

PI E-MAIL & FAX ALERT

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Part 2 : Colossus More High Value Factors

4 PILLARS FOR PAYING CLAIMS

1. Trauma
 - ICD-9 sharp diagnosis
 - Prognosis : % of recovery
 - Treatment given
 - Duration of care
2. Permanent Impairment
3. Limitations of duties under stress
4. Loss of enjoyment of Life: ADL's



COLOSSUS REQUIRES ADJUSTERS:

- Inputs about 40 answers into Colossus for auto cases---using a two page "dissection" sheet.
- Complicated cases could require up to 700 answers;
- Colossus can consider 10,000 factors for cases;
- Adjusters no longer have "independent judgment" for setting values;
- Colossus gives the "values" to settle.

For a copy of the Lewkovich August 8 study e-mail: johntawlian@shawnsteel.com

Free Teleconference
Wednesday, August 27 @ 1:00 pm

Do you always have to cut your bill if the patient has reimbursable med pay?

Shawn Steel & med pay expert guest,
Armen Gregorian, Esq.
E-mail johntawlian@shawnsteel.com for
telephone # and pass code.

Is it legal for a PI atty to keep your med pay?

Yes. But it's not ethical. Most PI attorneys have their clients sign Assignments. That gives PI attorneys the "right" to collect your med pay.

But doctors also have their clients sign med pay Assignments. When a med pay insurer gets TWO assignments they generally pay the attorney out of habit.

SOLUTION :

1. Any atty who takes your med pay is hurting your clinic. You need to take immediate action.
2. Rather than repeatedly call the PI atty, you need to talk to your patient.
3. Tell your patient that what the atty is doing by taking the clinic's fees is not right.
4. That your patient should hire a new pro chiropractic attorney...and offer suggestions during your talk.
5. The faster you remove a bad atty the healthier your practice will be.

How do insurance companies RED FLAG doctors?



This is a big question that requires a lot more space. But I will mention a few:

- Unjustified billing over \$5000.00
- Unjustified treatment over 6 months.
- Multiple adults in a car with very similar bills.
- Zero or minimal diagnosis.
- Using similar modalities for each day of service.
- Working with atty who is blacklisted.
- Billing same fees for kids as you do for adults.