

PI FAX & Email ALERT

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**Sam Collins and Shawn Steel
Very ADVANCED PI SEMINAR**

You will hear from Shawn & Sam devoted toward clarity in your PI practice. Among the key items you will learn :

- How Colossus is mutating
- New approach for M.I.S.T cases
- Avoiding low value diagnosis
- Red flags of PI Billing
- Streamline PI reports : fact content without pabulum
- How to get paid with ALL med pay claims and from dishonest attys.
- Instant evaluation of high risk cases
- Why do most attorneys cut the doctors first?

SEMINAR DATES: 8 Hrs of CEU's Credits
12/08/07 8 am to 5 pm Hayward, CA
12/15/07 8 am to 5 pm Whittier, CA

For Cost and Registration please call H.J. Ross Company at 1-800-562-3335

PI Billing for Spinal Decompression?

Many patients respond well to the new spinal decompression units. However, they are tough to get reimbursed.

Sam Collins and James Edwards both wrote columns in Dynamic Chiropractic and provide the following advise:

- The only billing code available is HCPCS S9090 [Vertibral Axial Decompression]. There is no specific CPT code, yet.
- Billing for this service under this code is a **RED FLAG**. Meaning delays, discounts and denials.
- There should be no objections billing under 97012: mechanical traction. But reimbursement will be low.

Contact johntawlian@shawnsteel.com for copies of articles

Brian Irvine DC Wins again

Noted VF authority personally managed a complicated PI case involving an internationally recognized athlete who was struck a cross walk near him home in Hermosa Beach.



Patrick was struck by a vehicle which hoisted his body to the hood and dropped Patrick to the street. Pat's daughter was just a couple of feet behind her father.

The ER did not find any fractures, head injuries, nothing more than contusions.

Dr. Irving disagreed. Irving suspect a subtle Traumatic Brain Injury syndrome. Irving enlisted a prominent brain neurologist and a neuro-psych to help evaluate the extent of cognitive deficits. Defense argued that Pat was careless when he cross the street and his care was exaggerated.

Finally, on the eve of trial, the defense agreed to pay the policy limits of \$250,000. That sum was nearly 6 times the medical bills.

PRACTICE TIPS

1. While Judges and Juries are suspicious of soft tissue complaints they are very interested in Traumatic Brain Damage cases. Even where the TBI may be subtle and hard to diagnose.
2. The bills and treatment do not have to be extensive if there is any "measurable" TBI.

Any time a patient suffers a blow to the head, we have to think "concussion"