



MCA Journal

Vol. XI, No. 2

Maryland Chiropractic Association

May, 2002

ACA Issues Policy on DOWN-CODING

The American Chiropractic Association (ACA) is the largest professional association representing doctors of chiropractic in the country. By invitation of the American Medical Association, the ACA has two doctors of chiropractic participating as voting members on the AMA CPT and RUC HCPAC committees. These representatives make recommendations for CPT code definitions and procedure code values for all health care disciplines. Through this representation, the ACA is intimately familiar with all CPT codes and the accurate billing intent for these codes.

Like other health care professionals who use CPT codes to bill patient care services, the ACA has expressed concern about inappropriate bundling of CPT codes by payers, including the Centers for Medicare and Medicaid Services (CMS), private health and self-pay insurers, managed care entities, private auto and workers compensation carriers, or their business partners or vendors. Bundling of codes takes place in many forms, including down-coding.

Down-coding is a process by which a payer or its representative changes the submitted code to a different code, or combines that code with another code billed on the same day of service. It is an attempt to minimize reimbursement for an independently billable code by changing, lowering, or combining codes into a single code when multiple services are performed-or the lowering of a single code to a lower-level code.

The ACA opposes this practice and other discriminatory reimbursement practices. For doctors of chiropractic, down-coding is unfair, as it:

- Restricts the provider's right to bill independently for reasonable and necessary

(Continued page 10)

Eye on Anapolis 2002 Legislative Wrap-up

Joel Kruh
MCA Legislative Liaison

The 2002 Session of the Maryland Legislative Assembly was essentially a case of no news being good news. The proposed legislation that MCA opposed the greatest were either withdrawn, as in the cases of the Maryland Athletic Trainers Act and the Massage Therapy Bill, or weren't even introduced as was the case with the Physical Therapy Proposal. Much of the fizzle in such legislation can be attributed to MCA's legislative efforts.

Physical Therapist Anti D.C. Proposal - No Show

As we have discussed since the August convention, MCA was prepared to defend the anticipated PT Bill to prohibit qualified chiropractors from using the term physical therapy in your practices. A major MCA defense strategy was implemented during the course of the Fall and early Winter of 2001. As a result of team MCA's efforts, the American Physical Therapy Association - Maryland Chapter elected to delay introduction of their bill. As we all know, passage of this proposal would have put chiropractic reimbursement under State and Federal workers compensation laws, Federal employee health insurance and general health insurance reimbursements in extreme jeopardy. Special thanks go out to Dr. Audie G. Klingler, Dr. Howard F. Lewis, Dr. Paul Henry and Dr. Duane R. Sadula for their efforts. Additional thanks go out to all MCA members who participated in MCA's campaign to defeat the PT proposal.

MCA's Board of Directors and Legislative Committee believes that the PT anti-DC bill will ultimately be introduced in the next year or so. MCA will be prepared to defend our long-established right to practice physical therapy in the State of Maryland. Further details of MCA strategies will be forthcoming to membership as the need arises. Once again, thank you MCA for a great effort.

Maryland Athletic Trainer Act Withdrawn

MCA was prepared to oppose HB1216 - "Health Occupations - Maryland Athletic Trainer's Act." The bill would authorize athletic trainers for treatment methods in prevention, recognition, evaluation, assessment, immediate care, rehabilitation and reconditioning through physical therapy modalities,

(Continued page 4)



Maryland Chiropractic Association

720 Light Street
Baltimore, MD 21230
(410) 625-1155
FAX: (410) 752-8295
EMAIL: MCA@assnhqtrs.com

EXECUTIVE BOARD

Officers

- Audie G. Klingler, D.C.
President
- Paul Henry, D.C.
1st Vice President
- Donald W. Hirsh, D.C.
2nd Vice President
- Kay O'Hara, D.C.
Secretary
- Duane Sadula, D.C.
Treasurer
- Howard F. Lewis, D.C.
Past President

BOARD OF DIRECTORS

ACA Delegate

William Lauretti, D.C.

ICA Delegate

Vacant

North East District

- Adam Fidel, D.C.
- Joseph Hughes, D.C.
- Robert Poane, D.C.
- Daniel T. Wise, D.C.

Eastern Shore District

Joanne Bushman, D.C.

Western District

Eric Johnson, D.C.

Central District

- Brian Morrison, DC
- Joseph Langlois, D.C.
- James S. LeVan, D.C.
- Ronda Sharman, D.C.

Southern District

- John DeMaio, D.C.
- Alan K. Sokoloff, D.C.

STAFF

- Thomas C. Shaner, CAE
Executive Director
- Sharon Kneebone
Administrative Director
- Monica Shaner
Financial Manager

President's Update

Audie Klingler, DC

Thoughts from Florida

This session in Annapolis has turned out to be a good session for us. Thanks to all of you we have defeated some major problems that could have occurred in Maryland affecting our licensure. Many of you helped us develop a proactive attack and this paid off. I would like to thank you very much for your financial and physical support and also thank your patients who have written letters to the delegates involved.

Our legislative committee under Dr. Howard Lewis and with the direction of Mr. Joel Kruh has had an outstanding year and has checked every bill that affects us. They have done an outstanding job and I would like to thank them for their time and efforts.

We have two new co-chairman of the membership committee: Dr. Ken Mankamyer and Dr. Richard Schmidt. We will be working with them to create new members benefits and also recruit more doctors who should be members of MCA. We will be developing a program to enlarge our membership within the next 2 to 3 months. Please remember your membership dues allow us to take care of our practice in the state of Maryland and allows you to practice in the manner that you do. We have very favorable laws in the state and we want to keep it this way. So the greater our membership is the greater voice we have in Annapolis.

I have been appointed by the American Chiropractic Association as a blue chip chairman. As a blue chip chairman, I will be trying to develop lines of communication with CareFirst BlueCross BlueShield. We will be working closely with chiropractors in DC, Delaware and Virginia to help further our access with BlueCross, as well as our benefits. If you are having any problems, particularly with BlueCross of Maryland, please email or

send me copies of such problems, so that I might bring these to the attention of BlueCross BlueShield.

We are establishing a Web site (<http://www.marylandchiro.com>) and we are working with Dr. Duane Sadula and Mr. Eric Grammer from Mr. Tom Shaner's office to do this. It is our hope that the Web site will serve as a tool allowing for better communication amongst MCA, as well as the ability to be even more active in Annapolis. I think this is the wave of the future and we should have the site up and running by the time the next MCA Journal is published.

Our March meeting was very well-attended and I look forward to great attendance at the May meeting and then our convention in August. We have brought the convention back to Rocky Gap again due to the family atmosphere and also due to the amenities that are allowed at its facilities. I believe that everyone that was there last year really enjoyed themselves and hopefully we will have an even larger group of participants this summer. We planned this in August so that you could take advantage of the golfing and boating as well as obtain your continuing education hours while enjoying some comradery. It is quite easy to get caught up in a lot of seriousness and lose track of having friendships and good times. Hopefully our convention will get us back to that point and loosen us up a little.

We still have a lot on our plate to accomplish this year and hopefully with your help and with our board working with our membership and regional districts this can all be accomplished. Please try to attend your district meetings as this is the point where we can get some input from you. If you can't attend, please contact your district representative or contact me directly. My phone line is always open. If I can't get to you right away, I will get back to you by the end of the day. So have a great start to the summer and I will look forward to talking with you again in a couple of months.

ACA Report

*Bill Lauretti, DC
ACA Maryland Delegate*

* * *

ACTION ON MEDICARE LEGISLATION TO HEAT UP

The House GOP leadership has instructed the House committees with jurisdiction over the federal Medicare program (House Ways & Means Committee and House Commerce Committee) to report on a package of legislative reforms to the Medicare program as soon as possible with the goal of passing the legislative package through the House of Representatives prior to the Memorial Day recess, scheduled to begin May 24.

The legislation is expected to include some version of a Medicare Prescription drug benefit and make adjustments to the formula used to determine provider payment under Medicare's RBRVS payment system. The current formula has resulted in an unintended reduction in provider payment rates, a situation that is expected to continue for several years unless Congress acts to rework the existing formula. Capitol Hill observers feel the legislative package will also contain a variety of other Medicare revisions sought by various interests and provider groups. Because this package will be the only Medicare legislative vehicle likely to be considered by the House this year, the ACA will launch an intensified grassroots campaign to include the Watkins bill (H.R. 902), or a version of it, in the Medicare reform bill.

The intent of the Watkins bill is to dramatically increase the number of services doctors of chiropractic would be allowed to provide and be reimbursed for under the Medicare program. The ACA will begin issuing a new series of Legislative Alert Bulletins (http://www.acatoday.com/hot_topics/041602.shtml) on this issue beginning this week encouraging doctors of chiropractic to enlist their patients to become involved in the lobbying effort.

To bolster support for inclusion of the Watkins bill into the larger package of legislative reforms to Medicare, the ACA will also promote the findings of the Muse Report. The Muse Report ([http://](http://www.acatoday.com/hot_topics/041602.shtml)

www.acatoday.com/hot_topics/041602.shtml) was commissioned by the ACA and utilizes CMS (formerly HCFA) reimbursement data to demonstrate that Total Medicare Expenditures (on a per capita basis) are significantly **less** in the Medicare program for beneficiaries that receive chiropractic care versus those that do not.

Legislative opportunities to change the status of chiropractic's inclusion in the federal Medicare program are extremely rare. This is because Congress only rarely votes on legislation designed to overhaul or significantly modify the Medicare program.

ACA is urging all Doctors of Chiropractic to immediately write their member of the U.S. House of Representatives and urge they support H.R. 902 and work to incorporate H.R. 902 into any Medicare reform legislation (including a prescription drug bill) that will be voted on by the House of Representatives this year.

The ACA is also advocating that Doctors of Chiropractic encourage

patients to make phone calls to their representative directly from their office if possible. The telephone number for the Capitol Hill operator is (202) 224-3121. They can give you a direct number for your representative's Washington office.

VIEW ACA VIDEO NEWS RELEASE FEATURING DEREK PARRA ONLINE

In a video news release (VNR) which was distributed nationally on Friday, April 5th, Olympic speedskating gold and silver medalist Derek Parra talks about the important role chiropractic care played in his medal-winning performances.

The VNR, which will be released via satellite to more than 800 media outlets across the United States, explains that doctors of chiropractic have been a part of the Olympic Medical Staff since 1980 and have helped many world-class athletes reach their peak. Also featured in the VNR is ACA Connecticut Delegate Dr.

(Continued page 8)

Proposed Changes to HIPAA Lessens Privacy Rights Burdens

WASHINGTON, DC (HIPAA Wire) - Health care providers have long decried certain elements of the consent provisions of the Health Insurance Portability and Accountability Act privacy rule - but proposed changes to the rule outlined March 21 would dramatically lessen the burdens of HIPAA privacy compliance.

In a proposed rule slated for publication in the Federal Register March 27, the Department of Health and Human Services plans to remove consent requirements for information disclosures connected with treatment, payment and health care operations (TPO) purposes. Under the proposal, covered entities would instead need to have patients acknowledge receipt of a plan or provider's notice of privacy rights and practices.

HIPAA covered entities would still, however, need to secure patient authorizations for the use and disclosure of information for non-TPO purposes.

The proposal also addresses a number of other issues that have stoked the discontent of covered entities. Among them, according to an HHS fact sheet:

- The rule makes clear that health care professionals can discuss a patient's care without fearing they'll be slapped with a HIPAA violation if they're overheard;
- The proposal will include model business associate contract provisions to ease covered entities' compliance efforts;
- The rule allows the use of a single authorization form for the various uses and disclosures that would not otherwise be allowed under the privacy rule;
- The rule clarifies that state law governs disclosure of children's health information to their parents; and
- The rule eases the consent paperwork burden for researchers.

Marketing, however, remains an area where HHS is reluctant to stand down. The proposal would explicitly require covered entities to obtain an individual's specific authorization before sending them any marketing materials.

PT Proposal

(Continued from page 1)

manual techniques, massage and therapeutic exercise. The proposal as introduced placed the athletic trainers under the regulatory authority of the Board of Physicians Quality Assurance (Medical Board).

The problem with the proposal was that chiropractors had no supervisory and referral authority with athletic trainers. The withdrawal of this proposal was caused by the Medical Board's concern over scope of practice and regulatory authority in the bill. MCA believes the Maryland Athletic Trainers Licensure Law will be introduced in '03. From MCA's perspective, the key to the new bill will be to include chiropractic in supervising and referral methods and an appropriate scope of practice for athletic trainers based on an AT's educational qualifications.

Massage Therapy Bill Withdrawn

HB755 - "State Board of Chiropractic Examiners - Massage Therapy Advisory Committee" was introduced at the behest of the Massage Therapy Association to grant the Massage Therapy Advisory Committee authority to regulate massage therapists over the authority of the State Chiropractic Board. Under this troublesome proposal, the State Board of Chiropractic Examiners would be required to prove the Advisory Committee's recommendations were arbitrary.

MCA opposed this bill and on the date of hearing the bill was withdrawn with a commitment from the State Board to allow the Massage Therapy Advisory Committee to discuss establishing a separate Board for massage therapy over the course of the next 18 months. MCA did not participate in this commitment.

State Farm PIP Bill Defeated

State Farm Insurance Company requested introduction of HB1360 for the purpose of overturning **Dutta v. State Farm Insurance Co.**, (April '01 Court of Appeals). Dutta requires all property and casualty insurance companies to pay medical bills primary to HMO coverage. HB1360 would have reversed the Dutta case and made HMOs primary to auto

insurance PIP coverage. MCA strongly opposed this measure.

Workers Compensation Commission - Appeals Defeated

MCA strongly opposed this WCC Appeals Bill patterned after District Court Rule 10-104 that would have authorized medical doctors to introduce medical reports in lieu of live testimony. This proposal excluded chiropractors from the process. If passed, MCA anticipated a shift in treatment referrals from chiropractors to MDs. The Bill was soundly defeated in the Senate Finance Committee. Support for such a proposal must include chiropractors.

HB 805 Reimbursement of Health Care Providers Passed - Awaits Governor's Signature

HB 805 applies to HMOs and requires reimbursement to chiropractors as follows:

- (A) 125% of the rate the HMO pays in the same geographic area as published by the Centers for Medicare for the same covered service to a similarly licensed provider not under written contract with the HMO, or
- (B) The rate as of 1/1/2000 that the HMO paid in the same geographic area.

The HMO must disclose on the request of a chiropractor not under written contract with the HMO the reimbursement rate.

Additionally, the Health Care Commission shall conduct a study on whether the state should maintain a prohibition against the balance billing of HMO subscribers for covered services.

Managed Care Organizations - Credentialing Passes

A managed care organization may deem a health care provider credentialed for a period of not more than six (6) months from the date of receipt of the completed application if the health care provider:

- (1) has been credentialed by another entity in the State that is required to credential health care providers, and

- (2) has submitted an application to participate in the MCO's provider panel, and
- (3) the managed care organization verifies that the provider was credentialed and remains in good standing with at least one entity that credentialed the provider.

District Court - Small Claim Actions Increase-Passed-Awaits Governor's Signature

MCA supports this legislation which increases the jurisdiction of small claims from \$2,500 to \$5,000. This allows chiropractors to pursue small claims up to \$5,000 without the threat of a bump up to the Circuit Court. Since this bill is awaiting the Governor's signature, it should be noted that the Governor vetoed a similar bill in 2001.

Blue Cross/Blue Shield Conversion to For Profit - Sale to Wellpoint of California

The Blue Cross conversion would have to be characterized as one of the most combative issues of the last ten years. Multiple sets of legislation were introduced to block the conversion. Legislative leadership opposed the Blue Cross proposal. Blue Cross' leadership team were perceived as greedy corporate kingpins.

When the smoke cleared, one Bill passed requiring the Blues to accept an all cash deal from Wellpoint, with no stock options. The all cash deal is not perceived as a deal breaker. If the deal were to go through Blue Cross would give the State of Maryland \$1.3 billion in exchange for previous tax breaks and discounts allotted the non-profit. The decision is in the hands of the State Insurance Commissioner who is continuing public hearings to determine if the conversion is in the best interest of the citizens of Maryland.

Opposition to the conversion centered on loss of jobs at the Maryland Blues, increased premiums by Wellpoint, medical necessity decision making from California, profiteering by Blue Cross officials. A decision by the Insurance Commissioner is anticipated in early 2003.

Protecting Your Practice And Your Family

**James E. Adkins, Moore and Associates
Practice and Personal Insurance Planning
Registered Representative for NYLIFE Securities**

The successful practice you and your partners built together took years of hard work and a great deal of capital. You certainly want your practice to remain prosperous long into the future. Preoccupied with the day-to-day details of running the operation, you probably haven't given much thought to what would happen if circumstances abruptly took an unexpected turn.

What happens if you or your partner becomes disabled? Worse yet, what if one of you died suddenly? Could your practice survive such trauma? Would your heirs be able to take over or would they be forced to sell the practice?

PARTNERSHIPS ARE NOT ETERNAL

Unlike a corporation, a partnership does not have an unlimited life. When a partner dies the remaining partners legally become liquidation trustees. This obligates them to sell off the deceased owner's share of the practice. But to whom? At what price? That's why practice succession planning is so important. You'll want to put into writing a formal plan of action that will allow a smooth transition of ownership and protect your family's interest as well. A buy-sell agreement is one way to help assure the continuity of your practice and give your family peace of mind.

BENEFITS OF A BUY-SELL AGREEMENT

Sometimes called a "practice will," a buy-sell agreement is a legal contract among practice owners that states what will happen should a partner leave the practice due to death, disability, or a lifetime situation such as retirement.

The agreement obligates the remaining owners to purchase the practice interest of the partner who has left the practice, and the departing partner (or heirs) are obligated to sell.



James E. Adkins thinks a buy-sell agreement funded by insurance is a convenient way to protect partnerships.

This type of arrangement benefits your family in a number of ways: it will help free them of practice worries at a time of crisis, guarantee a purchaser, and, if kept up-to-date, ensure a fair price for your practice interests.

Remaining owners also benefit from a buy-

sell agreement: they know the purchase price of the practice interests in advance; they don't have to worry about new, perhaps unwanted partners; and the smooth transition will help the company retain the confidence of the clients and creditors. With the help of an attorney, these agreements are easy to draft and flexible, allowing for alterations with the consent of all parties involved.

HOW YOU CAN FUND YOUR PLAN

Once a buy-sell agreement is in place, the next challenge is funding it. Where will remaining partners get the funds to purchase the practice interest in question? There are a number of available options:

- **Pay Cash** – If sufficient funds are on hand, cash may be used to purchase the practice interest in question. However, using savings that were earmarked for future ventures could endanger the long-term goals of the practice.

- **Take A Loan** – If cash is not readily available, funds could be borrowed. The downside is that the extra expense of loan payments may put a strain on cash flow and the debt increase may negatively affect the company's credit rating.
- **Sell Assets** – Another alternative is liquidating assets to raise the money. This method could have a devastating effect on the practice's future, and should be considered only as a last resort.

THE SENSIBLE SOLUTION

It becomes clear that a proper funding vehicle is needed to make a buy-sell agreement as effective as possible. With its many advantages, insurance can be a convenient means to fund the agreement without incurring a large financial burden. Insurance creates a guaranteed source of funds to purchase the practice interest in question. Proceeds are immediately available exactly when they are needed: in the event of death or disability of the insured.

In effect, it could be said that the cause that creates the need also creates the funding. Those proceeds are, in most instances, free from federal income tax, and may help avoid the delays of probate. A buy-sell agreement funded by insurance may be structured in a number of different ways to suit particular needs.

NOW'S THE TIME

It's best to consider your options now while you're still in the position to direct your practice. Speak with your partners and your family, as well as your legal and tax advisors and your insurance agent. If you're like most practice owners, your practice and your family are the two most important things in life. You don't want to gamble with the future of either one. A buy-sell agreement funded by insurance is a convenient way to put your practice affairs in order while protecting your family's interests. It can give you the peace of mind you need to focus your energies on the continued success of your practice.

Renzetti Named To Chiro Board

Margaret E. Renzetti, a chiropractor practicing in Cambridge has been appointed by Governor Parris Glendening to serve a four-year term as a member of the State Board of Chiropractic Examiners.

Her appointment was confirmed by the Senate Executive Nominations Committee and the Senate of Maryland.

Dr. Renzetti replaced Dr. Paul Conway of Ocean City whose two terms on the Board expire this summer.

Caps Name Holding Official Chiropractor

James L. Holding, D.C., C.C.S.P. of Bowie has been named the official chiropractor of the National Hockey Leagues Washington Capitals.

Thanks To MCA Great Supporters

The MCA has a Supporting Membership category for suppliers of goods and services. We encourage all members to consider them when buying products or services.

To our supporting members, we hope that you will renew your support for 2002.

2001 Supporting Members

- Advantage X-Ray
- Anabolic Labs
- Global Imaging
- Kane X-Ray
- Knaub & Associates
- Medical Resources
- NCMIC Insurance
- NY Chiro.College
- Nutri-West Blue Ridge
- Peterson Imaging
- R.K. Tongue Co.

Eastern Shore District Members

To meet June 25, 5-7 p.m. in Salisbury

Featuring Dr. David Sharp

Maryland Health Care Commission
"Updating You On HIPPA Regulations"

Detailed registration info to come.

HIPAA Extends Deadline for Electronic Data Requirements

The U.S. Congress has extended the deadline for providers to comply with the Health Insurance Portability and Accountability Act (HIPAA) Electronic Data Interchange (EDI) requirements until October 16, 2003, provided that they file a model compliance extension form with the Department of Health and Human Services (HHS) by October 16 of this year. HHS has just released that form and instructions for its completion.

You can access this form and instructions by following these steps:

- 1) Access <http://www.cms.hhs.gov/hipaa>.
- 2) When you get to this page, click on "HIPAA Administrative Simplification," near the bottom of the page.
- 3) Once this new page comes up, click on "Electronic Health Care and Code Set Model Compliance Plan."

Forms may either be downloaded, filled out and sent, or returned electronically.

Submission of this form will automatically entitle providers to an extension. While there are a number of questions, the document is fairly direct, and providers need not submit much detail on where they may be on EDI compliance. Members of group practices that bill on behalf of all its participants only have to submit one document.

The EDI rules establish standard reporting formats for electronic health care transactions, including claim forms and code sets. For medical services the standards are relatively straightforward, an 837 claim form and use of only SPT codes. Software vendors should have a handle on this aspect of the rule and may in fact already be in the process of contacting providers to discuss compliant software packages.

New York Chiro College Ad

ACA REPORT

(Continued from page 3)

Keith Overland, chiropractic consultant to the U.S. Speedskating Team, who explains that weekend warriors are prone to the same types of repetitive and overuse injuries as Olympic athletes.

The footage was shot during an interview in Salt Lake City just days after Parra's stunning Olympic victories. At the same time, Parra was also filmed for a public service announcement (PSA) about chiropractic care as well as a television commercial spot that ACA members can air in their local communities. The PSA will be available in 60, 30 and 15-second lengths, and promotes chiropractic care as an integral part of the health care team. PSAs are designed to be placed for free by local TV and radio stations as a service to the viewing public. ACA members will soon be able to order the PSA at cost and present it to their local stations for possible free placement. For ACA members who want to advertise either chiropractic in general - or their own local practice - with guaranteed, paid air-time, ACA is also producing a 60-second

advertising spot that can be aired "as is" or personalized with a doctor's name and clinic information.

To view the VNR, go to:

http://64.224.5.139/westglen.com/Hot_Topics/12594.wmv

IMPORTANT: To view the VNR, you must have Windows Media Player installed on your computer, which can be downloaded for free at the following site:

<http://www.microsoft.com/windows/windowsmedia/download>

Even with Windows Media Player, some computers may not have the capacity to play the video, due to system requirements and/or firewalls that are in place at your organization. For those of you who are able to view the VNR, we hope you enjoy it.

MAY IS CORRECT POSTURE MONTH

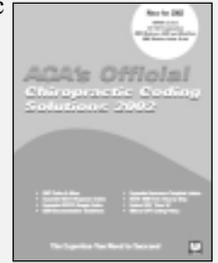
Turn your expertise into news your community can use. May is Correct Posture Month. Use this observance to promote yourself and your practice. First, order the "How to Market Your Practice: Media Relations" phone conference audiocassette. You'll learn how to write effective news releases, get media

coverage without spending money on advertising, and much more.

Then, get the May is Correct Posture Month Kit, free for ACA members. The kit will feature sample news releases and easy, step-by-step instructions for maximizing this important observance. Call ACA at 1-800-986-4636 or access www.acatoday.com.

Chiro Coding '02

MCA is offering its members a special opportunity to purchase the new ACA "Chiropractic Coding Solutions 2002" book (as well as CD disk) and "Basic Introduction to HIPAA" pamphlet for only \$35 plus \$5 S&H.



New for 2002 - HIPAA section, CCI edit explanation, 2002 Medicare ABN and modifiers, and 2002 relative value scale.

The book is a must for every DC in Maryland. The MCA price will save you \$30 off the cover price. Call the MCA office to order yours today.

MCA Members Only Enjoy The Benefits

The MCA is the leading voice for chiropractors in Maryland. Every practicing doctor should be a member. Here are a few of the special benefits you receive as a member:

- < Two \$50 vouchers good for your attendance to MCA sponsored CE
 - < Listing in MCA Directory
 - < Listing in Chiropractic Directory to be distributed to Trial Lawyers
 - < Subscription to *MCA Journal*
 - < Reduced tuition to MCA CE
 - < Opportunity to belong to MCA Sports Council
 - < Representation in Annapolis and before the Board of Examiners
 - < Medicare/Medicaid information resource
 - < Discount on Chiroclinix
- And we're developing more. No chiropractor can afford not to have the MCA at work in Maryland.

MCA Heads Back to ROCKY GAP for 2002 Convention

August 23-25, 2002

After enjoying one of the most successful, family-oriented conventions in years, the MCA is planning to return to Rocky Gap for its 2002 Convention. Be sure to be with us and be sure to bring the family!

**Mark Your Calendars Now
for a Weekend of CE and Family Fun!**

DOWNCODING

(Continued from page 1)

services.

· Is often conducted by individuals who have little or no experience or knowledge about the chiropractic model of health care.

· Ignores the intent of the CPT coding process, which is the nomenclature payers require for billing physician services.

While the CPT process is not a reimbursement system, it is a nationally accepted standard used by payers, physicians, and other health care professionals to accurately identify and communicate services.

The ACA is concerned that important chiropractic input is not being sought in order to help determine payer coding logic. It is our belief that payers should become aware of and use a consistent interpretation of CPT codes. A submitted CPT code should not be changed without verbal or written correspondence with the provider prior to a benefit determination. If the insurer feels there is a history of inaccurate code use by a provider, there should be an attempt to educate the provider.

Doctors of chiropractic realize that intentional and inappropriate use of higher-level codes can be the basis for a fraud investigation if that usage is without clinical justification or if it is with intentional misrepresentation of codes-contrary to CPT intent. The ACA offers its resources through our internal Coding and Reimbursement Committee to advise and counsel payers on appropriate coding logic as it impacts the chiropractic profession. ACA Coding policy is updated as changes are made to CPT codes, as well as on an annual basis.

MCA Mission Statement

"The mission of the Maryland Chiropractic Association is to advance the chiropractic profession by educating the public and ensuring accessibility. To protect in every legal and ethical way the chiropractic profession as a whole and to operate as an organization with the highest level of integrity and an over-riding commitment to the patients we serve and our members."

You Need C-PAC

James LeVan, D.C.

C-PAC Treasurer

Can you believe Tiger Woods? I've just finished watching the Masters, and that guy absolutely blows me away. I really can't wait to get a shot at the course at Rocky Gap. Tiger's game inspires such enthusiasm in me to get out and play golf. The cure for that optimism is getting out there and playing golf. Luckily you can enjoy the game without being as good as Tiger. I am even more impressed by the number of new people who have decided to contribute to CPAC in the last two months. We've lost a couple of people but added ten new names! I want to thank Tom Shaner for the extra work he and his staff are doing to process the contributions that are coming in to MCA. You guys are the best!

The legislative session ended a few days ago and the first of the requests for contributions to political campaigns have already arrived. This is an election year so the pressure is on to support the people who have helped us in the past. We have a good start thanks to the recent increase in donations so let's keep that momentum going! As you know from reading Joel Kruh's evaluation of the session that just ended, we have been very successful in working for you in Annapolis this year. A strong showing during the election run this summer and fall will put us in position to follow up with an even better session next year.

I've been trying to get the deposits in faster and to make sure the Donor List is completely accurate, but please let me know if there are any mistakes. As always the list reflects contributions received in the last twelve months. I've had to add an amendment to that rule thanks to the MCA, who have given the maximum allowed by law for the current four year period. Consequently it seems only fair that the MCA should be allowed to stay on the list until it is legal for them to contribute again. Of course this will apply to anyone else who contributes the \$4000 maximum. Thanks again to the wonderful folks who appear below.

Governor

(\$1,000 or more per year)

Maryland Chiropractic Association

Dr. Andrew Johnson

Senator (\$500 - \$1000)

Dr. Lisa Bailes

Dr. Alan Cornfield

Dr. Adam Fidel

Dr. Eric Horn

Dr. Steven Horwitz

Dr. John Kibby

Dr. Thomas Lo

Dr. Brian Morrison

Dr. Richard Schmitt

Delegate (\$365 - \$499)

Dr. John DeMaio

Dr. Mark Divelbiss

Dr. James LeVan

Dr. Tom Schreppler

Dr. Beth Tedesco

Centurion (\$100 - \$364)

Dr. Mitch Adolph

Dr. Raymond Berry

Dr. Bill Blaker

Dr. Ken Brown

Dr. Kirk Carver

Dr. Daniel Alexander

Dr. Greg Belcher

Dr. Robert Bosland

Dr. Marty Cairns

Dr. William Clifford

Dr. Charles Cooper

Dr. Peter Dexheimer

Dr. Steward Falk

Dr. Ronald Gillum

Dr. Jay Greenstein

Dr. Donald Hirsh

Dr. Ray Infanti

Dr. Jeff Kalkstein

Dr. David Koronet

Dr. Brian Krupinsky

Dr. William Lauretti

Dr. Lucinda Mitchell

Dr. Kay O'Hara

Dr. Amy Recce

Dr. Mark Roberts

Dr. Duane Sadula

Thomas Shaner

Dr. Mark Shulman

Dr. William Thompson

Dr. Dan Wise

Dr. Mahmoud Zia-Shakeri

Dr. Jim Daniel

Dr. Melvin Falk

Dr. Nicole Ganz

Dr. Joel Goldwasser

Dr. Charles Hester

Dr. Joe Hughes

Dr. Cheryl Kalb

Dr. Audie Klingler

Dr. Jonathon Kramer

Dr. John Langlois

Dr. Charles Mascenik

Dr. Giuseppe Nunnari

Dr. Robert Poane

Dr. John Ring

Dr. Asher Rodriguez

Dr. Scott Samson

Dr. Ronda Sharman

Dr. Alan Sokoloff

Dr. Melissa Tobin

Dr. Mariella Young

Member (\$25 - \$99)

Dr. Ed Bartlinski

Dr. Paul Ettlinger

Dr. Robert Frieman

Dr. Margaret Renzetti

Dr. Joanne Bushman

Dr. Terrance Fenerty

Dr. Michael Nelson

Dr. Anthony Ricci

Send your contribution to Dr.

Jim LeVan, 10605 Concord St., Ste. 206, Kensington, MD 20895.

Sports Council News: Preparing for Summer

Steve Horwitz, DC

MCA has a tremendous opportunity to be involved in three statewide events. I need to know the level of interest among MCA members before I make a commitment to the event directors.

1) **Maryland Special Olympics** - We have been invited to participate in a health fair to be held during the 2002 Summer Games in the beginning of June 2002 held at the University of Maryland. We would provide scoliosis screenings for athletes, family and friends.



2) **Senior Olympics** - We have been invited to participate in the medical coverage of the event. The senior games are held October 3-5 in Towson and over 1,500 athletes over the age of 50 compete.

3) **Maryland State Games** - We have been invited to participate in the medical coverage of the event (July 2002). At least 11 sports will be contested.

Get involved! Please email me at drsteve@youcanbenefit.com and let me know if you would be interested in any of these upcoming events.

Classifieds

Associate/Independent Contractor — Associate or Independent Contractor wanted to work in the Columbia, MD area. Contact Mary at 410-720-5555. This is an excellent opportunity. (7/02)

Associate Wanted — Permanent position with established growing practice. Please call Dr. Lisa Hepfer at 301-962-7300. (5/02)

Associate Wanted — Full time chiropractor with PT privileges to work Northwest Baltimore practice. Must have passion for chiropractic. Call Dr. Adam or Ilene Fidel 410-917-2282. (7/02)

Associate Opportunity — Is your purpose to improve the lives of others by providing top-notch chiropractic care and getting people off drugs? Is it a waste of your time to appease insurance companies, do peer reviews, hire MDs and support the Mercy Guidelines? We think so! We help others have the best health possible and live drug-free lives with chiropractic, free of political mess. If you would like to have fun and be financially successful, join our chiropractic team. South Eastern Pennsylvania fax or call 717-229-2562. (5/02)

Associate Position — Baltimore area. Are you looking for a position that offers room for growth and the possibility for partnership? Our office is looking for a new team player with good practice and marketing skills. Contact Dr. Joseph Hughes 410-675-3332 or 410-627-8397 (5/02)

Chiropractic Assistant — F/T - P/T Busy downtown office in search of a team player who is a true people person. Excellent salary and benefits with the right qualifications. Rehab. experience preferred, but not absolutely necessary. Call Kim 410-675-3332. (5/02)

Externships Wanted — Two students from Northwestern Health Sciences University seek externship opportunity in Maryland, August 16, 2002 to November 19, 2002. If interested, contact Kelly Krol at 952-886-3977 or krolkm5@hotmail.com.

For Sale — Almost new ErgoBasic table. Complete with elevating pelvic section and E-Z tilt headpiece with forward drop. Call Dr. McLaughlin at 301-898-8005 or email healing@xecu.net. (7/02)

For Sale — Zenith II Hi-Lo (Black Heritage covered). 5 Winco 24.5" tables (gray), 2 S&S Illuminators (14 x 17), 6 adjustable height stools. Call Dr. Horwitz 301-622-9000. (5/02)

Office Coverage — Colleague seeks continuing opportunities for contract coverage work. Furnished for your review are credentials to include PT privileges and balance of credentials package. MD, DE, PA references furnished. Dr. Brooks Stryker, Chiropractic Associates 302-655-3239. (5/02)

Office Coverage — Experienced DC with PT privileges available for vacation coverage. Excellent adjusting skills, including Activator. Please call Dr. Deborah Morrone at 301-695-6848, or email at dmorronec@hotmail.com. (5/02)

Office Coverage — Feel secure while you are away! Maryland doctor with Physical Therapy privileges. Personable and reliable doctor will take excellent care of your patients and office. Call Dr. Lenny Shefts at 410-307-4872. (5/02)

Office Space for Rent — **Gaithersburg** — treatment rooms available for rent full or part time in podiatrist's office. X-ray machine and ultrasound included. Excellent location in major medical complex. Ideal for chiropractor. Call 301-948-1448 for details. (5/02)

Practice for Sale — Prince George's county — NEW LISTING — Established practice just five miles from Alexandria, VA. Call for further information. The Paragon Group 1-800-582-1812 www.eparagrongroup.com. (5/02)

Vacation/Office Coverage — DC with PT privileges. Knowledgeable in many techniques. I can adjust to your office style; light or strong. Dr. Stuckey 443-910-0002. (5/02)

Fill-in and Vacation Doctor — Are you concerned with quality care for your patients while you are away from your practice? Fear no more. I have 16 years experience as a Doctor of Chiropractic. I graduated from Palmer College in 1986. I run my own clinic and have worked in several high volume offices. I have experience in fill-in work, mainly in 1992 and part of 1993. My name is Dr. Elizabeth Douglas (formerly Dr. Elizabeth Kitson). I am 5'10" tall and am adept at spinal and extremity adjusting. I usually use motion palpation, diversified technique, Palmer package, Cox traction, activator and use Charettes work on extremities. Cell phone with voice mail 443-528-7522. (5/02)