



Target Coding

1245 Ginger Circle • Weston, FL 33326

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SMART CHOICE Program

Our **SMART CHOICE** program serves as a road map for growth, advancement and compliance improvement. Many chiropractors mistakenly under-report their services or take unnecessary billing measures for fear of being audited. This program will help you S.W.A.N. (sleep well at night). We'll help you create fee schedules for every procedure, test, exam and supply sold that can easily be incorporated by cash practices, insurance practices, personal injury practices as well as in and out of network practices. You'll be able to better evaluate your practice from a business standpoint as well as a billing, coding, documentation and cash patient point of view. This program helps a practice create compliant financial policies as they relate to cash-based services (pre-pay plans, discounts, TOS fees, DMPOs) as well as insurance-based services. This program will help you submit claims supported by proper documentation to optimize reimbursement, prevent insurance audits, avoid state board issues and improve risk management awareness.

After our review plus 2-3 conference calls with Dr. Marty Kotlar (or with one of our certified professional compliance consultants), you will have specific action-steps to incorporate immediately plus an abundance of practical information to make your practice compliant and super successful. We will shred any protected health information after the review is complete.

The SMART CHOICE program focuses on the following:

- **FINANCES:** An assessment of your patient financial policies and fee schedules.
- **CODING:** A review of your CPT codes, HCPCS codes, ICD codes and modifiers.
- **DOCUMENTATION:** An analysis of your care plans, SOAP notes, evaluations, re-evaluations and treatment orders for diagnostic testing and ordering of supplies.
- **MEDICAL NECESSITY:** Training on how to establish and prove medical necessity, how to create patient goals, outcome measurements and ADLs.
- **BILLING:** A review of your 1500 claim forms, fee schedules, patient statements and EOBs.
- **FORMS:** An evaluation of your intake forms, HIPAA forms, assignment of benefits, insurance verification forms and office policy forms.
- **TECHNIQUES:** A review of chiropractic techniques (e.g., Pettibon, Graston, ART, Cranial Adjusting, Atlas Orthogonal), carrier positions and medical necessity policies.

Please see next page for the **SMART CHOICE** program agreement and feel free to contact us if you have any questions.

Sincerely,

Target Coding

SMART CHOICE Program Agreement

The program includes:

- A review of your CPT codes, HCPCS codes, ICD codes and modifiers.
- An analysis of your care plans, SOAP notes, evaluations, re-evaluations and treatment orders for diagnostic testing and ordering of supplies.
- Training on how to establish and prove medical necessity, how to create patient goals, outcome measurements and ADLs.
- A review of your 1500 claim forms, fee schedules, patient statements and EOBs.
- An evaluation of your patient intake forms, HIPAA forms, assignment of benefits, insurance verification forms and office policy and procedure forms.
- An assessment of your patient financial policies and fee schedules.
- A review of chiropractic techniques, carrier positions and medical necessity policies.
- Plus 2-3 follow-up conference calls with Dr. Marty Kotlar (or with one of our compliance consultants).
- **COST: ~~\$1,995~~ LIMITED OFFER: \$1,495 (or 2 payments of \$775)**

Doctor's Name: _____
Address: _____
City: _____ State: _____ Zip: _____
Office #: _____ Cell #: _____
Fax #: _____ Email: _____

Payment Method: Visa MasterCard AMEX

Credit Card Number: _____ Exp. Date: _____

Cardholder Name: _____ Sec. Code: _____

Credit Card Billing Address & Zip Code if different than above: _____

Credit Card Charges & HIPAA Notice: The above named doctor authorizes Target Coding to charge the above credit card \$1,495 (one payment or 2 consecutive monthly payments of \$775) for the services set forth in this agreement. The above agreement does not include assistance with pre or post-payment audit related work. For purposes of HIPAA, Target Coding's relationship with your office will be as a Business Associate and will protect the integrity of any protected health information disclosed in the course of our business relationship. We will take reasonable measures to avoid disclosure of protected health information that you provide to us. For patient privacy purposes, supply us with a Business Associate Agreement. If you do not have a Business Associate Agreement, you should white-out patient names on all SOAP notes, EOBs and 1500 claim forms before sending to us. We will shred any protected health information after the review is complete.

THE BELOW PARTIES HAVE EXECUTED THIS AGREEMENT FOR THE WRITTEN ABOVE:

Dr. Marty Kotlar

Target Coding Representative Signature

Doctor Signature

Date

Date

Target Coding

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