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Learn To Get Paid, Legally & Ethically

Hello Susan,

The Medicare 2024 Physician Fee Schedule is here!

For counselors and marriage/family therapists, this is the signal that provider enrollment is now open. Are you ready? To learn more about Medicare, check out the events below.

For the entire behavioral health community: there is important information in this document!

What is the Physician Fee Schedule (PFS) and why is it so important?

First of all - the name is misleading in about 4 different ways:

- It applies to ALL provider types, not just physicians. It includes behavioral health clinicians of all types.

- It isn't *just* a fee schedule. Each year, the PFS lists rules that will be enacted or changed in Medicare for the upcoming calendar year.
- If certain procedures will now be covered (*or discontinued from coverage*), then that information goes in the PFS also. It's *very* specific, listing exact CPT codes.
- And it goes into mind-numbing, incomprehensible details about things like *conversion factors* and *relative value units* - these are part of the complex formulas by which Medicare determines how much they will pay.

Does it affect me?

For mental health clinicians, 2024 is a critical year to pay attention to the Physician Fee Schedule - and not just for the counselors and marriage/family therapists who are being admitted to Medicare for the first time.

Telehealth!

The PFS includes answers we've all been waiting for, particularly the question of whether telehealth will continue to be reimbursed at the *non-facility* (higher) Medicare rate.

And the answer is.....**YES!**

The document download contains important information about coding in 2024. Get it [here!](#)

Additionally, a behavioral health in-person visit within the 6 months prior to a telehealth one will **NOT** be required until 2025.

INCREASED Reimbursement for Psychotherapy

For the first time in my 25-year billing career, psychotherapy codes are being given an increase in relative value units. What this means is - *and I am not joking!* - that while overall physician fees are proposed to be cut by the 2024 PFS (*as expected, and as happens every year*), the reimbursement for psychotherapy codes will either remain stable, or possibly even INCREASE. Yes, really!



I don't get to report GOOD news very often!

We'll have to wait until the final 2024 Medicare fees are loaded to the [online search tool](#) to get exact numbers. Also, the increases are slated to be implemented gradually over the next 4 years. Keep in mind that this is a very political area: Medicare reimbursement as proposed by the Physician Fee Schedule generally gets altered by Congressional action before the start of the next calendar year - usually to avoid or reduce reimbursement cuts.

If you're considering enrolling: know that usually, Congress softens the reimbursement cuts at the 11th hour, sending the budgetary consequences further on down the road. *No politician wants constituents to remember that they voted to cut Medicare!*

Anything else?

My [special report](#) contains the latest information on the following issues - and some surprising updates!

- Requirement to register home telehealth office locations - **postponed until 2025!**
- Audio-only coverage
- **How to code telehealth visits in 2024!**
- Brief telephone services coverage
- New provider enrollment deadlines for reporting changes
- Incident-to guidance
- Increase in reimbursement for [Behavioral Health Integration care management](#) codes 99484 / G0323
- Social determinants of health assessment
- **Attention LCSWs!** In 2024, LCSWs still cannot bill independently for clients in skilled nursing facilities - yet MHCs and MFTs can will be able to. Weird, but true.

Download Your Billing Buddy's FREE report and get all the information you need for 2024, including how to code for telehealth! (It's even readable...)

FREE guide to Medicare's 2024 rules!



Medicare HELP!



Feeling pressured to make a decision? Are the private insurers telling you that you **HAVE** to enroll as a Medicare provider?

There are so many horror stories! What's the truth about Medicare? Is it really the nightmare everyone says it is?

Find out - in a supportive, small-group, relaxed and non-judgmental atmosphere.

You've made the decision to enroll as a provider in Medicare. Now what? **It seems so difficult!**

Medicare's Provider Enrollment system is **NOT** the same as insurance credentialing. Medicare has specific terms, timelines, and expectations that differ from private insurance.

This workshop will guide you through a first-time rendering Medicare provider enrollment form. At

Only YOU can decide what's right for your practice - but you can't do that unless you get the facts.

the end of 90 minutes, you will be ready to submit! Plus, you can request help from Your Billing Buddy if Medicare says your application needs additional info!

Should I enroll in Medicare?!?

Register now!



Trouble with BCBS Billing?



Friday, December 1, 2023
10 am Pacific / 1 pm Eastern

BCBS plans can be extremely difficult to get right, when billing.

- Not sure which Blue to send claims to?
- Prefixes? Home plan? Local plan? *What the heck does this mean???*
- How to avoid the errors EVERYONE makes.
- Resources out there you never knew existed.
- Availability? A useful tool? YES - it really can be - if you know the secrets.
- How to avoid sitting on hold for hours.
- When your client has two different Blue plans. What now?



Who do I bill if I'm in a state with multiple Blue plans? Or if Blue Cross and Blue Shield are separate?



How is my patient portal messing up my BCBS billing? Learn what to do about it!



Managing secondary BCBS plans when Medicare is primary. Filing too early is a problem!?! I get paid by other states?

How would you like to bill confidently, knowing that you'll have fewer rejections and denied claims?

Find out what information you **must** get from new clients in order to be sure of getting paid.

Out of network? What do you need to know that no one tells you about?

***Black Friday special for mailing list members:
Register by November 27th and get a discount!***

Promo code **LIST10** gets you 10% off your registration!

Register Today!



Check out the Store for more help!

You CAN get a raise from insurance!

Credentialing for Billing Success!
New!

Why haven't you requested a raise from insurance yet?

There is no time like the present!

In-network therapists are in short supply everywhere. Increasing costs making more clients reluctant to pay out of pocket or see an out of network clinician. The Biden administration is putting the screws to the insurance companies and forcing them to honor mental health parity. If you're participating with insurance, what's stopping you? To succeed, you need to know:

- How to make your request
- What to say in your request
- To be strategic in what you request
- Who to ask

It works! Especially if you're like me, and go directly to the people in charge. Front-line customer service CANNOT help you.

This informative guide gives you all you need to know about getting a raise - and gives you examples of things to say (*and things NOT to say*) in your request letter.



BUY NOW

We missed you during the live event on November 3rd! But here's another opportunity to understand why all those ridiculous, boring, lengthy enrollment forms matter to the one important thing: **Getting Paid!**

Finally - an entertaining way to understand how NPI, CAQH, Availity, and all these other things talk to one another and influence HOW (*and IF*) you get paid. The webinar is full of practical suggestions for:

- Organizing your enrollment data
- Cutting down the time spent on credentialing & provider data maintenance
- Screen shots showing *exactly* what to do in CAQH and Availity
- Manage the credentialing, contracting, and provider data update processes with ease
- Setting up your claims to pay correctly based on your enrollment data

Note: this presentation focuses exclusively on private payers - not Medicare or other government plans.

Use Coupon Code **10CRED** and get 10% off!
Good through 12/27/23.



BUY NOW

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