Course

Saturday, April 21, 2018  12:00 p.m.–4:00 p.m.

C16  ⚪ Leadership Challenges in Practice

**Topic:** Leadership; Practice, Policy, and Ethics  
**Director:** Brad C. Klein, MD, MBA, FAAN, Willow Grove, PA

**Program Description:** Neurologists face more challenges than ever to be successful in clinical practice. In either employed or private practice models, leadership skills have a positive impact on individual and organizational success. This program will discuss relationship development and communication techniques to improve leadership effectiveness within an organization of any size, as well as tools to successfully negotiate with health care systems, insurers, and regulatory agencies; refine analytical skills to properly implement an economical and useful EHR system; evaluate and improve work flows and processes to increase new sources of revenue; and increase patient/provider satisfaction while meeting regulatory demands.

**Upon Completion:** Participants should understand the fundamentals of organizational behavior and will have tools to impact change in all practice sizes, mitigate the economic and regulatory demands of a practicing neurologist in the US health care system, and ensure high-quality and rewarding care remains top priority in large organizations and independent practice settings.

**Lecture/Faculty:**
- Leadership and Temperament  
  James C. Stevens, MD, FAAN, Fort Wayne, IN
- Leadership in Practice Efficiency and Patient/Provider Satisfaction  
  Brad C. Klein, MD, MBA, FAAN, Willow Grove, PA
- Managing Negotiations  
  Jonathan P. Hosey, MD, FAAN, Bethlehem, PA
- Leadership and Health Information Technology  
  Allen L. Gee, MD, PhD, FAAN, Cody, WY
- Making Neurology’s Case for Health Care Value in 2018  
  Daniel M. Feinberg, MD, FAAN, Philadelphia, PA

**Core Competencies:** Interpersonal and Communication Skills, Practice-Based Learning and Improvement, Professionalism, Systems-Based Practice

**Teaching Style:** Didactic

**CME Credits:** 0

**Recommended Audience:** General Neurologist, Neurohospitalist, Non-Neurologist, Specialist Neurologist, Trainee
How to Run a Practice: Business Strategies for Neurology Private Practices, Academic Centers, and the Future

**Course**

Wednesday, April 25, 2018 3:30 p.m.–5:30 p.m.

**C163**

**Topic:** Practice, Policy, and Ethics

**Director:** Brad C. Klein, MD, MBA, FAAN, Willow Grove, PA

**Program Description:**
Neurology practices struggle for survival due to higher overhead and shrinking reimbursements for cognitive specialists. Higher malpractice premiums and office expenses, lower payments per patient, the rising cost of compliance with government regulations, and time-consuming insurance documentation requirements are the trend. Overlooking the true cost of services and procedures can result in financial drains to neurologic practice and unexpected losses. Faculty will give an overview of basic financial tools and how to apply sound business strategies to neurology practice issues. Faculty will cover the critical processes necessary to quantitatively evaluate a practice’s income and expenses, particularly in-depth analysis of revenue cycle and practice efficiencies. Faculty will also cover the steps involved in determination if expansion of services and/or providers will result in sustainable financial growth, avoidance of internal fraud, and strategic planning for future financial models, such as accountable care organizations.

**Upon Completion:**
Participants should be able to understand practice revenues, expenses, and cash flow; identify revenue cycle problems; establish and use key performance indicators for their practices; enhance work flow to maintain fiscal health; use benchmarking to enhance their practice; know and address basic legal issues in setting up and running a practice; understand how to choose and use technology at point of care; analyze the economics of outsourcing versus providing in-house services; use financial analysis to determine if technology and other capital investments will provide a return on investment; know how to determine which payers are creating an administrative drain on their practices; identify possible fraud internally within the practice; and understand how to evaluate and implement new financial reimbursement and risk-sharing management models such as accountable care organizations.

**Lecture/Faculty:**
- Understanding Your Revenues, Expenses, and Benchmarks to Increase Your Income
  Gregory J. Esper, MD, MBA, FAAN, Atlanta, GA
- Revenue Cycle Management: How to Make Money in Your Practice and Be a Doctor
  Brad C. Klein, MD, MBA, FAAN, Willow Grove, PA

**Core Competencies:** Interpersonal and Communication Skills, Patient Care, Practice-Based Learning and Improvement

**Teaching Style:** Didactic, Interactive

**CME Credits:** 2

**Recommended Audience:** General Neurologist, Non-Neurologist, Specialist Neurologist, Trainee, Administrator

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Business Strategies for Payer Negotiations and/or How to Go off the Grid

**Course**

Thursday, April 26, 2018 1:00 p.m.–3:00 p.m.

**C189**

**Topic:** Practice, Policy, and Ethics

**Director:** David E. Jones, MD, Charlottesville, VA

**Program Description:**
Neurology practices struggle for survival due to higher overhead and shrinking reimbursements for cognitive specialists. Higher malpractice premiums and office expenses, lower payments per patient, the rising cost of compliance with government regulations, and time-consuming insurance documentation requirements are the trend. Overlooking the true cost of services and procedures can result in financial drains to neurologic practice and unexpected losses. Faculty will give an overview of basic financial tools and how to apply sound business strategies to neurology practice issues. Faculty will cover the critical processes necessary to quantitatively evaluate a practice’s income and expenses, particularly in-depth analysis of revenue cycle and practice efficiencies. Faculty will also cover the steps involved in determination if expansion of services and/or providers will result in sustainable financial growth, avoidance of internal fraud, and strategic planning for future financial models, such as accountable care organizations.

**Upon Completion:**
Participants should be able to understand practice revenues, expenses, and cash flow; identify revenue cycle problems; establish and use key performance indicators for their practices; enhance work flow to maintain fiscal health; use benchmarking to enhance their practice; know and address basic legal issues in setting up and running a practice; understand how to choose and use technology at point of care; analyze the economics of outsourcing versus providing in-house services; use financial analysis to determine if technology and other capital investments will provide a return on investment; know how to determine which payers are creating an administrative drain on their practices; identify possible fraud internally within the practice; and understand how to evaluate and implement new financial reimbursement and risk-sharing management models, such as accountable care organizations.

**Lecture/Faculty:**
- Understanding the Payer Landscape to Enhance Negotiations with Payers
  David E. Jones, MD, Charlottesville, VA
- Transitioning Without Payers: Where to Begin
  Daryl Story, MD, Norwalk, CT
- Growing a Successful Practice Without Payers
  Peter J. McAllister, MD, Stamford, CT

**Core Competencies:** Practice-Based Learning and Improvement

**Teaching Style:** Didactic, Interactive

**CME Credits:** 2

**Recommended Audience:** General Neurologist, Specialist Neurologist, Trainee
**Course**

**Friday, April 27, 2018 1:00 p.m.–3:00 p.m.**

**C231 ICD-10-CM: How to Optimize for Accurate Diagnosis and Reimbursement**

**Topic:** Practice, Policy, and Ethics  
**Director:** Jeffrey R. Buchhalter, MD, FAAN, Phoenix, AZ

**Program Description:**
On October 1, 2015, the ICD-10-CM code set became required for all transactions involving reimbursement from the Center for Medicare and Medicaid Services, as well as for other third-party payers. A one-year grace period was granted that allowed full reimbursement for using the correct code family without full specificity. Presenters will use a case-based approach focusing on practical aspects of ICD-10 including optimizing coding specificity for common neurologic disorders (e.g., stroke, epilepsy, headache), how codes relate to value-based reimbursement (QPP), severity coding (HCC), and how more accurate coding results in fewer denials.

**Upon Completion:**
Participants should be able to code common neurologic disorders to the highest degree of specificity to reflect the severity of illness, know the codes for several of the most commonly encountered disorders seen by neurologists, understand how coding plays an essential role in value-based reimbursement, and avoid and respond to denials for services rendered.

**Lecture/Faculty:**
- ICD-10-CM Basics, Value, and Severity Based Coding  
  Jeffrey R. Buchhalter, MD, FAAN, Phoenix, AZ
- ICD-10-CM Coding of Common Neurological Disorders  
  Faculty
- How to Avoid and Respond to ICD-10-CM Based Denials  
  David A. Evans, MBA, Dallas, TX

**Core Competencies:** Medical Knowledge, Practice-Based Learning and Improvement

**Teaching Style:** Audience Participation, Didactic, Interactive

**CME Credits:** 2

**Recommended Audience:** Advanced Practice Provider, Non-Neurologist, Specialist Neurologist, Trainee, Practice Manager, Billing Specialist, Nurse Practitioner, General Neurologist

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**Course**

**Thursday, April 26, 2018 3:30 p.m.–5:30 p.m.**

**C204 Making Sure You Get Paid Under the New Health Care Laws**

**Topic:** Practice, Policy, and Ethics  
**Director:** Gregory J. Esper, MD, MBA, FAAN, Atlanta, GA

**Program Description:**
The Quality Payment Program continues to evolve under the Centers for Medicare and Medicaid Services. Neurologists should know how to navigate options available to them, including how to succeed in MIPS or how to think about advance alternative payment models. This course will help neurologists understand what they can tangibly do in their practices to succeed.

**Upon Completion:**
Participants should be able to describe the quality payment program, their options under the merit-based incentive payment system (MIPS), describe possibilities for future advanced alternative payment models, and understand why partnering with accountable care organizations may or may not be beneficial to them.

**Lecture/Faculty:**
- MACRA Overview and AAN Response  
  Gregory J. Esper, MD, MBA, FAAN, Atlanta, GA
- Strategies for MACRA: Documentation and Population Management  
  Eric M. Cheng, MD, MS, FAAN, Los Angeles, CA
- Using Axon Registry for Quality Reporting  
  Lyell K. Jones, MD, FAAN, Rochester, MN

**Core Competencies:** Practice-Based Learning and Improvement

**Teaching Style:** Audience Participation, Didactic, Interactive

**CME Credits:** 2

**Recommended Audience:** Trainee, Practice Administrator, Advanced Practice Provider, General Neurologist, Non-Neurologist, Specialist Neurologist
Program Tracks

Course

Friday, April 27, 2018  3:30 p.m.–5:30 p.m.

C242  Coding 101: It’s Not Your Father’s Oldsmobile

**Topic:**  Practice, Policy, and Ethics

**Director:**  Bruce H. Cohen, MD, FAAN, Akron, OH

Program Description:
Current Procedural Terminology (CPT) is a publication of the American Medical Association. The E/M codes themselves comprise only a small part of CPT and are the codes that are used in delivering cognitive services. In general, the E/M codes require no special technology and cover visits in the ambulatory and inpatient setting, ED, and other approved health care settings. In this course the most common codes used for the ambulatory and inpatient setting will be discussed, and the rules of how these codes applied stressed. Basic EEG and EMG coding will also be presented, and the most common pitfalls in coding will be presented. Because providers are now providing an increasing amount of time performing non-face-to-face patient management, new codes for these services are being developed and approved, and will be discussed as well.

Upon Completion:
Participants will understand the basis of face-to-face E/M coding, as well as the common pitfalls in incorrect coding; describe the differences between attended and unattended prolonged EEG studies as well as the difference to the patient if the study is performed in an inpatient vs observation setting, and learn the basics of simple EEG coding; determine how to properly code for EMG services; and become familiar with the new codes for non-face-to-face coding that is relevant to the practice of neurology.

**Lecture/Faculty:**
- **Basic Office and Hospital E&M Coding**  
  Raissa Villanueva, MD, Rochester, NY
- **Non Face-to-Face and Future E&M Coding Issues**  
  Bruce H. Cohen, MD, FAAN, Akron, OH
- **EEG, Prolonged EEG, and EMG Coding**  
  Jeffrey R. Buchhalter, MD, FAAN, Phoenix, AZ

**Core Competencies:**  Interpersonal and Communication Skills, Practice-Based Learning and Improvement, Professionalism

**Teaching Style:**  Case-Based, Didactic

**CME Credits:**  2

**Recommended Audience:**  Non-Neurologist, Specialist Neurologist, Trainee, Advanced Practice Provider, General Neurologist, Neurohospitalist