

MEDICAL /DENTAL CROSS CODING

FRIDAY & SATURDAY, FEBRUARY 25-26, 2011 at THE PORTLAND AIRPORT SHERATON

CO-SPONSORED BY OHSU SCHOOL OF DENTISTRY DEPARTMENT OF CONTINUING EDUCATION &
OREGON DENTAL EXECUTIVES ASSOCIATION



"NO LONGER LOST IN TRANSLATION"

MEDICAL CODING FOR THE DENTAL PRACTICE

WITH TERRI BRADLEY



This course is designed to give dental offices a comprehensive understanding of medical coding for dental procedures. The course covers the procedures and topics most commonly associated with the medical coding dental offices need to use. Evaluation and management codes (E&M), x-rays, oral pathology, appliances, dentoalveolar, dental implants, and trauma related services will be discussed. The "CMS 1500" insurance claim forms will be completed using sample procedures that are encountered in dental offices. No longer will CPT, HCPCS, and ICD-9 codes be unsolvable mysteries. Through this course, participants will gain a deeper understanding of medical coding and its application. With this new ability to identify and interpret medical codes you will confidently bill medical insurance companies knowing payments will be forthcoming!



Course Objectives:

- Be able to successfully complete CMS 1500 forms
- Increase comprehension and analysis of diagnosis coding (ICD-9)
- Determine coverage guidelines for medical plans for dental related medical procedures
- Acquire familiarity with medical procedural coding through CPT and HCPCS

ABOUT THE SPEAKER: Terri Bradley's extensive experience in the daily running and management of a multi-doctor specialist office laid the foundation for her current success as a practice management consultant. Clients consider her a 'go to' resource for a wide variety of practice needs, including comprehensive consulting, dental and medical billing and cross coding, and insurance billing and renegotiation. She specializes in consulting for Oral and Maxillofacial Surgery practices, and presents OMS coding and billing workshops and courses for private practices around the country.

Terri is a member of the prestigious Academy of Dental Management Consultants, and is certified with

Human Resources Specialists Bent Ericksen & Associates in both Employee Law Compliance and Integrated Performance Management (IPM). She has presented to PracticeWorks User Groups, and will speak in October 2011 at the 92nd annual AAOMS Meeting in Chicago on Getting to Yes - Foolproof Communication Skills to Boost Your Case Acceptance Rate. Beginning in May of this year, Terri began a 7-part webinar series for Insurance Solutions Newsletter on Medical Billing for Dental Practices.

Terri has a degree in Healthcare Administration, and held the role of Practice Administrator for 15 years prior to starting her consulting business. In total she has more than 22 years of management experience in the dental industry.

WHO SHOULD ATTEND: THE OHSU CONTINUING DENTAL EDUCATION DEPARTMENT (OHSU) and also THE OREGON DENTAL EXECUTIVES ASSOCIATION (ODEA) will, this coming February, be co-sponsoring a two day coding/billing seminar to instruct Dentists and Oral Surgeons on the proper way to bill their medically oriented charges to medical insurance. We expect dentists and staff from Alaska, Washington, Oregon, Idaho, Montana, with the possibility of guests from California, Utah, Nevada, Wyoming and Arizona.

Today's Dental Professional does more than just drill, fill, and polish teeth. They are responsible for a patient's total oral care. And as research shows us--good oral care is an integral part of a patient's overall health and well-being. Certain services provided in the dental office are really medical procedures not dental procedures; i.e.: biopsies, bone grafting, TMJ treatment, reconstructive surgery, treatment of oral systemic diseases...Untrained in the world of CPT and ICD-9, dental offices are improperly billing out these type charges or are so confused and frustrated with the process, they just don't bother with medical insurances. Improper billing of claims costs both the Dentist and the Insurance Company time and money. But just as costly to the Dentist and their patients, is not billing medical insurance when the charges are for valid medical procedures. Our coding seminar will help correct these problems. Our objective is to train the dentist and staff to properly code and submit charges for the medical procedures they have performed.

Properly billing true medical charges to medical insurance rather than to dental insurance is financially beneficial to both the dentist and the patient, as well as being a component of medically prudent care. How does billing medical insurance vs dental insurance differ?

- 1) Most dental policies have a limited yearly benefit. Medical policies have an up-front yearly deductible but then are usually only limited by a "life time" maximum. A patient with a \$1500.00 yearly benefit has a \$300.00 surgical biopsy of the tongue excising a benign looking lesion. Billing to dental insurance reduces the yearly benefit to \$1200.00. But billing to medical insurance saves that \$300.00 for needed dental work that might have to be put off until the next benefit year.
- 2) Under most dental plans, much of the benefit coverage is paid at 50% of reasonable and customary. Also there can be a specific maximum benefit to a procedure. Under most medical coverages, benefits are paid at a larger percentage. Generally, most major medical plans pay at 80% of reasonable and customary. Thus billing medical coverages will result in a much lower out of pocket expense for your patient. Taking that same biopsy charge---(We will assume the charge is R & C) under the dental plan, the maximum allowable is \$250 for surgery. The plan pays 50% of the maximum allowable or \$125. The patient will now have to pay \$175. Billing the same charge to the medical coverage the plan pays 80% of the charge or \$240, resulting in an "out of pocket" payment for the patient of \$60. How much happier is your patient going to be? And again, there is another \$115 available for more dental work.
- 3) Billing those services which are medically oriented to the proper insurance help establish a complete "Medical History" for the patient thus providing better overall patient care. While appearing benign

the tongue biopsy reveals a lymphoma. The patient has been asymptomatic until the tongue lesion appears. The tongue lesion is not the primary site. It is not until this treatment by the dentist--- the patient is even aware of a severe medical problem.

This is just one example of a service performed by the dentist---that should be billed to medical insurance. Our Coding/billing Seminar teaches you to determine which insurance type should be billed and then how to do the billing.

Then on Saturday afternoon, February 26, 2011, after the completion of our seminar, there will be an open Information & Insurance Forum. Medical insurance Provider Relations Representatives from the major insurance carriers will be there to introduce themselves and tell our audience about their Medical Claims Department. Attendees will be able to ask questions about specific company billing guidelines. And most importantly attendees will be able to establish a rapport with the insurance representatives. This rapport will be very beneficial as claims start being submitted.

We here at OHSU and the ODEA feel that this seminar will be of great benefit to both the dentist and the office staff. We have made every effort to keep a low registration fee so multiple office personnel can attend. It is our sincere hope that you join us February 25 and 26 at the PORTLAND SHERATON AIRPORT. You may register today or you may go on line and register at the OHSU SOD CONTINUING ED site.

DATE: Friday & Saturday, FEBRUARY 25th - 26th

TIME: Friday: 7:30 AM Registration and Continental Breakfast
Seminar: 8:00 AM – 5:30 PM
Saturday: 7:30 Continental Breakfast
Seminar: 8:00 AM - 3:00 PM

LOCATION: THE PORTLAND AIRPORT, 8235 NE AIRPORT WAY, PORTLAND, OREGON 97220
We have a block of guest rooms reserved (cutoff date 2/2/2011): \$109 plus tax. Call Reservations – 503-281-2500 or 800-325-3535. Identify yourself as a member of the Oregon Health & Science University

TUITION: \$375/PERSON ODEA members and OHSU alumni Special - \$350