

# FULL DAY SYMPOSIUM GREENVILLE, SC

**NEXT Innovation Center**  
**411 University Ridge, Greenville**  
**FRIDAY, JAN. 18, 2019**

**\$165 Tuition before 1/1/19**  
*Limited to first 35 Registered*



- Mr. Self presented a great deal of info that all coders can use in their practices" R. Kevin Moody CPC-H, N. **Charleston**
- "Enjoyed it very much - variety of subjects" Linda O. Walker, CPC, **Charleston**
- "Excellent seminar" Lynn Mabry, Practice Mgr OB/GYN, **Charleston**
- "All of it was very informative" Kristy Johnson, CPC, Insurance, OB/GYN, **Charleston**,
- "Kept humor in learning!!" Lane M. Floyd, Practice Admin, Nephrology, **Charleston**
- "Don was best" Tracie Mappus, Coding Analyst, ENT, **Charleston**
- ""He covered what some insurances won't tell you to get you paid right" Cheri Maddox, Ofc Mgr, FP, **Sumter**
- I never lost interest. Don kept my attention" Linda Zedo, CPC, **Charleston**
- "Mr. Self goes beyond the expected" Patty Windham, Reimbursement Coord., Surgery, **Charleston**
- "Don always has the greatest info!" Carter Atkinson **Carolina Beach**
- "Great seminar" Heather Kerlin, D.O., Family Physician, **Charlotte**
- "I liked his workshop" Tony Elkins, D.O., Family Physician, **Charlotte**
- "I recommend his workshop to others" Sue Dotson-Kent CMM CPC Family Practice **Charlotte**
- "Very informative & up to date" Gail Garrison CPC Internal **Southern Pines**
- "I liked everything about the seminar" Brenda Bottoms CMS **Southport**
- "Speaker was energetic easy to follow" Christine Cook CMA CCRC **Wilmington**
- "Upbeat - Not boring" Suzanne M. Tingen CPC Coder/Consultant **Raleigh**
- "Don has an eye opening way of keeping you educated & entertained" C. Fran McKelvey, CPC, Coding Manager, Surgery, **Columbia**

- for more – visit [www.donself.com](http://www.donself.com)

## 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](http://www.donself.com)



**Don Self, CSS**

## 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

\$165 in 2018  
\$195 on 1/1/2019 & later  
7 CEUs from AMBA

