

FULL DAY SYMPOSIUM MELBOURNE FLORIDA AAPC

Eastern Florida State College-

Eastern Florida State College, Cocoa Campus,
1519 Clearlake Road, Building #11, Cocoa

SATURDAY, MAY 18, 2019

\$150 Tuition before 3/18/19

.....Limited to first 105 Registered....lunch included



- “Don’s ability to provide insight to CMS regulations is outstanding”, Patrick Howsare, **Oviedo**
- “Entertaining & informative” Karen Allison, **Rockledge**
- “Don’s seminar was excellent” Pam Tronetti, DO, Geriatrics **Mims**
- “Excellent Seminar, I recommend it” Rita Gyorvary, Cardiology, **Melbourne**
- “Great Expertise – Diane Cooper CPC, Omni Healthcare, **Melbourne**
- “I found his seminar excellent” Patricia Barker, Administrator, **Melbourne**
- “Don turns a subject which is not exciting into exciting & humorous. Wendy Snider, Ofc Mgr, **Orlando**
- “Very informative – not boring” Jennifer Wilkes, **Lake Mary**
- “Very informative seminar” Gerri Hales CPC, Office Manager, **Sebastian**
- “Great info – kept moving” Lori Machey, **Vero Beach**
- “Everything was excellent” Cathy Papitto, **Vero Beach**
- “Wonderful speaker” Darcy Roy CPC, Brevard Community, **Cocoa**
- “The best seminar speaker” Emmeline Greimel, Radiology, **Cocoa**
- “Informative & Wonderful” Ann Klatt CPC, Office Manager, **Cocoa Beach**
- “There’s a lot of money to be made by attending his seminar” Elizabeth Donnelly, OB/GYN, **Cocoa Beach**
- “Fun, informative” Tina Lawrence, CPC, CCS, **Titusville**
- “Don is one of the best & most entertaining” Deborah Graham, **Oviedo**

for more – visit 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.

Don has spoken at dozens of Florida Osteopathic Association conventions, AAPC chapters, AHIMA chapter meetings, AAFP, ACOFP, AMBA, AHIMA, HBMA and other meetings. Don helps clinics increase clinic income by teaching what folks do **not** already know, **but thought they did!**

TOPICS INCLUDE

Don Self, CMCS, CSS

- 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
- Remote Patient Monitoring - Profitable
- 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 Melbourne
- Why new virtual check-in isn’t worth it
- Learn how you can become more valuable to your employer by knowing ERISA

CEUs approved by AMBA. AAPC CEUs are pending.

SEMINAR REGISTRATION shop.donself.com

**\$150 Prior to 3/18/19
\$165 on 3/19/2019 & later**

DON SELF & ASSOCIATES, INC
903 871-1172

If May 18 is not good for you – we’re also doing the same seminar with AAPC chapters in Naples & Orlando in May