2018 ORTHOPAEDICS
CODING AND REIMBURSEMENT WORKSHOPS

Rev Up Your Revenue Cycle

Dynamic Diagnosis Coding and Documentation

2018 Mastering Orthopaedic CPT Coding

TAKE YOUR PRACTICE TO NEW HEIGHTS
Bundled payments. High deductible health plans. Payor take backs. Stepped up RAC audits. All of these challenges require physicians and practice teams to rethink the way they’ve always done things.

This year’s workshops will inspire you with new content and fresh perspectives. In addition to new sections on coding for DME, fracture care, and foot and ankle, we’ll cover your comprehension of the connection between diagnosis documentation and accurate payment. You’ll learn to polish patient A/R processes to meet the new realities of patient collections and high deductible health plans. And, we’ll help you open conversations with colleagues about the opportunities of telehealth.

Our firm has advised more than 1,200 orthopaedic practices and reviewed thousands of operative and office notes. Our clear instruction, practical tactics, and resource-packed workbooks win high marks with orthopaedic surgeons and their teams. Come find out why 99% of 2017 workshop attendees said they’d recommend our course to a colleague.

We’ll motivate you to implement change and make 2018 your best year ever!

Karen A. Zupko

KarenZupko & Associates, Inc. (KZA) is a consulting and education firm that advises physicians and healthcare organizations to increase revenue, optimize efficiency, reduce risk, and improve the patient experience.

Our firm specializes in practice management, revenue cycle improvement, and coding and documentation review. Our education and training programs teach physicians and staff how to correctly code, and manage a successful and profitable practice.
Meet Your Instructors

Academy Trusted
KZA has developed and delivered national workshops for the American Academy of Orthopaedic Surgeons for more than 25 years. We contribute monthly coding and revenue cycle articles to AAOSNow. Our consultants work collaboratively with the Academy’s Coding, Coverage, and Reimbursement Committee.

Unparalleled Orthopaedic Experience
KZA has provided coding education for 10 orthopaedic sub-specialty societies - including the American Society for Surgery of the Hand (ASSH) - as well as more than 25 state orthopaedic societies.

Nuanced for Your Specialty
This year we’ve added coding for fracture care, DME, and foot and ankle. We show you how to connect the dots between diagnosis coding and bundled payments, DRGs, and capitation. Friday’s Rev Up Your Revenue Cycle includes orthopaedic-specific examples and content, and coding courses include dozens of orthopaedic case scenarios and exercises.

Real-World Advice
KZA’s experience is current with the operational and strategic challenges practicing physicians face every day. Our team consults with practices throughout the year and includes nurses, former practice administrators, and physicians who have led practices and delivered patient care.

WHY ATTEND KZA WORKSHOPS?

Academy Trusted
We use case examples and stories, facilitating lively discussion for an interactive learning experience that benefits everyone.

Unparalleled Orthopaedic Experience
Our workbooks feature exercises, checklists, resource guides, templates, and samples. We give you the tools you need to facilitate change in your practice.

Nuanced for Your Specialty
WHO SHOULD ATTEND?
PHYSICIANS | BILLING MANAGERS | CODING/BILLING STAFF | REVENUE CYCLE DIRECTORS | ADMINISTRATORS

Real-World Advice

Engaging Instructors

Practical Take-Home Material - Not Just Slides

BONUS MATERIAL!
- Exclusive Online Content
- ICD-10 Digital Flashcards

ORTHO PAEDICS
Managing an orthopaedic practice/department’s bottom line has never been more complex. Learn to prioritize the business issues that matter most. This workshop zeros in on hot-button regulations, new payment models, and the data, tools, and processes required to keep your revenue cycle on track.

**We’ll show you how to:**

- Handle MIPS, CJR, and bundled payments.
- Generate vital reports and track key metrics.
- Stop denials in their tracks and implement effective new systems.
- Reduce patient A/R by collecting up front and prior to surgery.
- Plug revenue leaks and bill for all appropriate charges.

**Learning Objectives**

*As a result of attending this course, attendees will be able to:*

- Review vital management reports and metrics and take action on the data.
- Understand how to use payor policies and edits to reduce claim denials.
- Implement surgical deposits and point of service collections tactics that won’t alienate patients.
- Use techniques and tools that ensure all services are captured and billed.
- Recognize the impact of MIPS, CJR, and bundled payments in an orthopaedic practice.

**Course Includes Real-World Solutions Road Tested by Clients Nationwide!**

- Get the tools you need to implement with speed.
- Learn how to avoid the mistakes we’ve uncovered during our work with orthopaedic practices.
- Gain insight from your peers during interactive discussion.

I have come to this seminar for 15 or 16 years. I learn something each year. I recommend this course to everyone!

Genie Suarez, Practice Administrator
Slidell, LA
<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:15AM</td>
<td>Check-in and Breakfast (provided)</td>
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<tr>
<td>8:00AM</td>
<td>Assess Your Opportunities</td>
<td>• Reports and key metrics to manage your practice</td>
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<td>• Data analytics - what you need and why</td>
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<td>Stop Denials in Their Tracks</td>
<td>• Medical Necessity policies</td>
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<td>• Medicare ABNs</td>
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<td>• Dealing with COB issues</td>
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<td>• Building payor edits in the PMS or clearinghouse</td>
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<td>• Denial management tools</td>
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<td>• Sending successful appeals</td>
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<td>10:00AM</td>
<td>Break</td>
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<tr>
<td>10:15AM</td>
<td>Tame Patient A/R</td>
<td>• How to collect at time of service</td>
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<td>• Implementation tactics for collecting surgical deposits</td>
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<td>• Benefits of offering patient financing</td>
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<td></td>
<td>Plug Revenue Leaks</td>
<td>• Billing for consultation codes</td>
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<td></td>
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<td>• How to follow GSD (not CCI) for non-Medicare services</td>
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<td>• How to make sure all services get billed – including on-call services</td>
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<td></td>
<td>This Year’s Regulatory Agenda</td>
<td>• MIPS</td>
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<td>• CJR</td>
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<td></td>
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<td>• Bundled payments (BPCI)</td>
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<td>12:00PM</td>
<td>Adjourn</td>
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</table>

**2018 AAPC Accreditation**

This program has the prior approval of AAPC for 4.0 continuing education hours. Granting of prior approval in no way constitutes endorsement by AAPC of the program content or the program sponsor.
FRI DAY PM  DYNAMIC DIAGNOSIS CODING AND DOCUMENTATION

If you think diagnosis coding is just for claims submission, you need to attend this course. Diagnosis coding is inextricably linked to medical necessity, payor policies, DRGs, bundled payments, capitation, and more. As diagnosis-driven reimbursement models continue to proliferate, it's never been more important to make sure your documentation and diagnosis coding is clean, accurate, and granular.

We'll address payor policies and their relationship to documentation, handling acute vs. chronic musculoskeletal problems, and Medicare's inpatient complications and comorbid conditions. Plus we'll demystify a host of coding conundrums that confound orthopaedists. You'll leave with a can-do attitude and digital flashcards to assist and speed-up your diagnosis code selection.

We'll show you how to:

- Document according to payor policies and support medical necessity in the note.
- Follow documentation guidelines for Medicare's inpatient complication and comorbid conditions.
- Accurately document for comorbid conditions, medical necessity, and more.

Learning Objectives

As a result of attending this course, attendees will be able to:

- Illustrate how e-flashcards assist in documentation and coding.
- Define the “default” code in ICD-10-CM.
- Explain how diagnosis codes are used by payors to develop payment policies.
- Choose three comorbid conditions that have an impact on orthopaedic outcomes and describe the correct documentation of each.
- Describe the difference between the 7th character and aftercare codes.

KZA is our go to for our orthopaedic coding needs.
Brenda Moles, Office Manager
Lebanon, MO

The best coding course, the most informative and useful. My providers trust Karen Zupko and I can pass along information that will be understood and accepted.
Lynn Spille, CPC
Tallahassee, FL
1:00PM  ICD-10-CM Introduction and Overview
- 2018 Update—new codes, new language, and deletions for orthopaedics

Understanding the "Default" Diagnosis Code
- New default for OA of the knee

Payor Policies
- Document and code to support medical necessity
- Examples of common documentation requirements

Acute vs. Chronic / Musculoskeletal Problems and Injuries
- Common problems with current documentation

Medicare Complications and Comorbid Conditions (CC and MCC)
- Important issues for inpatient coding and documentation

Comorbid Conditions
- Documentation and coding that describe the nature of the patient’s condition
- Flashcard exercises

External Cause Codes That Explain Some Complications

3:00PM  Break

3:15PM  Fractures: Traumatic, Pathologic, Peri-prosthetic Fractures

Aftercare, Follow-up, and Correct Use of the 7th Character
- Routine healing, delayed healing and fracture complications

Common Conundrums that Confuse Confound

Diagnosis Driven Reimbursement Overview
- DRG’s, bundled payment, and capitation

5:00PM  Adjourn
Whether you’re new to orthopaedic coding, just starting practice, or need confirmation that your office and procedure coding are accurate according to current rules, this session will prove useful.

We’ll show you how to correctly document and choose the correct level of E/M service as well as bill office services for non-physician providers. You’ll get all the 2018 code and rule updates for orthopaedics. And, this year, fresh new content covers DME, fracture care delivered by non-physician providers, and foot and ankle coding. Plus, you’ll learn coding essentials for telehealth, a rapidly growing and cost effective way to deliver care and engage patients that many orthopaedic practices are considering or implementing.

We’ll show you how to:

- Choose the right E/M service level and follow Global Surgical Package rules.
- Code and bill for fracture care and DME.
- Master the use of modifiers - once and for all!
- Bill and document telehealth services so they get paid.
- Document and code for foot and ankle procedures.

Learning Objectives

As a result of attending this course, attendees will be able to:

- Choose the correct E/M categories for office and hospital services.
- Identify key requirements for incident-to and direct billing for PAs and NPs.
- Differentiate CPT code definitions from NCCI procedure-to-procedure edits and narrative guidelines.
- Apply E/M and surgical modifiers so that reimbursement is optimized and accurate.
- Understand telehealth coding essentials.
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<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Details</th>
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</thead>
<tbody>
<tr>
<td>8:00AM</td>
<td>E/M Categories and Levels Overview</td>
<td>- Physician assistant and nurse practitioner billing in orthopaedics</td>
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<td>- Global Surgical Package</td>
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<td>10:00AM</td>
<td>Break</td>
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<tr>
<td>10:15AM</td>
<td>CPT 2018: What’s New, Changed, or Deleted</td>
<td>- Global Service Data and NCCI 2018 – What’s new or changed</td>
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<td>- Fracture care / Scenarios for physicians and PA/NPs</td>
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<td>- DME in orthopaedics</td>
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<td>11:30AM</td>
<td>Lunch</td>
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<td>12:30PM</td>
<td>Radiology Billing in Orthopaedic Practices</td>
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<td>Mastering Modifiers for Orthopaedic Scenarios</td>
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<td>- E/M: 24, 25, 57</td>
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<td>- Same Day Surgical: 50, 51, 59, 76, -X [EPSU]</td>
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<td>- Global Period: 58, 78, 79</td>
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<td>- Surgeon Role: 80, 81, 82, AS, 62</td>
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<td></td>
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<td>- Complexity: 22, 52</td>
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<tr>
<td>2:15PM</td>
<td>Break</td>
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<tr>
<td>2:30PM</td>
<td>Subspecialty Essentials and Case Coding Scenarios</td>
<td>- Sports medicine</td>
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<td>- Total joint arthroplasty</td>
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<td>- Foot and ankle coding concepts</td>
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<td>- Telehealth coding essentials</td>
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<td>4:00PM</td>
<td>Adjourn</td>
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2018 AAPC Accreditation
This program has the prior approval of AAPC for 6.5 continuing education hours. Granting of prior approval in no way constitutes endorsement by AAPC of the program content or the program sponsor.

2018 CME Credit for Physicians
For directly sponsored activities: The American Academy of Orthopaedic Surgeons is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education (CME) for physicians. AAOS designates this live activity (2018 Mastering Orthopaedic CPT Coding) for a maximum of 6.5 AMA PRA Category 1 Credits™. Physicians should claim only the credit commensurate with the extent of their participation in the activity. AAOS requires that orthopaedic surgeons submit a completed evaluation that will be distributed by e-mail in the week following the course in order to receive CME credits. AAOS members: Your CME Transcript will include credits for participation in this live activity approximately four (4) weeks following the course.
2018 ORTHOPAEDICS CODING AND REIMBURSEMENT WORKSHOPS

Please Print

PRACTICE/GROUP NAME
PRIVATE PRACTICE OR EMPLOYED
MAILING ADDRESS
CITY
STATE
ZIP+4
OFFICE PHONE
EXTENSION
FAX NUMBER
E-MAIL ADDRESS

Attendee Registration

ATTENDEE NAME/JOB TITLE
Friday AM
Friday PM
Saturday
Amount

1
2
3
4

TOTAL $ FOR ALL ATTENDEES

Payment Method (Course fees are tax deductible):
Check (made payable to Karen Zupko & Associates, Inc.)
CREDIT CARD:
Discover
AMEX
Visa
MC

NAME ON CARD
CARD NUMBER
EXPIRATION DATE
BILLING ZIP CODE
SECURITY CODE
SIGNATURE

BILLING ADDRESS INFORMATION (IF DIFFERENT FROM ABOVE)

CANCELLATION/RESCHEDULING POLICY: All cancellations and transfer requests must be received in writing. Refunds are subject to a $100 administrative fee per registrant and will be made according to the following schedule: Cancellations received 10 days or more prior to the course receive a full refund less the administrative fee per registrant; cancellations received 0-9 days prior to the course do not receive a refund. If you must cancel your course registration within 10 days' notice, KarenZupko & Associates, Inc. will transfer your registration fees to another workshop of your choice within the same calendar year, less the following: (1) the $100 administrative fee per registrant, (2) the cost of the workbook(s) per registrant, and (3) the meeting venue food and beverage charges per registrant, including all service charges and taxes. All monies are forfeit if you “no-show” to a course without prior written notice. KarenZupko & Associates, Inc. assumes no responsibility for costs associated with airline ticketing, price changes, or cancellations. As such, we recommend the purchase of travel insurance when making your plans.

REGISTER TODAY! Space at workshops is limited.

To ensure a place for you and your staff, visit:

Online www.karenzupko.com (faster service)
Phone 312-642-8310
Fax 312-642-5571
Email Form information@karenzupko.com
Mail 625 N. Michigan Ave. Suite 2225 Chicago, IL 60611

2018 Course Fees

<table>
<thead>
<tr>
<th>PACKAGE</th>
<th>AAOS MEMBER</th>
<th>NON-MEMBER</th>
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<tbody>
<tr>
<td>Friday AM – Revenue Cycle</td>
<td>$395</td>
<td>$495</td>
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<tr>
<td>Friday PM – Dynamic Diagnosis</td>
<td>$595</td>
<td>$695</td>
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<tr>
<td>Saturday – Mastering CPT</td>
<td>$795</td>
<td>$895</td>
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<td>Friday AM + Saturday</td>
<td>$995</td>
<td>$1195</td>
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<tr>
<td>Friday PM + Saturday</td>
<td>$1095</td>
<td>$1295</td>
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<tr>
<td>All Three Courses (BEST VALUE!)</td>
<td>$1295</td>
<td>$1495</td>
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Workshop Dates and Hotels

January 26-27 Southlake, TX
Hotel Hilton Dallas/Southlake Town Square
Room $179 (room block ends 1/3/18)
Phone 800-445-8667

February 9-10 Las Vegas, NV
Hotel The Encore Wynn
Room $239 (room block ends 1/8/18)
Phone 866-770-7555

February 23-24 Orlando, FL
Hotel Wyndham Grand at Bonnet Creek
Room $189 (room block ends 2/8/18)
Phone 407-390-2300

April 13-14 Chicago, IL
Hotel Hyatt Centric Chicago Magnificent Mile
Room $199 (room block ends 3/28/18)
Phone 888-591-1234

May 18-19 New York, NY
Workshops The Yale Club
Room Attendees Find and Book Own Hotel Room

August 10-11 Nashville, TN
Hotel Loews Vanderbilt Hotel
Room $189 (room block ends 7/16/18)
Phone 800-336-3335

November 2-3 Chicago, IL
Hotel Hyatt Centric Chicago Magnificent Mile
Room $199 (room block ends 10/13/18)
Phone 888-591-1234

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