



**AAPP Annual Conference  
Saturday, November 9, 2024**

**Coding & Compliance**

8:00am - 8:30am

**Understanding and Mitigating Insurance Offsets: Protecting Your Revenue from Payer Adjustments**

*Gisele Sanger, BA, MISM, PM*

In this session, you'll explore the complex world of insurance recoupments and their impact on your practice's revenue. Learn how to identify, challenge, and mitigate these payer adjustments effectively, ensuring that your practice retains the maximum reimbursement for services rendered.

8:30am - 9:00am

**Payer Contract Considerations | 0.5 CECH**

*Mary-Ellen Schimmoller*

Many practices feel the need to sign up with every insurance carrier that is represented in their community. While this may seem a simple decision, there are a number of considerations before signing on the dotted line.

9:00am - 9:30am

**Caught Between the Codes: Navigating Compliance in the Doctor-Patient Dynamic | 0.5 CECH**

*Grace Torres-Hodges, DPM, FACPM, FASPS*

This lecture will discuss how to identify key challenges posed by third party insurance systems in private practice management, evaluate the impact of insurance-related constraints on physician autonomy and explore alternative practice models such as direct care as a potential solution

10:00am - 10:30am

**Break & Visit Exhibits**

10:30am - 11:00am

**Lessons Learned Defending Podiatry to the Administrative Law Judge | 0.5 CECH**

*David Freedman, DPM, FASPS, FACFAS CPC, CSFAC, CPMA*

Understand that you have the ability to appeal Medicare Claims beyond the MAC Carrier. There is a process where you must appeal to the QIC if the Reconsideration fails, while it is supposed to be a De Novo review often is not. The ALJ hearing, you have a very good chance of winning an appeal to learn the ins and outs of making it successful!

11:00am – 12:00pm

**The Anatomy of a Payer Audit: How and Why Payers Scrutinize Your Claim Submissions | 1.0 CECH**

*Nicole Allocca, Esq.*

If securing third-party reimbursements on the front end was not difficult enough, the looming shadow of payer audits makes holding onto those payments in the future even more tenuous. But payer audits are here to stay – both post-payment and pre-payment audits. So, practices must know how to navigate



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payer audits to provide the best patient care. This lecture will walk through a typical payer audit, with real examples, and then provide practical guidance on how to both prepare for an audit proactively and to effectively respond to an audit once initiated. Additionally, specific Medicare issues along with the review of a real-life skin substitutes audit will be discussed.

12:00pm - 1:00pm

**Lunch & Visit Exhibits**

1:00pm – 2:00pm

**Regulatory Updates: What you Never Learned in School | 1.0 CECH**

*Helen Gelly, MD*

During this lecture, the attendees will understand the historical components of the current regulatory environment, identify documentation requirements to pass an audit and what steps are needed in the audit process.

2:00pm - 2:30pm

**How Would You Code That? Proper Diagnosis and Treatment Coding | 0.5 CECH**

*Alan Bass, DPM, CPC*

It is important to not only document correctly, but it is just as important to code correctly. This lecture will review proper coding for some of the most common podiatric diagnosis and treatment codes.

2:30pm - 3:00pm

**Using the 25 Modifier Ethically to Maximize Your Coding | 0.5 CECH**

*Luke Hunter, DPM*

The lecture will provide attendees with the understanding on the basic premise of the 25 modifier. The lecture will show the attendees how to use the 25 modifier with problem-based coding as well as time-based coding.

3:00pm - 3:15pm

**Break**

3:15pm – 3:45pm

**Unshackling Healthcare: Patient-Centered Medicine Without Coding | 0.5 CECH**

*Grace Torres-Hodges, DPM, FACPM, FASPS*

The lecturer will examine the current challenges posed by coding in clinical care, explore the nuanced impact coding has on the doctor-patient relationship, propose practice solutions to enhance patient-centered care by minimizing reliance on coding and discuss the benefits associated of adopting direct care for both physician and patients.



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3:45pm - 4:15pm

**What Does the Most Recent Medicare Data Show About Billing?**

*David Freedman, DPM, FASPS, FACFAS CPC, CSFAC, CPMA*

CMS publishes data annually on provider paid claims, you will learn the trends which includes Office and Surgery. Learn the most current DME data information provided and trends to assist you in your practice.

4:15pm - 4:45pm

**Office Protocols for a Successful Patient Collection Rate: Boosting Your Practice's Financial Health**

*Gisele Sanger, BA, MISM, PM*

Learn how your front office can play a pivotal role in securing your practice's financial health. This session will guide you through implementing effective procedures that connect front-office operations with billing collections, mitigating revenue loss and boosting your practice's cash flow.

4:45pm - 5:00pm

**Coding & Compliance Q&A**