

FULL DAY SYMPOSIUM NAPLES FLORIDA AAPC

NCH Telford Auditorium, Naples
SATURDAY, JAN. 12, 2019

\$150 Tuition before 1/1/19
Limited to first 110 Registered

Don Self & Associates

Don's website has had more than 5 million visits and he's taught more than 600 seminars and webinars for the past 32 years. His books on Reimbursement and ERISA have been read by thousands. His seminars are filled with practical information given in a humorous and exciting format. See more than 2700 comments by physicians, managers and coders at www.donself.com



Don Self, CSS



- "Thanks to you, I will continue to make a difference in my patient's lives. Tasha Wallace, DO, **Lehigh Acres**
- "Excellent seminar at the Florida Osteopathic convention" Keith Baker DO, **Cape Coral**
- "Don was the best speaker at the state conference" William Dillon DO, **Fort Myers**
- "Don is my favorite speaker at this convention" Trent Mascola DO, **Venice**
- "Excellent seminar. Best speaker! Barnet Alpert DO, **Miami**
- "Don's seminar was excellent" Dean Gallupe DO, **Port Saint Lucie**
- "Don turns a subject which is not exciting into exciting & humorous. Wendy Snider, Ofc Mgr, **Orlando**
- "Very informative – not boring" Jennifer Wilkes, **Lake Mary**
- "I always learn ways to increase revenue at his seminars" Martha Mount, Ofc Mgr, FP, **Inverness**
- "Don was my favorite speaker at the state meeting" Vincent Azzara, DO, Internal Medicine, **Fort Myers**
- "Very informative – loved the seminar" Cheryl Sarnowski, Neuro, **Winter Park**
- "Don always teaches a phenomenal seminar" Joel Rose, DO, **Tampa**
- "Very informative & entertaining" Gerri Hales, CPC, Office Mgr, **Sebastian**
- "Don kept it fun, informative and easy to understand" Alisha Wilson, Coder, Ob/Gyn **Sarasota**
- "Don taught an excellent seminar" Melody Burt, DO, **Port Charlotte**

for more – visit www.donself.com

TOPICS INCLUDE

- E&M Coding – Much easier than you think
- Nurses can do the entire AWV – which brings in \$250 to \$325 if done properly
- ERISA can stop carrier recoupments
- Screening EVERY employee is required
- Massive CMS changes in 2019 – 2021
- Why Medicare is the most profitable of all payers for primary care – working smart
- How CCM is profitable & beneficial
- Discover the easy way to report MIPS
- Practice Analytics – amazingly easy to do
- Compare your E&M Utilization to others to see if you're under-coding
- Use ERISA to make carriers pay – when they don't want to.
- Identify which services you should be billing for – but currently missing.
- 2019 brings reduced paperwork rules
- See how the OIG selects whom to audit
- Learn how documenting rule-outs helps on the E&M code selection
- Common coding mistakes identified
- Identify when prolonged care codes can be used & what must be documented
- See where critical care can be billed
- SNF consolidated billing rules
- Find out how ERISA invalidates the timely filing limits you think you have
- Recognize when your fees are retarding your payments
- Become educated on billing based on time
- Incident-To billing rules may surprise you
- Remove the mystery of MDM documenting
- Discover which cognitive testing is best
- See why it's dangerous to use an overseas billing agency or transcription service
- Become part of the 5% who know ERISA
- Which codes are seeing increases in 2019
- Hear how FPs should average \$891 per year per Medicare patient – in payments
- See billing by other doctors in Naples
- Why new virtual check-in isn't worth it
- Learn how you can become more valuable to your employer by knowing ERISA

SEMINAR REGISTRATION

\$150 in 2018
\$165 on 1/1/2019 & later

7 CEUs from AAPC and AMBA

