## How to Maximize Your Preventative Care Clinical and Financial Workflow.

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## **Objectives**

- How to have rules in place to help your practice succeed
- Understand your Check-In and New Patient Registration work-flows
- How to have an effective Credit Card on File Process
- How to manage Missed Appointments
- How to effectively work on Well check recalls

## Setting your Practice Rules

- Should well checks be required?
- Who can bring in patients for well checks?
- If they are late, how late can they be before you reschedule?
- Are vaccines required?

## Setting your Practice Rules

- Who is responsible for payments?
- What if the parents are divorced?
  - Who pays the copay?
  - Who is the guarantor?
- When are copays due? What if the guardian did not bring any money at the time of visit?
- When are patient balances due?
- What if the family No-shows for an appointment?
- Will you require a Credit Card on File (CCOF)?

#### \*Please initial on each line\*

#### (initial) Well Check-ups are Required

At One Family Pediatrics, we feel strongly about children having routine well check-ups. Per American Academy of Pediatrics, children should receive preventative health care at the following ages:

- Newborn period
- 3-5 days of life
- 1 month of age
- 2 months of age
- 4 months of age

- 6 months of age
- 9 months of age
- 12 months of age
- 15 months of age
- 18 months of age

- 24 months of age
- 30 months of age
- 3-21 years of age on a yearly <u>bases</u>

We expect our parents to follow these guidelines so that we may continue to provide quality healthcare to our children. Failure to do so may result in being discharged from the practice. We request that only primary caregivers bring children in for well checkups.

#### \_\_\_(initial) Appointments will be provided in a timely manner

All routine new and established patients are accommodated within five days; all urgent appointments for established patients will be attempted to be scheduled on a same-day basis if requested prior to 2:00 p.m., and on a next day basis if requested after 2:00 p.m., unless the family prefers another appointment.

#### \_\_\_\_(initial) Mutual Respect of Time

We pride ourselves on punctuality at One Family Pediatrics. Although there can be emergency situations that are out of our control resulting in our running behind schedule, we pledge to provide quality care with minimal wait times to the best of our ability. In order to respect your time, we make the following requests:

- 1. Arrive early or on time for your appointments. We may have to reschedule or squeeze you in whenever there is space if you arrive more than 15 minutes late.
- 2. If you plan on having an additional child seen during an appointment, please notify us in advance so that we can provide sufficient time with you.
- 3. We will provide you with <u>all of</u> the time that you need, but you must tell us when making the appointment ALL of the reasons you would like your child to be seen. This prevents us from running out of time and having to schedule another appointment to address other concerns.
- 4. If you are running late, call the office. We may be able to accommodate you with advanced notice.

#### \_\_\_\_\_(initial)Vaccine Requirements (For New Patients)

We require all parents to vaccinate their children according to the recommended CDC schedule. If there is a medical contraindication, please notify us in advance.

## Setting your Practice Rules

#### \_\_\_(initial) Patient Balance is billed on the 5th of each month

Patient balances are billed on the 5<sup>th</sup> of each month. Your remittance is due by the end of the month. Any account balance outstanding longer than the end of the month will be paid with the credit card on file (see below). If there is no contact made to the office about a payment plan and credit card is declined, the account will be charged a \$30 re-bill fee for each monthly cycle. Any family with a balance outstanding longer than 90 days will be dismissed from the practice. Reinstatement will require payment of full balance plus accrued re-bill fees.

#### \_\_\_\_\_(initial) Self-pay accounts/Out of Network Insurance

If you do not have insurance, please come prepared to pay for your visit in full. We offer a 30% discount for all self-pay services paid in full on the day of the visit. If payment cannot be made in full at time of service, a budget agreement can be made to have the service paid within 90 days with the first payment payable the day the service is rendered.

If we do not participate in your insurance plan, payment in full is expected from you at the time of your visit. We will supply you with an invoice that you can submit to your insurance for reimbursement.

#### \_\_\_(initial) Copays

We are required by our insurance contracts to collect all co-payments at the time of service regardless of divorce decree. The parent/guardian who brings the child at time of service will be responsible for the copay. Failure to collect co-payments puts the responsible party and One Family Pediatrics in default of the insurance contract. A \$25 service fee will be charged in addition to your co-payment if the co-payment is not paid by the end of that business day.

#### (initial) Guarantor

The person who signs this financial policy will be the guarantor, or responsible party for bills. There will be no exceptions, even in divorce situations.

#### (initial) Confirmed Appointments and Missed Appointment Fee

Confirmations will be sent via email, text, and phone. If you do NOT confirm your appointment in at least one manner, we will assume you are out of the country or unavailable and will automatically cancel said appointment on the scheduled date.

Broken appointments represent a cost to us, you and to other patients who could have been seen in the time set aside for you. Cancellations are required 24 hours prior to the appointment. Appointments not cancelled 24 hours in advance will result in a "No Show" fee of \$75 and may result in dismissal from the practice. This fee must be paid before a new appointment is scheduled. Patients with *three* missed appointments in a twelve-month period will be asked to transfer their records to another practice. Your child's appointment time will be confirmed via an automated email, phone or text.

# Setting your Practice Rules

(initial) Returned Checks
A \$50 fee will be charged for any checks returned for insufficient funds.
(initial) Georgia Medicaid Insurance Policy (Medicaid Only)

If your child has Georgia Medicaid (Medicaid/Peachcare, Wellcare, CareSource or Amerigroup) and is also covered under a private health insurance, we are required by law to file claims with the private insurance policy first. Georgia Medicaid plans are **always** considered as secondary insurance.

If Georgia Medicaid is not informed that your child also has private insurance, they have the right to retract payment from previously paid claims. If this occurs, then the entire balance will be the **responsibility of the parent/guardian on file**.

PLEASE BRING YOUR CURRENT INSURANCE CARD TO EVERY VISIT

## Setting your Practice Rules

#### One Family Pediatrics Credit Card on File Policy

One Family Pediatrics requires that a valid Credit Card be kept on file.

The policy is designed to:

- Help avoid all billing related fees
- Streamline the billing process in our office and eliminate the expenses related to handling overdue accounts
- Focus our time and energy on your children and their medical care

The card information is stored electronically in an encrypted form and **cannot be viewed by our office staff.** Your signature will authorize the card to be used **only** when your balance becomes past due.

#### How the policy works:

- 1. At the time of your registration or check-in, you will be asked for your credit card information to be electronically stored in encrypted form in our computer. Only the last four digits are visible to our staff.
- 2. We will bill your insurance carrier as a courtesy for all charges related to the visit.
- 3. When we receive an explanation of benefits (EOB) form your insurance, we will send you a statement on the 5<sup>th</sup> of the following month, or the next business day after the 5<sup>th</sup>. If we have not received payment by the 30<sup>th</sup> of the month, we will charge the credit card on file for the balance due (on statement).
- 4. If we attempt to use your card and it is declined or has expired, we will send you a new statement with a note attached asking for current credit card information.

Please remember that this policy does not restrict your right to appeal any charge made to your credit card. Should you feel that we have charged your card in error, you may contact our office ASAP. If a mistake has been made, we will reverse the charges.

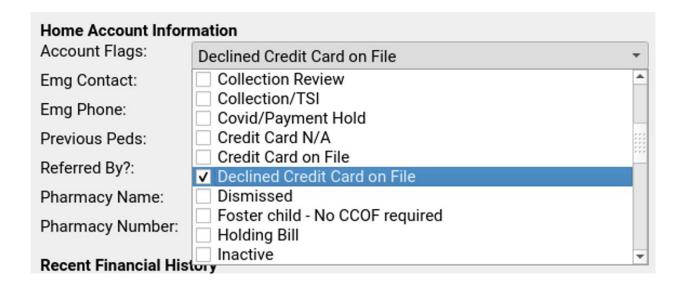
I have reviewed a copy of One Family Pediatrics Office and Credit Card on File Policies. I agree to provide my credit card information to One Family Pediatrics for the sole purpose of payment for my child(ren)'s medical care. I understand One Family Pediatrics will send notice 14 days prior to running my payment. I have the right to cancel this process and use another form of payment.

Signature of Authorized User	Date
Print Name as it appears on your credit Card	Phone # of Cardholder

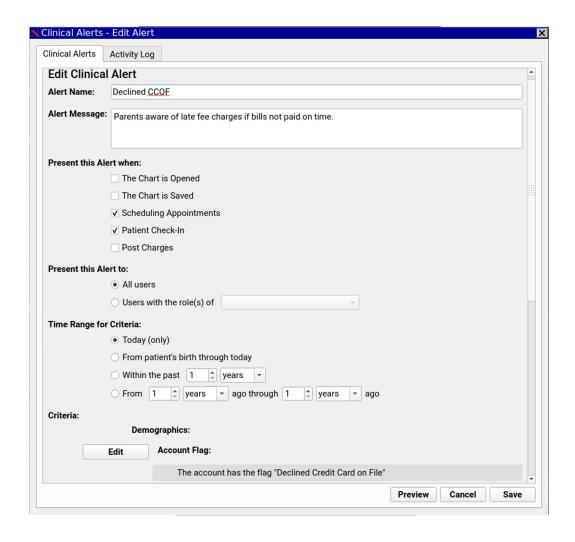
# Setting your Practice Rules

- PCC's system can be set up to support flagging and alerts for statuses like credit card on file (CCOF)
- Custody/Divorce flags/alerts can also assist in communicating special circumstances to staff and clinicians.

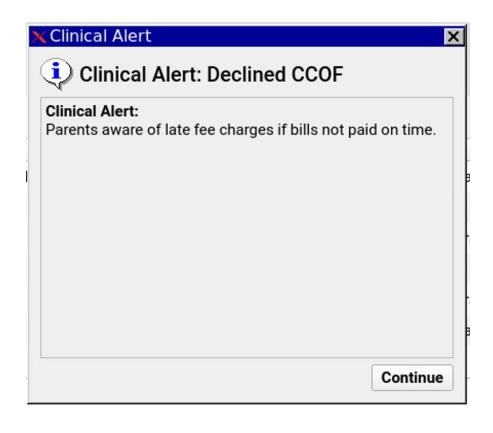
- Credit Card on File
  - Some practices choose to flag when a CCOF is present, others when CCOF is declined.
  - Choose which method works best for your office, but be consistent.



Add the flag to the account



Create an alert where an account has the flag present. Choose where the alert presents (chart open, appointment book, check-in?)



The alert prompts your staff with information about the account's CCOF status.

#### Scenario 1

Newborn comes in, placed in exam room.

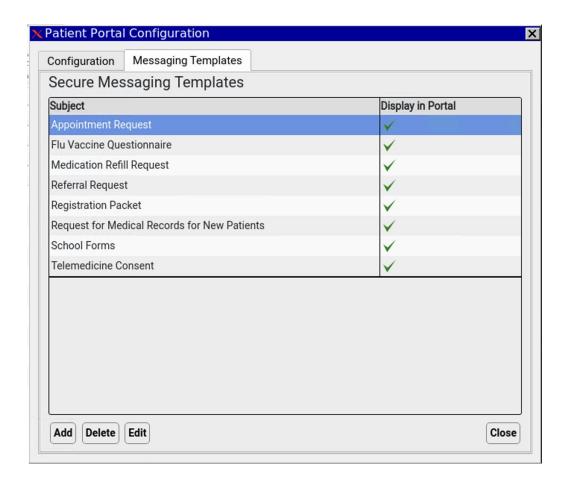
Registration is not completed before they leave.

## Patient Registration

- Essential that this is completed before patient is seen.
- If families are not willing to sign and abide to your office/financial policies, then your practice is not the right fit for them.

## Different Ways to Register

- Paper
- Customizable online form (Jotform, IntakeQ, PDF Filler, Adobe)
  - Make sure you can get a BAA (Business Associate Agreement)
- Portal Template



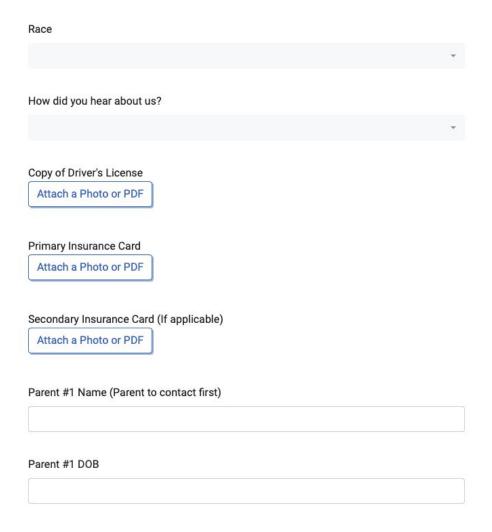
Go to Configuration >
Patient Portal to add a
new Portal Messaging
Template



Add in the appropriate input boxes, drop-downs, and other components to gather necessary demographic and registration details.

Back	My Kid's Chart
John "Michael" CHADIS_test Cann	ing
Sex: Male	*
Birthdate: 05/01/03 Last Physical: 03/14/16	
Last Physical. 03/14/16	
Subject: Registration Packet	
Registration Packet	
Name of Child #1	
Child Date of Birth #1	
Gender (for insurance purpose) #1	
	(w)
Child's Email or cell number (if applicable)	#1
Child's Name #2	

Portal accounts can send a Portal Message to the practice with the details requested in the registration packet.

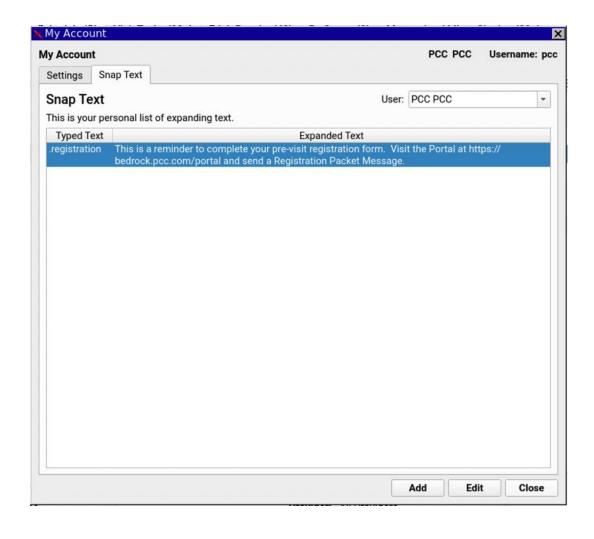


New as of mid-2021, you can configure Portal Messaging Templates to request an image/PDF.

- With CHADIS, portal registration, or any other method of pre-visit form completion, you'll need a method to remind families.
- PCC EHR's Send Text feature can be used for reminders to families.
- Integration with PCC's Snap Text feature allows for quick, repeatable messages to families.



Go to File > My Account > Snap Text to configure text snippets for commonly-typed text.



You can build as many Snap Text entries as are useful to your practice and/or to you as an individual user.



You can now use your Snap Text for reminders to complete pre-visit paperwork.



Your snippet expands into the full message you want to send.

## Scheduling Appointments

#### Verify the following items when creating an appointment

- For New Patients
  - ✓ Setup Portal Account
  - ✓ Need:
    - Insurance
    - Drivers License
    - Registration
- For New Patients With Siblings
  - ✓ Images of DL and Insurance
  - ✓ Registration paperwork (Sibling specific)
  - ✓ Portal User
- For Existing Patients
  - ✓ Insurance Any changes or new policies?
  - ✓ Account Flags Any CCOF related issues?
  - ✓ Verify the following documents
    - Registration
    - Insurance
    - Drivers License
  - ✓ Portal User

#### Front Desk Check-In Process

#### ·Check documents in patient's CHART for image of DL and Ins card

- ✓ Confirm Address, Primary Phone Number
- ✓ Collect co-pay, if any (Sick Visits only)
- ✓ Collect balance, if any

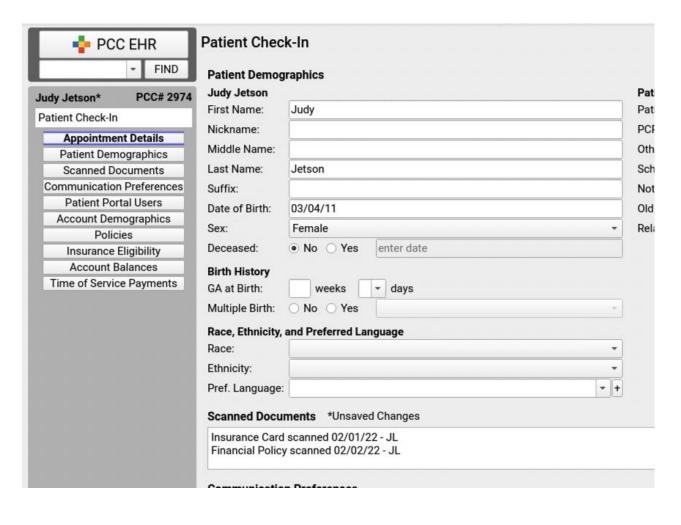
#### •If paying by:

- Credit Card
  - o Ask to run CCOF on file or swipe card manually
  - Ask if patient would like a receipt
  - Post payment to PCC
- Check
  - o Give receipt from petty cash box
  - Post payment to PCC
  - o Give check to Sameer
- Cash
  - o Put into petty cash and provide change, if necessary
  - o Give receipt from petty cash box
  - Post payment to PCC

#### Scanned Document Notes

- You can use chart-wide components as a way to remind staff when a document was scanned.
- Chart-wide components can be made available in a variety of areas, including Check-in, Appointment Book, etc.

#### Scanned Document Notes



A chart-wide
Scanned Documents
text box will allow
staff to see when a
document was last
scanned. This could
be used in
conjunction with
Snap Text for quick
entry of information.

#### Scenario 2

Newborn from Scenario 1 comes in for a 2 month visit and has active insurance.

Patient is seen and when you submit to insurance company, they deny the claim because the family is delinquent on paying premiums.

#### Credit Card on File

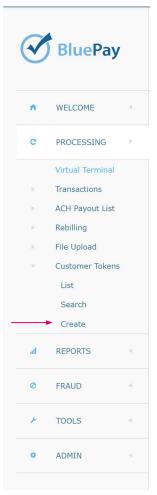
- Why is it important
- What if they decline
  - New patient vs. old patient

• Make sure you check to see if the CCOF is active with every visit

• Sale vs. Auth

rirtual Terminal			CUSTOMER SERVICE 866.680.832
Transaction Mode			
Live Test Credit Card Search Tokens			Process
redit Card	Billing Contact Info		
ransaction Type 0	First Name	Last Name	
SALE Card Reader			
AUTH	Company Name		
CAPTURE  REFUND  CVV Code (1)  VOID	Address		Suite
xpiration Date	City	State/Province	Zip/Postal Code
01   2022   1			
	Phone	Email	

## Create a Token in BluePay



Transaction Mode  Live Test Credit Card				Save
Credit Card	Billing Contact Info			
Card Reader Customer Token   XXXXXX		First Name  Company Name	Last Name	
Card Number	CVV Code ②	Address		Suite
Expiration Date  01  2022    V		City	State/Province	Zip/Postal Code
		Phone	Email	

#### **Collections**

• Are they worth it?

## Best Practices around collection of sensitive financial info

\*SSNs

\*CC #s and PCI Compliance

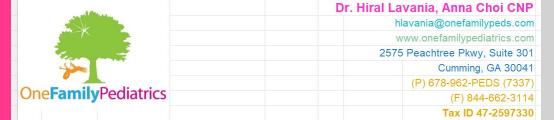
#### Scenario 3

That same patient pays their bill and calls to reschedule a well check visit.

The patient is now self pay.

#### Good Faith Estimate

- How much of your population is self pay
- Do you itemize every CPT code
- Do you just group codes together and provide average price?



#### **Good Faith Estimate**

Date of Visit:

Date of Good Faith Estimate: April 5, 2022

Rapid Covid for Travel

Typhoid Vaccine

99211 + 87426

90691

Patient Name:						Provider:	Dr. Lavania	
							2.1.20100	
Pat	Patient DOB:							
		Established Patient CPT	ICD 10 Codes (Estimated			New Patient		
		Codes	Diagnoses Codes)	Price		CPT Codes	Diagnoses Codes)	Price
	Well Check	99391 (< 1 Yr Old)	Z001.29, Z23			99381 (< 1 Yr Old)	Z001.29, Z23	
	Well Check	99392 (1-4 Yrs Old)	Z001.29, Z23			99382 (1-4 Yrs Old)	Z001.29, Z23	
	Well Check	99393 (5-11 Yrs Old)	Z001.29, Z23			Yrs Old)	Z001.29, Z23	
	Well Check	99394 (12-17 Yrs Old)	Z001.29, Z23			99384 (12-17 Yrs Old)	Z001.29, Z23	
	Well Check	99395 (18+ Yrs Old)	Z001.29, Z23			99385 (18+ Yrs Old)	Z001.29, Z23	
	Sick Visits	99211	Unknown until visit			99202- 99205	Unknown until visit	
	Sick Visits	99212-99215	Unknown until visit					
	Behavior Visit		CPT Codes	ICD 10 D	ICD 10 Doces (Estimated		Price	
	Behavior Initial (incl ADHD,		99205 or 99215	Unkn	Unknown until visit			
	ADHD F/u		99213-99215 or 99203- 99205	F:	F90.0-F90.2			
	Depression F/u		99213-99215 or 99203- 99205	F.	F32.0-F32.9			
	Anxiety F/u		99213-99215 or 99203- 99205		F41.1			
	Other Visits		CPT Codes	ICD 10 Doces (Estimated		Price		
П	Covid PO	CR for Travel	99211 + 87635		Z20.8	28		

Z20.828

Z23

# Good Faith Estimate

#### Scenario 4

You have a high no show rate in your office.

The \$75 no show fee makes parents angry, and you spend more time writing it off then teaching them a lesson.

# Missed Appointment Fees

- We used to charge \$75
- Problems with missed appointment fees

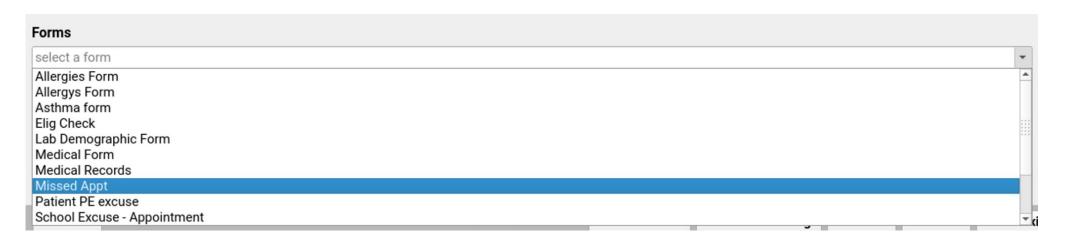
# Missed Appointment Flags

• Missed 1, Missed 2, Missed 3



## Forms and Flags

• PCC can configure forms & letters to generate a flag and even remove a flag. This could be useful for missed appointment letters, as an example.



# Forms and Flags

• The form generates a Missed Appt flag for the patient, in this instance

Patient Informa	ation			
Patient Flags:	Missed Appt			
PCP:	Dismissed			
	☐ Inactive			
Custom 1: ✓ Missed Appt				
Custom 2: Needs Extra Time				
	☐ Transferred			
Custom 3:				
Old ID#:				
Relation to Bill	Payer: Child	-		

#### Scenario 5

6-year-old patient comes in for a sick visit and you realize that this patient has been a patient of your practice for 1 year and has never had a well check.

Who else has not been coming in for well visits?

## Well Checks are Required

#### \_*(initial)* Well Check-ups are Required

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- 6 months of age
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- 24 months of age
- 30 months of age
- 3-21 years of age on a yearly bases

We expect our parents to follow these guidelines so that we may continue to provide quality healthcare to our children. Failure to do so may result in being discharged from the practice. We request that only primary caregivers bring children in for well checkups.

# Scheduling the Next Well Check

- Schedule next well check during EVERY well check
- Your appointment book should be accessible a year out
- We just put an appointment a year out without "scheduling" it with parents.
  - No Show rate is much less
  - When we would try to schedule, they would decline
  - They get a reminder on notify 14 days prior to the appointment

- PCC EHR can include this information in a variety of places:
  - Appointment Book Patient Details
  - Medical Summary
  - Check-in
  - Phone Notes, Portal Messages, etc.

#### Medical Summary

#### **Outstanding Tasks**

There are no outstanding Tasks

#### Recent and Upcoming Appointments

Last Visit: 04/21/22 (3w 5d ago) Crusher

Dx: Cough

Last Physical: 06/12/21 (11m ago)

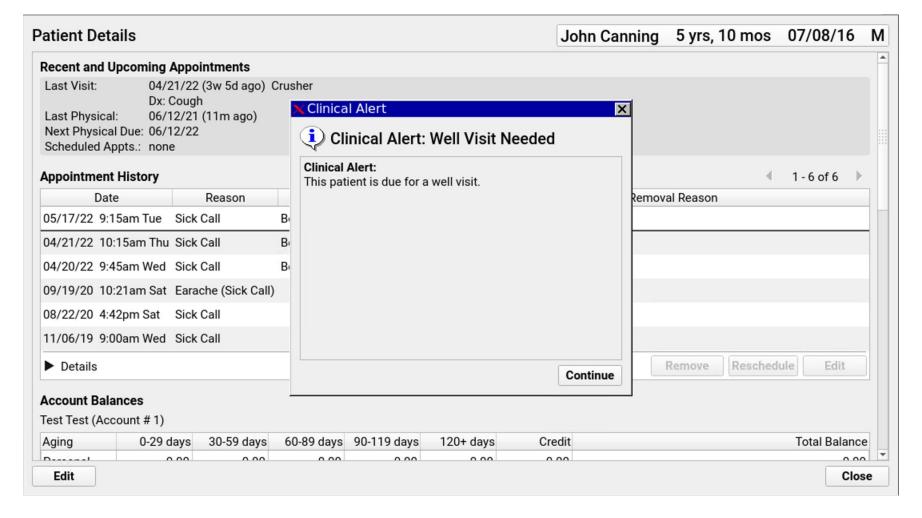
Next Physical Due: 06/12/22 Scheduled Appts.: none

• PCC EHR can be configured to automatically flag patients who are due for a visit, which could prompt a clinical alert.

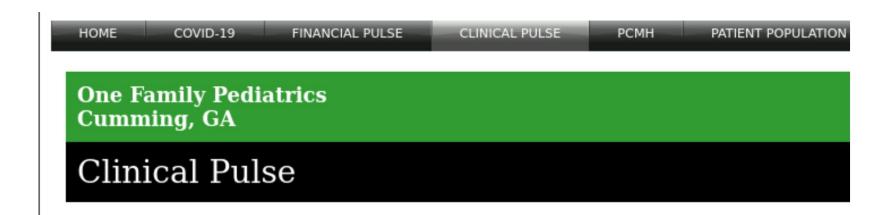


• The patient's overdue status triggers the application of a Well Visit Needed flag, and ultimately an alert.

Patient Informa	ation		
Patient Flags:	Well Visit Needed	•	
PCP: Dismissed Inactive			
Custom 1: Missed Appt			
Custom 2: Needs Extra Time Transferred			
Custom 3:	✓ Well Visit Needed		
Old ID#:			
Relation to Bill F	Payer: Child	-	



## Well Check Recall



What is the Clinical Pulse?

## Well Check Recall

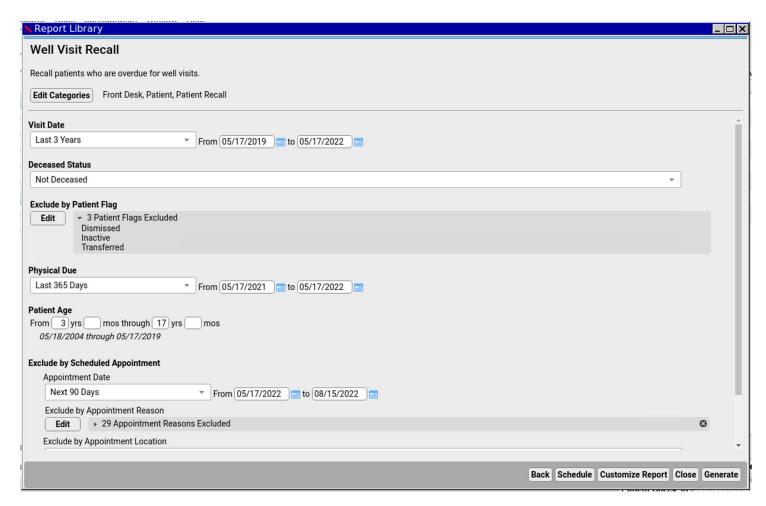
- Step 1: Call the family
- Step 2: Send a postcard
- Step 3: Dismissal Warning Letter
- Step 4: Dismissal letter

• Notify sends an email every month about missing well check

# Well Check Recalls & Broadcast Messaging

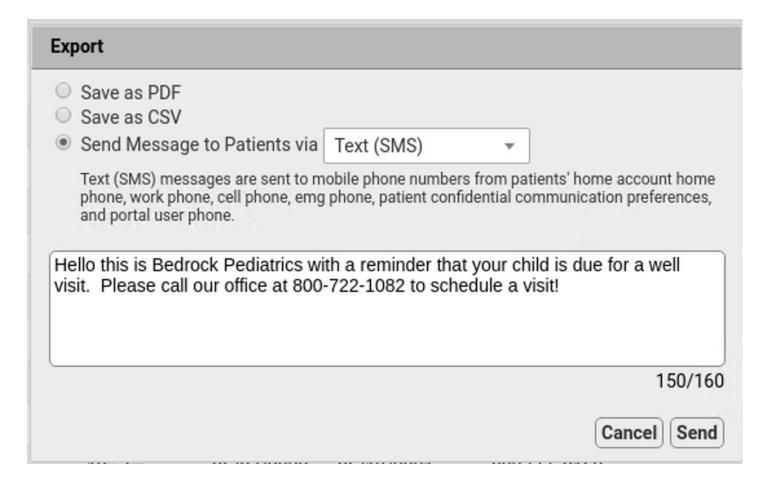
- Clients can use broadcast messaging to remind families *en masse* that their child is due for a well visit.
- Broadcasts can be sent to a variety of phone numbers and emails connected to the patient:
  - Home accounts
  - Portal accounts
  - Confidential contact

# Well Check Recalls & Broadcast Messaging



Use the Preventive
Care Recall or create
your own custom
Well Visit Recall
reports for
generating lists of
overdue patients.

# Well Check Recalls & Broadcast Messaging



You can create and send a reminder message via SMS, email, or both.

## Why should Infants and Toddlers have regular well check appointments?



#### **WE MISS YOU!**

Your child is past due for a well checkup. Please call the office to schedule the visit, or to let us know that you have changed pediatric offices.

678.962.7337

## Why should school-aged children have regular well check appointments?



#### **WE MISS YOU!**

Your child is past due for a well checkup. Please call the office to schedule the visit, or to let us know that you have changed pediatric offices.

678.962.7337

## Why should teens have regular well check appointments?



#### **WE MISS YOU!**

Your child is past due for a well checkup. Please call the office to schedule the visit, or to let us know that you have changed pediatric offices.

678.962.7337



#### **One Family Pediatrics**

2575 Peachtree Parkway Suite 301 Cumming, Ga 30041 678.962.7337

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