

# The Essential Coding Course

18.5 CEUs

## Agenda

### Day 1:

- |          |   |   |
|----------|---|---|
| 4.5 CEUs | <b>Advanced Principles of Spine Coding - Part 1</b> | Attendees are instructed on the fundamentals of spine coding, starting with the anatomy of the spine as a foundation. This course then covers the best practices within compliant coding standards to code for spine procedures for maximum reimbursement.  |
| 2 CEUs   | <b>Advanced Principles of Spine Coding - Part 2</b> | This course will begin with analyzing the CPT book for spine coding and application.  |
| 3 CEUs   | <b>Mastering Modifiers</b>                          | This course identifies and explains commonly used CPT surgical modifiers and the applications that allow the coder to achieve the highest reimbursement possible, while remaining compliant with coding and reimbursement guidelines. Application, interpretation and requirements of use are discussed in great detail, and examples of reimbursement opportunities are presented. |

### Day 2:

- |          |                                 |   |
|----------|---------------------------------|---|
| 3 CEUs   | <b>Cadaver to Coding</b>        | Understand proper coding elements as they directly relate to spine procedures by navigating through the most commonly performed operations on a cadaver while discussing the correct codes relating to the anatomy and the procedures presented.                        |
| 1.5 CEUs | <b>Coding Scenarios</b>         | Coding a series of spine cases from basic to complicated and evaluating real life operative reports for proper documentation and coding applications.   |
| 1.5 CEUs | <b>Coding Workshop</b>          | Attendees will work through a series of cases, identifying the procedure in the body of the operative reports. We will then review and correct coding errors to further enhance your ability to identify procedures and employ proper coding guidelines.                |
| 3 CEUs   | <b>Maximizing Reimbursement</b> | This course will teach users how to read and analyze the fee schedule, calculate minimum expected payment and track payments on a surgery. This course also instructs on how to evaluate a claim and EOB, and decide on whether to appeal the claim, and to what level. |

*\* This course may be hosted in-person or live via a virtual classroom.*

#### CONTACT US

For more information, please contact Tamara Adair via email at [tadair@thebusinessofspine.com](mailto:tadair@thebusinessofspine.com) or by phone at (866) 859-7759.

# ADVANCED PRINCIPLES OF SPINE CODING

## DETAILS

This course may be hosted in-person or live via a virtual classroom.

## ABOUT



Become more educated in all aspects of coding, as it relates to the procedures performed in this highly technical area of surgery.



## CREDITS

# 5.0

CEUs from AAPC

*\*This number includes the CEUs from the Coding Workshop.*

## PRICE



**\$495.00**

Contact Tamara Adair at (866) 859-7759 to register.

For questions, email [tadair@thebusinessofspine.com](mailto:tadair@thebusinessofspine.com)

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

## AGENDA

### Advanced Principles of Spine Coding: Part 1 \*1.5 CEUs

Understand the fundamentals of spine coding, starting with the anatomy of the spine as a foundation. We'll then cover the best practices within compliant coding standards to code for spine procedures for maximum reimbursement. Topics covered include, but are not limited to:

#### SPINAL ANATOMY

#### DIAGNOSIS CODING

#### CODING FUNDAMENTALS:

##### Decompression

- o Anterior / Posterior / Extracavitary / Discectomy / Corpectomy / Corpectomy for Lesion / Laminotomy / Laminectomy

##### Fusion

- o Anterior / Posterior / Extracavitary Lateral / Spinal Deformity / Exploration of Fusion

##### Bone Grafts

##### Instrumentation

- o Anterior / Posterior / Extracavitary Lateral / Biomechanical Implants / Integrated Systems

##### Osteotomy / Excision / Fracture

#### HOW TO READ AND ANALYZE AN OPERATIVE REPORT

#### THE CODING PROCESS

- The Four Factors / Key Word Identification / Code Reduction / Selection / Final Code Set

### Advanced Principles of Spine Coding: Part 2 \*2 CEUs

In this course you will learn how to analyze the CPT book for spine coding and application. Topics covered include, but are not limited to:

#### THE FOUR ELEMENTS

#### PROCEDURAL CODING:

##### Decompressions

- o Anterior / Posterior / Extracavitary Lateral / Dural Repair / Intraspinous Process

##### Arthroplasty / Artificial Disc / Arthrodesis / Intrafacet Proc.

##### Fusions

- o Anterior / Posterior / Extracavitary Lateral / Decompression / Deformity / Exploration of Fusion
- o Interbody / Intrafacet / Facet Fusions
- o Pre-sacral Fusions / SI Joint Fusions / Intraspinous Fusions

##### Instrumentation

- o Anterior / Posterior / Extracavitary Lateral
- o Biomechanical Devices
- o Removal / Insertion / Reinsertion

##### Bone Grafts / Bone Marrow Aspiration

##### Fractures

- o Closed Treatment / Open Treatment / Odontoid

##### Osteotomy

- o PSO / Smith Peterson

##### Excision of Bone / Vertebroplasty / Kyphoplasty / Sacroplasty / Annuloplasty /

##### Infections / Incision & Drainage / Biopsy

##### Stimulators

- o Neurostimulators / Bone Growth

##### Imaging

### Coding Workshop (optional) \*1.5 CEUs

If you're up for a challenge, we've gathered 13 advanced operative reports from real-live case studies for you to code. These cases should be coded in accordance with CPT guidelines and will be provided to you prior to the course.

# FOCUSING ON THE FUNDAMENTALS OF SPINE CODING

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The foundation of the entire coding and reimbursement process from preauthorization through to once proper reimbursement is received begins with you, the surgeon and your ability to construct an accurate operative report.

In this course we will focus our attention on the design and language of an operative report to promote clear dictations that will improve the code selection process and enhance the reimbursement process.

Once the foundation of a strong operative report has been set, we'll dive into the code selection process, breaking it down into four elements and analyzing the CPT book for spine coding and application.

\*This course may be hosted in-person or live via a virtual classroom.

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## THE BUSINESS OF SPINE

By: Barbara Cataletto, MBA, CPC



# THE BUSINESS OF SPINE



## SPINE CODING BOOTCAMP

Get ready for a challenging, yet interactive training course that involves advanced coding for 25 unique spine cases, in addition to 4 bonus cases that will allow you to uncover the proper coding technique to maximize reimbursement.

Our Boot Camp course will solidify your knowledge in spine coding and provide you with a strong foundation in order for you to become a top agent in this most complicated field.

**Date:**

**Time:**



**Location:** This course may be hosted in-person or live via a virtual classroom.

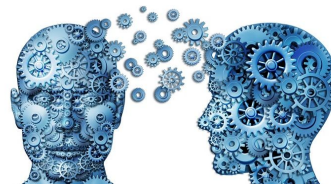


**Credits:** 2 CEU's toward Certified Professional Coder (CPC) Credentialing



**Prerequisite:** This in-depth course is designed for coders that have prior knowledge in medical terminology and anatomy, as well as a basic understanding of CPT coding.

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**Additional Info:** Course Length: 3.5-hours.

This course is presented by Barbara Cataletto, a Certified Professional Coder (CPC) and Expert in Spine Coding and Reimbursement.

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## TESTIMONIALS

### The Essential Coding Course

"No other coding course has ever provided this much detail. I was soaking it up like a sponge!!!"

"Love this course! The speaker uses language that is easy to understand. I would definitely recommend this course!"

### Considering Concierge

"This course was very informative. I will definitely be attending more of Barbara's courses in the future."

"I found this course to be extremely informative and I look forward to sharing this information with my team."

### Spine Appeals for the RCM Specialist

"Barbara was knowledgeable and had lots of experience. She touched on every scenario that would help me in my workforce. All materials were easy to follow."

"Excellent course pertinent to both the beginner and more experienced coder/appeals staff. Very knowledgeable presenter!"

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## REGISTER

**Price: \$495.00**

For questions or to purchase, please contact Tamara Adair by phone at (866) 859-7759 or via email at [tadair@thebusinessofspine.com](mailto:tadair@thebusinessofspine.com).

# THE BUSINESS OF SPINE

## Spine Coding Boot Camp

### TESTIMONIALS

**What is the most important thing that you learned?**

*"How to use modifier -22 for the removal of TDR. I also received a lot of documentation tips to give my surgeon to help support appeals!"*

**How was your Teams Meeting experience?**

*"Great! Everything ran smoothly."*

**What is the least important/ valuable thing that you learned?**

*"It was all valuable! Even if I already knew it, it helps to have it confirmed by a professional coder."*

**Was the course content relevant?**

*"The course content was extremely relevant!"*

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## CERVICAL SPINE CODING BOOT CAMP

**Date:**

**Time:**

**Location:** This course may be hosted in-person or live via a virtual classroom.

Due to continued demand for courses like our Spine Coding Boot Camp, comes a new boot camp designed to test your knowledge of the Cervical Spine!

### 2-HOUR BOOT CAMP / 20 CERVICAL SPINE CASES

This in-depth course is designed for coders that have prior knowledge in medical terminology and anatomy, as well as a basic understanding of CPT coding.

**Price: \$495**

For questions or to register, contact Tamara Adair at [tadair@thebusinessofspine.com](mailto:tadair@thebusinessofspine.com) or (866) 859-7759.

# All About Appeals

Credits: 6.5 CEUs from AAPC



Date:

Time:


Credits:  
6.5 CEUs

Price:  
\$495

**25** Years  
**PLUS** Experience


At The Business of Spine, we provide the spine Industry with professional development, training and customized education through spine-specific consulting services, training programs and educational tools.

 **Contact**  
Tamara Adair

 **Email**  
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 **Website**  
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 **Phone**  
866-859-7759

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## Schedule (EST)

**Registration**

8:45am – 9:00am

**Putting Up Our Dukes**

9:00am – 10:30am

**Break**

10:30am – 10:45am

**Identify the Appeal**

10:45am – 12:00pm

**Lunch**

12:00pm – 1:00pm

**Identify the Appeal (cont...)**

1:00pm – 2:15pm

**Types of Appeal Letters**

2:15pm – 3:15pm

**Break**

3:15pm – 3:30pm

**Appeal Type**

3:30pm – 5:00pm

## COURSE DETAILS

This course focuses on bringing the reimbursement and appeals specialist to the next level with a full-day of in-depth, high-level appeals training.

Spine appeals will be worked through each level in order to gain a better understanding of the appeals process and the steps to take in order to maximize reimbursement for all your spine cases.

## AGENDA

**Putting Up Our Dukes 1.5 CEUs**

This course is to train staff to understand that appeals are part of the reimbursement cycle and to provide the thought process and strategies to engage appropriately and effectively to appeal success.

**Identify the Appeal 2.5 CEUs**

This course will provide the student with the ability to understand the types and levels of appeals that they will encounter on a day-to-day basis and focus on appeal issues in a professional and direct manner to ensure that the carrier will respond appropriately.

**Types of Appeal Letters 1.0 CEU**

This course will teach you different letter writing techniques that need to be developed to accurately articulate the appeal, provide the information that will support the appeal and demonstrate an educated and professional argument.

**Appeal Type 1.5 CEUs**

This is the second part of the Appeals Workshop in which we will engage you in appeals preparation, specific letter writing and researching supportive documentation.

## REGISTRATION

**Price:** \$495

To register, please contact Tamara Adair at (866) 859-7759.

For questions, please email tadair@thebusinessofspine.com



This course may be hosted in-person or live via a virtual classroom.



# Master Challenge - Spine Appeals for the RCM Specialist

Presented by: Barbara Cataletto, MBA, CEO

This Advanced Appeals Course will focus on bringing the reimbursement and appeals specialist to the next level. This course will feature a full day of in-depth, high level appeals work. Spine appeals will be worked through each level in order to understand the steps to take to receive maximum reimbursement for your spine cases. Day 2 is an Advanced Appeals Workshop that promotes hands-on training that will have the specialist engage in coding, auditing and identifying appeals on spine cases.

**Date:**

**Location:** This course may be hosted in-person or live via a virtual classroom.

*\*Registration will take place from 8am to 8:45am.*

## Agenda

Date/Time	Course	Description	Objective
<b>Day 1:</b>			
9am-10:30am	<b>Putting Up Our Dukes</b>	Take aim at working through denials that are received and learn how to formulate strategies to win appeals.	This course is to train staff to understand that appeals are part of the reimbursement cycle and to provide the thought process and strategies to engage appropriately and effectively to appeal success.
10:30am-10:50am	<b>Break</b>		
10:50am-12:20pm	<b>Medical Policy Guidelines</b>	Understand how insurance carriers detail their coverage policies and learn how to employ techniques to remain compliant with carrier protocols.	This course will help you develop an understanding of different insurance types that are in the spine landscape. The student will be able to decipher the steps needed for each category and engage cohesively with the governing bodies that manage these carrier types.
12:20pm-1:10pm	<b>Lunch</b>		
1:10pm-3:40pm	<b>Identify the Appeal</b>	Study the different types of appeals necessary to remain on point when formulating the proper appeal throughout the communication cycle.	This course will provide the student with the ability to understand the types and levels of appeals that they will encounter on a day-to-day basis and focus on appeal issues in a professional and direct manner to ensure that the carrier will respond appropriately.
3:40pm-4:00pm	<b>Break</b>		
4pm-5pm	<b>Types of Appeal Letters</b>	Learn how to develop appeal letters that are strong and fluid.	This course will teach you different letter writing techniques that need to be developed to accurately articulate the appeal, provide the information that will support the appeal and demonstrate an educated and professional argument.
<b>Day 2:</b>			
9am-11am	<b>Appeals Workshop</b>	Learn how to code cases and analyze insurance carrier responses in order to work through the auditing and appeals process.	This course will have the student remain focused on proper coding, provide tools that will accurately identify the appeal issue on multiple cases and provide hands-on training necessary to increase proficiency in appeals submissions.
11am-11:30am	<b>Break</b>		
11:30am-1pm	<b>Appeal Types</b>	Know how to correctly identify the specific appeals that focus on the matters at hand.	This is the second part of the Appeals Workshop in which we will engage you in appeals preparation, specific letter writing and researching supportive documentation.

### Contact Us

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# CONSIDERING CONCIERGE: DEVELOP YOUR OUT-OF- NETWORK POSITIONING



## THE BUSINESS OF SPINE

### AGENDA

TIME	COURSE	DESCRIPTION
9-9:45am	<b>Making the Move: Managing Change and Meeting Expectations</b>	Oftentimes, preparation is the most difficult item needed once the decision to make a change has been made. Movement to OON positioning requires a significant amount of office staff, management cooperation and focus. This course will guide you through these major issues.
9:45-10:45am	<b>Setting Up the Financial Shop</b>	The financial structure of your office will change when transitioning to an OON model. This course will teach the team how to manage the task of revamping the business office. Continuation of the preparation is addressed, including staffing needs, financial arrangements to consider and managing the withdrawal process.
10:45-11am	<b>Break</b>	
11-12:30pm	<b>Developing Fee Structures and New Options</b>	This course helps the practice get down to the nitty gritty of their decisions based on patient needs that will be serviced in their area, the rate of fees that are acceptable in their community and the different options that have developed in the patient care models over the past few years.
12:30-1:20pm	<b>Lunch</b>	
1:20-2:50pm	<b>Successful Out-of- Network Appeals</b>	The challenges to maintain and flourish in OON/Concierge Medicine include the management of revenue. The medical and administrative staff will need to work collaboratively to resolve non-paid or underpaid claims. This course will guide attendees through the appeals process in an effort to educate all in this most complicated area.
2:50-3:10pm	<b>Managing Negotiations</b>	Get the best rates paid on a negotiation, and pull payment in the timeframe that was agreed upon. Manage negotiations on your terms with active communication and delivery of your expected payment.
3:10-3:30pm	<b>Break</b>	
3:30-4pm	<b>Guiding Staff through a Successful Transition</b>	Managing this major change requires a team that believes in the rights of physicians and patients to thrive in an atmosphere that is mutually respectful and personal. This team is usually hand-picked, customer savvy and dedicated to delivering the best patient experience. This course will speak to the staff selection and team building process.

**Price: \$495**

### CONTACT US

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