

QME FALL ZOOMINAR SERIES

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UPCOMING SESSIONS



- 11/10/21 - TRUTH AND LIES IN THE FACE TO FACE EVALUATION
- 11/17/21 - HEADS AND TAILS ON PERMANENT IMPAIRMENT RATINGS
- THANKSGIVING WEEK - NO ZOOMINAR
- 12/01/21 - THE “ANYTHING GOES” RULES OF APPORTIONMENT
- 12/08/21 - STATS/TRENDS/AND DISTURBING FACTS IN CA. WORK COMP
- 12/15/21 - YOUR FINAL REPORT IS TERRIBLE AND YOU SHOULD NOT SIGN IT
- SPRING ZOOMINAR SERIES -
 - 3X PER MONTH DWC APPROVED CEU DISCUSSION
 - 1X PER MONTH QME PRACTICE BUILDING SERIES - NO CE CREDITS!
- Today’s (11/03/21) Discussion - **PROFIT LEAKS IN THE QME EVALUATION - NO CE CREDITS!**

PERRY J. CARPENTER DC QME



- 1983 - UC Santa Cruz: BA Cell Biology
- 1988 - Palmer West College of Chiropractic - DC
- 1995 - Qualified Medical Evaluator
- 2011 - DWC Continuing Education Provider
- 2013 - State Bar Board of Legal Specialization Workers Compensation Law Continuing Education Provider
- 2018 - President - QME Data Works Virtual QME Office
- 2021 - President - California Chiropractic Evaluators

Code	Procedure	Time Allocation
ML 201	Basic ML Exam (up to 200 pages)	\$2015/\$325 = 6 Hours 12 minutes
ML 202	Re-Evaluation (up to 200 pages)	\$1316.25/\$325 = 4.05 hours
ML 203	Supplemental Report (up to 50 pages)	\$650/\$325 = 2.0 hours
ML 204*	Deposition***	\$455/hour
ML 205*	Sub Rosa Videotaping	\$325/hour



PROFITABILITY LEAKS IN THE QME EVALUATION

THE DWC'S ESTIMATE - 6 Hours:

REVIEW OF RECORDS

- Sort/Collate
- Review and Summarize
- 2 hours

FACE TO FACE EVALUATION

- Obtain History
- Complete Exam
- 2 hours

REPORT WRITING

- Assemble/Synthesize Data
- Complete the Report
- 2 hours

ADMIN

ADMIN

ADMIN

PROFITABILITY LEAKS IN THE QME EVALUATION



SOURCES OF LOST/FOUND PROFITABILITY:

1. ADMIN/OVERHEAD
2. EVALUATION:
 1. FACE TO FACE EVALUATION
 2. REPORT WRITING PROCESS

QME UPDATE 2021 - YOUR SECRETS TO SUCCESS

- What does the Fee (\$2015) Pay For?
 - Admin: All Costs
 - Evaluation: All Costs
 - **35% Cancelled/Changed Appointment Rate**
 - Admin
 - Doctor Costs**

PROFITABILITY LEAKS IN THE QME EVALUATION



LOST PROFITABILITY

1. ADMIN

- CONTROL:
 - POOR SCHEDULING PROCEDURE
 - POOR CONFIRMATION PROCEDURE
 - POOR BILLING PROCEDURE
 - SNAIL MAIL SERVICE OF REPORT
- CANNOT CONTROL:
 - APPOINTMENT CANCEL/RESCHEDULE/POSTPONE
 - EXAMINEE/INTERPRETER NO SHOW/LATE
 - EXAMINEE'S/PARTY'S WRONG ADDRESS ON DEMOGRAPHICS

PROFITABILITY LEAKS IN THE QME EVALUATION



LOST PROFITABILITY

1. ADMIN PROFITABILITY PRINCIPLE:

- **Eliminate “Second Cycles of Action”**

- SCHEDULING PROCEDURE - Get all information in **one cycle** of action.
 - Demographics/Panel/QME Form 106/Strike Letters
- CONFIRMATION PROCEDURE - Get it done in **one cycle** of action.
- BILLING PROCEDURE - Get it paid in **one cycle** of action.
- SNAIL MAIL SERVICE OF REPORT - Electronic to all parties with **one mouse** click.

- CANNOT CONTROL:

- APPOINTMENT CANCEL/RESCHEDULE/POSTPONE
- EXAMINEE NO SHOW
- EXAMINEES/PARTIES WRONG ADDRESS ON DEMOGRAPHICS

PROFITABILITY LEAKS IN THE QME EVALUATION



LOST PROFITABILITY

1. FACE TO FACE EVALUATION

- CONTROL:
 - LOCATION/INTERPRETER/EXAMINEE - SHOW ON TIME
 - EXAMINEE PAPERWORK COMPLETED
 - ESTABLISH THE SCOPE OF THE EVALUATION - 4060/4061/4062
 - REVIEW THE QUESTIONS
 - TARGET HISTORY
 - TARGET EXAMINATION
 - Examine for the Impairments
 - “What’s Objective Here?”
- CANNOT CONTROL:
 - SATELLITE LOCATION/INTERPRETER LATE/NO SHOW
 - EXAMINEE LATE/NO PAPERWORK/NO SHOW

PROFITABILITY LEAKS IN THE QME EVALUATION



LOST PROFITABILITY

1. REPORT WRITING PROCESS

- CANNOT CONTROL
- ZERO/0
- CONTROL:
 - ALLOCATION/DISTRIBUTION OF TIME
 - FOCUS ON THE ISSUE IN DISPUTE
 - ANSWER THE QUESTIONS

PROFITABILITY LEAKS IN THE QME EVALUATION



BOOST PROFITABILITY

1. COMPLETE ALL ACTIONS IN A SHORT, SINGLE CYCLE OF ACTION:
 1. INTAKE/SCHEDULING/CONFIRMING
 2. FACE TO FACE EVALUATION
 3. REPORT WRITING PROCESS
 4. BILLING
 5. REPORT SUBMISSION
2. ALLOWS YOU TO ABSORB THE LOST OPPORTUNITY COST OF THE CANCELLED/RESCHEDULED/LOST APPOINTMENT, AND OTHER SECOND CYCLES OF ACTION
3. Audience Participation