



# Pearls for Office OMT Billing

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# Objectives

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- Show OMT can add value to both the patient and provider
- Show OMT can be done with little “extra” time
- Review Billing Codes and 25 Modifier
- Show Real World Value and Reimbursement



# Why DO's Do NOT Do DO Things

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- What I hear the most:
  - Too much time
  - Not worth my time
- Have not experienced direct feedback and instant Reward
- Lack of Continuity in residency



# Why the Lack of Confidence?

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- Over 150 hours first two years
- Might be with MD's not DO's
- No followup care, rotations are too short
- Lack of practice leads to loss of confidence



# How to Combat this?

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- PRACTICE, PRACTICE, PRACTICE!
- Practice on everyone, especially staff
- Seek people from other schools of training
- Take a day to modify your schedule!



# Motivation

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- For those Meyers Briggs personalities that need instant feedback
  - Can have both instant and long-term feedback
  - Brings referral source based on this feedback
  - Most students do not get to see the long term benefits due to short 2-4 week rotations.



# Billing

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- Multiple Structures
  - RVU
  - Collected minus Overhead
  - RVU minus Overhead
  - Capitated Risk
- My Structure= RVU billed

## Billing cont.

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- 1 RVU = \$39.75
- EST/3 - 2.2 RVU = 87.45
- EST/4 = \$120.84
- 1-2 Levels - 0.7 RVU = \$25.725
- 3-4 Levels - 1.30 RVU = \$51.675
- 5-6 Levels - 1.70 RVU = \$67.575
- 7-8 Levels - 2.05 RVU = \$81.4875





# Case 1: Sinus Pressure/Congestion

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- My current IRB study- Trigeminal Nerve Stimulation
- RVU- DX plus SD Head
- \$87.45 plus OMT 1= \$25.73
- 3 Level Ones= \$77.19



## Case 2: Low Back Pain

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- How acute?
- When is inflammation the highest?  
Might gear treatment
- Xray or No Xray available?
- Provides immediate Relief

## Case 2: Low Back Pain

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- Billing:
  - Level 4 est= \$120.84
  - Level 5 est=\$162.975
- OMT
  - Lumbar/Sacral/Lower Ext./Thoracic
  - 3-4 Levels- 1.30 RVU = \$51.675
  - 5-6 Levels- 1.70 RVU = \$67.575



## Case 2: Low Back Pain Billing

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- Can Increase with Xray and report
- Can Increase based on home therapy consult
- Can followup for a 30min(base level 4) visit
- Can also lead to injections

## Case 2: Low Back Pain Billing

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- Trigger Point injection- 40mg Depo, 20mg Kenalog, 1cc Marcaine without epi
  - 1.75RVU = \$69.56
- With Injection/OMT/Xray=\$284.21
- Injection/OMT=\$242.075
- OMT=\$172.515
- Level 4 only= \$120.84



## Case 2: Low Back Pain Treatment

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- Meds:
  - Naproxen 500mg BID or Prednisone
  - Zanaflex 2mg ½-1 TID
    - 4mg can be split to 1mg tabs easier
- “Pillow Treatment”
- Specific exercises



## Case 3: Can't Turn My Head

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- Whiplash, concussion, and sleeping “wrong”
- Functional Questions
  - Turning with driving
- Functional Exam
  - Look left, look right



## Case 3: Can't Turn My Head

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- Billing
  - Usually Level 4 = \$120.84
  - 5-6 Levels - 1.70 RVU = \$67.575
- Name the 5 levels of Somatic Dysfunction





# OMT and Your Wallet

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98925	Osteopathic man 1-2 regions	55	\$3575.00	25.3
98926	Osteopathic man 3-4 regions	72	\$6453.00	51.21
98927	Osteopathic man 5-6 regions	61	\$6980.00	58.56



# OMT and Your Wallet

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98928	Osteopathic man 7-8 regions	15	\$2130.00	18.15
98929	Osteopathic man 9-10 regions	3	\$495.00	4.38



# OMT and Your Wallet

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- 2019
- OMT 1-2
  - 55Pts \$3,575 Billed
  - 25.30 RVU=\$1,005.68
- OMT 3-4
  - 72 Pts \$6,453 Billed
  - 51.12 RVU= \$2,032.02
- OMT 5-6
  - 61 Pts \$6,980 Billed
  - 58.56 RVU= \$2,327.76



# OMT and Your Wallet

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- OMT 7-8
  - 15Pts \$2,130 Billed
  - 18.15 RVU=\$721.46
- OMT 9-10
  - 3 Pts \$495 Billed
  - 4.38 RVU= \$173.01



# OMT and Your Wallet

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- 2019= \$6,259.93
- Per month= \$521.66
- Equals 6.56 EST/3 visits per month
- I receive 1/3<sup>rd</sup> Billed



# OMT and Your Wallet

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20552	Inj trigger point, 1/2 muscl	51	\$6,375.00	33.66
				\$1,337.99



# OMT and Your Wallet

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- Added \$7,597.92 in OMT and Trigger Point injections alone
- This does not include billing level changes or personal referrals from happy patients!



# Hospital and OMT

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- Simply add the modifier 25 and code on my app. Billing department might add for you
- Have just started a Inpatient Pain rotation with OMT, aromatherapy, and sound therapy at Richmond.





# OMT for Preceptors

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- Must be present for the key and critical portions to be able to bill
- Should include GC modifier as well as 25 modifier to denote “teaching” patient



# What do the Patients Say?

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- I feel so much better right now!
- Wow! I can stand up straight!
- I am pain free!
- My buddy came and saw you after his back went out, and he was better in 3 days instead of 6 weeks!



# Easy Recommendations for Your Practice

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- Schedule a few follow-up appointments at 30 minutes to get your feet wet.
- Market yourself to new and old patients
- You will never do what you never ask about or look to do!



# Questions?

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