FIRST AND FOREMOST

On June 1st, PREFERRED will celebrate its 20th year in business.


The first network fax-blast in November, 1992 (manually) went to all 190 members in 20 states. The purpose: To announce our first PPO agreement with America Managed Care, a small PPO operating out of Scottsdale, Arizona.

In February, 1993, the first employee was hired, part-time, to assist in Credentialing and administrative work.

The first network meeting was held in May, 1993 and entitled, “Tender, Loving, Managed Care”. There are many “firsts” in our twenty year history and likely to be many more. “Foremost”? Network members and their needs have been at the top of the list since PREFERRED’s inception, and will continue to be well into the future.

MARCH WEBINAR

EXCLUSIVE TO PREFERRED MEMBERS

“DETANGLING RBRVS AND BRUSHING UP ON BILLED CHARGES”

MARCH 16, 2011, 10AM PHOENIX (10AM CA TIME, 12NOON CENTRAL, 1PM EASTERN)

- RBRVS – Understanding Medicare calculations, and why it’s important to your bottom line
- Medicare Calculator – A quick trip to the CMS website
- Learn How to Look up Current or Past Medicare Fee Schedules
- Contracts Based on Medicare: They’re not all the same!
- Don’t Get Tripped up by “Lessor of” Language on a Fee Schedule (or in a contract)
- Evaluating Your Charge Master – Are you undervaluing your services?

Many Healthplan / PPO contracts base their reimbursement on one form or another of Medicare’s rates. Having a base knowledge of Medicare calculations can help you analyze reimbursement when it is a part of your agreement. It can also be used as a benchmark for calculating and establishing your standard billed charges. Learn to evaluate the contracts which are based on percentages of RBRVS, as well as ensure that you are maximizing your reimbursement with appropriate charge amounts.

Our webinar will broadcast over the web using a conference call format. If you did not receive your invite please contact Alma Neira at 1-800-664-5240 ext. 308, or via email at aneira@PreferredTherapy.com and provide an email address where we can send your registration form.
PREFERRED ROAD SHOW 2012

We are proud to announce the launching of PREFERRED Road Show 2012 Educational Seminars!

Outpatient CPT Coding, Billing & Documentation for Rehabilitation Reimbursement & Brief Introduction Into ICD-10 coding. Featuring Rick Gawenda, PT - Founder & President of Gawenda Seminars.

Program will include:
Full day seminar with the focus on CPT codes, CCI edits and the use of modifier-59, Medicare’s “8-minute rule”, billing scenarios, and documentation to ensure compliance with Medicare and other insurance carriers rules and regulations.

Phoenix, Arizona
Friday - May 25, 2012
8am - 4pm
Early Bird Registration on or before 04/16/12

San Diego, California
Thursday - July 19, 2012
8am - 4pm
Early Bird Registration on or before 06/15/12

Discounts available for Early Bird Registration and for additional office staff

Who Should Attend:
Physical, Occupational & Speech Therapists - Business Managers/Office Managers - Billing & Coding Professionals - Contracts Specialists

If you haven’t received your invitation in the mail, please call 800-664-5240 or contact Alma Neira via email at aneira@preferredtherapy.com.

CONTRACTS CORNER

THE “AYES” HAVE IT…
WATCH FOR THE LOGO!

By Christy Beauchamp

There is a lot of activity going on in the ever-changing world of managed care, and we have heard from quite a few providers over the years that it’s hard to sort through the barrage of notices they get from different sources and different angles.

With this in mind, just remember:

- Any time PREFERRED secures a new Payor Contract for your market, or updates an old one, we will send a memo / notice to you for consideration.
- Our Logo will always be prominent…
- Sometimes your response is required, while other times it isn’t…so have your team keep an eye out for anything from PREFERRED!
- Most providers want us to fax them information, while others prefer email (It’s your choice! Just let us know!).

SPRING FORWARD!

Daylight Saving change occurs on Sunday, March 11th, 2012 at 2:00am

Most of the U.S. will set their clocks forward by one hour the second Sunday in March, but here in Phoenix our clocks don’t change!

Since PREFERRED works with providers nationally, starting Monday, March 12th remember that we will be the same as California time (PST), two hours behind the Midwest (CST), and three hours behind the East Coast (EST). Regardless of time, if you need us we’re just a phone call or email away!
AAPPO UPDATE: 2012

By Jaxene Hillebert

Several staff members attended the AAPPO annual meeting held recently in Jacksonville, Florida.

Entitled “Setting The Pace – Transformation Strategies”, the forum focused on Worker’s Comp PPO activity and changes, as well as the AAPPO’s new initiative of working hand-in-hand with Third Party Administrators (TPA’s).

As always, the Forum kick-off began with the traditional fundraiser to benefit Susan G. Komen for the Cure. Over the next two days, our staff attended various educational tracks and meetings. Some of the discussions regarded the advisability of a national credentialing alliance as well as an overview of the ongoing mergers of companies in the healthcare industry.

Legislative issues are always at the forefront of this national forum, and it is important that we understand and keep track of the changes that may potentially impact our company and our valued membership of private practice providers.

Upcoming: Summary of the different tracks presented at the Forum: TPA Track, Network Track and Worker’s Compensation Track

A SHORT, TRUE AND ENLIGHTENING STORY…

Albert Einstein was teaching a class at a university. On this particular day, he had his student aide hand out a test. Suddenly the student aide noticed something. He ran to the front of the room and said, “Professor Einstein, there is something wrong. This is the same test you gave last year!” Einstein replied, “Yes, it is! However, this year all the answers are different!”

You see, you must be willing to be a constant student. Understand that the world is always changing and you have to continue to learn and be pliable, or you will be left behind.

VENDOR SPOTLIGHT: ALLIED OSI LABS

Since their founding in 1978, it has been Allied OSI Labs’ philosophy to consistently provide superior products, competitive pricing and outstanding service. Because of their efficient production procedures, they are able to deliver competitively priced products with in-house turnaround in a mere five to seven business days.

In addition to manufacturing over 40 types of custom orthoses, they offer Footlights®, an economy line of custom orthoses, as well as specialty devices such as the Blake Inverted, the Mueller TPD and the Braver Ballet. Allied OSI Labs is a provider of the authentic Richie Brace® family of custom articulated AFO’s, and the exclusive U.S. distributor of Talar Made® prescription, pre-fabricated, customizable orthoses.

Allied OSI Lab offers free inbound shipping (including boxes), free 2nd day air service to customers located beyond normal ground service, free consultations, on-line order tracking and bill payment, lifetime warranty against breakage and much more.

For more information about their products call 800-444-3632 or visit their website at www.aolabs.com. Reference your member number to receive the PREFERRED discount.
PREFERRED Therapy Providers, Inc. is the largest specialty network of its kind, representing private practice physical, occupational and speech therapists throughout the country by contracting on their behalf with PPOs, Healthplans and Third Party Payors. Founded in 1992, PREFERRED continues to bring exceptional value to both the providers and the payors accessing the network’s services.

To receive this newsletter and any other communications via email, please email Dawn Wilson at dwilson@preferredtherapy.com

SAVE WITH PREFERRED’s VENDOR PROGRAM!

Don’t forget to provide your PREFERRED member number in order to obtain a discount through any of our vendors!

Check out our list of vendors online at www.preferredtherapy.com.

Need your member number? Call us!

QUOTE OF THE MONTH

“Your most unhappy customers are your greatest source of learning.”

– Bill Gates

Follow Us on

CONGRATULATIONS!

Barrows Training and Educational Physical Therapy in Fresno, California won our monthly drawing for a $100 Gift Card by returning their renewal paperwork by their deadline! *Return Your Renewal Paperwork by the Deadline for Your Chance to Win $100!*

ON THE ROAD WITH PREFERRED . . .

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<td>March 13, 2012</td>
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