:

- **Determining the Break-even Point for Your Practice:** This section provides tips on how reach the break even for a new practice.
- **Setting Appropriate Fees for Services: Establishing a Fee Schedule:** This section provides tips on how to set up your office charges and setting fee schedules.
- **Billing for Services:** This section provides tips on how your practice will manage billing for services.
- **Handling Accounts Payable and Collections:** This section provides tips on how to collect co-payments, past due bills, credit cards, and online bill payments.
- **Managing Private Payer Contracts and Denials:** This section provides tips on working with insurance companies.
- **Coding for Visits:** This section provides an overview of coding-related terms.
- **Revenue-Generating Services:** This section provides suggestions for additional services that can be offered in a pediatric practice. A revenue projection worksheet is included.

To view the complete handbook, visit
<http://practice.aap.org/startinginpractice.aspx>.

American Academy of Pediatrics

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Practice Management Online Newsletter

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Highlighted Content on *Practice Management Online*

Each month, new content is added to *Practice Management Online* (PMO). Following are some of the articles, tools, and resources that have been added or updated recently.

2010 Health Care Reform & Its Affect on Coding/RBRVS: This document provides an overview of how the Patient Protection and Affordable Care Act (3/23/10) [PPACA] Health Care and Education Affordability Reconciliation Act of 2010 (3/30/10) [2010 Reconciliation Act] will affect coding/RBRVS.

Breast Pump Rental in the Pediatric Practice: Many pediatric practices are choosing to rent or sell breastfeeding products and supplies, including breast pumps. A breast pump rental system setup in your office can be fairly simple or more complex, depending on how you want to run the program and your population's needs. This article provides tips.

Counseling for Tobacco Use and Getting Paid for It: This article provides tips on counseling for tobacco use and codes used for payment.

The Electronic Evolution of Data Coming In: Opportunities for Quality Improvement, Cost Savings, and Asset Creation – What a Difference 5 Years Makes (COCIT News-Spring 2010): An update on EHR/EMR technology over the past 5 years.

Quality Improvement: – You Gotta Do it (One Practice's Experience): This article provides an overview of how quality improvement can be successfully implemented in the pediatric practice.

NEW Practice Management Consultant

A Compendium of Articles From Practice Management Online



Practice Management Consultant gives you one place to look for pediatric-specific guidance, resources, and tools to run a practice that is fiscally sound, operationally efficient, and fully equipped to deliver quality care. This convenient new compendium offers page after page of must-know information and recommendations from the AAP member-access site *Practice Management Online*.

The essentials of practice management excellence—all in one quick reference guide. **Special Introductory Offer—Order by May 31, 2010 and Save \$15!**

For more information or to order, visit the AAP Bookstore



What Pediatricians Need to Do to Prepare Their Practices for Meaningful Use and the Incentive Program

The American Recovery and Reinvestment Act of 2009, signed into law in February 2009, includes the Health Information Technology for Economic and Clinical Health Act, which provides guidance from the Centers for Medicare & Medicaid Services (CMS) (Table 1) on

- Establishing a set of specific requirements to be considered *certified* electronic health record (EHR) technology
- Establishing a series of criteria to which health care providers and hospitals must adhere to qualify as meaningful users of health information technology and receive incentive payments
- Establishing a series of quality measures on which providers and hospitals must report to receive the incentive payments

Criteria	Eligible Providers
Satisfy proposed meaningful use objectives.	Attestation (for CY and FY 2011) through a secure mechanism
Satisfy proposed meaningful use objectives, other than quality measures.	Attestation (for payment years beginning in CY/FY 2012 and beyond) through a secure mechanism
Satisfy the objective, "Submitting quality measures to CMS or the states."	Electronic reporting of clinical quality measures (for payment years beginning in CY/FY 2012 and beyond)

CY, calendar year; FY, fiscal year; CMS, Centers for Medicare & Medicaid Services.

Pediatricians can receive a maximum payment of \$63,750 over 6 years. Providers must begin receiving incentive payments by 2016. Allowable costs include purchase, implementation, upgrades, support services, integral related training, and costs of operating, maintaining, or using.

The definition of *meaningful use* will initially focus on a few key functions.

- Capturing health care data in a structured electronic format
- Using electronic clinical decision support for a few of your highest-priority clinical issues
- Sharing clinical summaries with patients and other members of the patient's health care team.

The requirements will increase in complexity over a 5-year period.

Visit <http://practice.aap.org/content.aspx?aid=2934> for information regarding eligibility for incentive payments, process for making and receiving incentive payments, certification criteria, meaningful use criteria, and quality measures.

Tell Us What You Think: You could win a *Practice Management Consultant* (see page 2)

Please take a moment to visit <http://www.surveymonkey.com/s/8LHRKQ2> to complete a brief survey (6 questions) to help us evaluate the usefulness of this newsletter.