

# 2010

## WORKSHOPS

4 Topics | 53 Cities | Up to 6 CEUs | 3 Hours | \$149.<sup>95</sup>

## WEBINARS

40+ Topics | Up to 2 CEUs | 1 Hour | \$99.<sup>95</sup> each/\$795 subscription



*EMRs – What You Need to Know NOW!*

*MARCH*



*Identifying Leaks In Your Revenue Cycle*

*MAY*



*How to Perform a Successful Internal Audit*

*AUGUST*



*Medicare Compliance – It's Not a Choice*

*OCTOBER*



*2010 Webinars*

## *Better Education, Better Coding*



American Academy of  
Professional Coders  
*Upholding a Higher Standard*



# 2010 AAPC WORKSHOPS

AAPC medical coding workshops are classroom-style local seminars taught by skilled presenters on current medical coding and billing issues. In 2010, the AAPC will bring four of the most popular and needed topics to 53 different cities throughout the year. Each workshop is 3 hours in length and includes instructor presentation, printed resource material and a question and answer session. Participants can earn up to six (6) CEUs for each workshop they attend for \$149.95 (\$189.95 for non-members). Continental breakfast is included in the registration price.

**Register Today! Call: 800-626-CODE (2633) Online: [www.aapc.com](http://www.aapc.com)**

## 2010 WORKSHOP TOPICS

- March** EMRs – What You Need to Know NOW!
- May** Identifying Leaks In Your Revenue Cycle
- August** How to Perform a Successful Internal Audit
- October** Medicare Compliance – It’s Not a Choice

## 2010 WORKSHOP LOCATIONS

City	State	City	State	City	State	City	State
Albuquerque	NM	Dallas	TX	Los Angeles	CA	Salt Lake City	UT
Anaheim	CA	Denver	CO	Louisville	KY	San Diego	CA
Anchorage	AK	Detroit	MI	Milwaukee	WI	San Francisco	CA
Atlanta	GA	Fort Lauderdale	FL	Minneapolis	MN	Seattle	WA
Austin	TX	Grand Rapids	MI	Nashville	TN	St Louis	MO
Baltimore	MD	Harrisburg	PA	New York	NY	Syracuse	NY
Birmingham	AL	Hartford	CT	Norfolk	VA	Tampa	FL
Boston	MA	Honolulu	HI	Omaha	NE	Tucson	AZ
Burlington	VT	Houston	TX	Orlando	FL	Tulsa	OK
Charlotte	NC	Indianapolis	IN	Philadelphia	PA	Tyson’s Corner	VA
Cherry Hill	NJ	Jacksonville	FL	Phoenix	AZ	Wichita	KS
Chicago	IL	Kansas City	MO	Portland	OR		
Cleveland	OH	Lewiston	ME	Raleigh	NC		
Columbus	OH	Lexington	KY	Sacramento	CA		

\* Event topics, dates and times are subject to change

## 2010 WORKSHOP PRESENTERS

Katherine Abel	Brenda Edwards	Jonnie Massey	Donna Stewart
Jean Acevedo	Quita Edwards	Charla Prillaman	Jaqueline Thelian
Corrie Alvarez	Sheryl Forrester	Jana Purrell	Paula Threet
Judy Breuker	Tracey Glenn	Suzanne Quinton	Jane Tuttle
Rhonda Buckholtz	Luann Jenkins	Evelyn Reed	Lashelle Walker
Brenda Chidester	Raemarie Jimenez	Kimberly Reid	Susan Ward
Chelisa Clark	Betty Johnson	Lynn Ring	JoAnne Wolf
Yvonne Dailey	Maggie Mac	Dianna Shafer	Charlene Yamasato
Kimberly Day	Susan Manning	Cindy Stahl	Pamelyn Yard
Michael Doyle			

# EMRs – WHAT YOU NEED TO KNOW NOW

Authored By Dr. James Taylor, MD, CPC®

Come learn how to deal pro-actively with EMR issues that plague the industry, such as copy and paste functionality, computerized assisted coding options that ease documentation but raise risk, “Smart Tools” that assist in getting coding elements necessary for billing and other important foundational options needed in the EMR. We will also explore how ARRA impacts EMR selection, functionality required to gain maximum grant dollars and the implementation and optimization process as it impacts the HIM world.

## This workshop will help you:

- Learn what the American Recovery and Reinvestment Act offers regarding incentives for immediate implementation
- Learn the alphabet soup of HIT and ARRA requirements for “meaningful use” that trigger \$17 billion in Medicare and Medicaid incentives
- Understand the importance of having coding and HIM professionals at the table during the EMR selection, implementation and optimization process
- Explore the inevitable shift in a coder’s responsibilities from the paper world to the electronic world
- Understand how accurately setting up documentation and coding rules into the system drives auto-adjudication of claims
- Evaluate the pros and cons and how to tackle the problematic areas of the EMR



Dr. James M Taylor is a Board Certified Family Medicine physician and CPC®. After going into private practice in Xenia, Ohio, he joined Kaiser Permanente in Denver, Colorado, in 1995. He has served on the Electronic Health Record team for three years as a physician trainer and system administrator. He served as the Physician Director of Coding from 2002-07 and now is the Medical Director of Revenue Cycle. He recently was elected to the Board of Directors for Kaiser’s physician group, the Colorado Permanente Medical Group.



## Dates Available:

Select dates from  
March 17-24

## Price:

Price: \$189.95  
Members: \$149.95  
Corporate: \$134.96

## CEUs:

Pre-Exercise: 1 CEU  
Workshop: 3 CEUs  
Post-Exercise: 2 CEUs  
TOTAL: 6 CEUs

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# IDENTIFYING LEAKS IN YOUR REVENUE CYCLE

Authored by Cynthia Stahl, CPC®, CPC-H®, CCS-P

This workshop will focus on proven methods for identifying and eliminating weaknesses within your revenue cycle. Beginning with the initial patient contact, the appointment scheduling and ending with the collection of the last allowable dollar, we will share ways to make sure that every scheduled appointment has a reimbursable value. Attendees will leave with the tools and skills to positively impact the revenue cycle in their practice by identifying, empowering and engaging all members of the reimbursement team.

## This workshop will help you:

- Learn how to make better use of the initial contact by keeping your front desk up-to-date and informed regarding contracted payers and policies
- Identify simple, pain-free methods for collecting co-payments, patient balances and deductibles
- Understand how to identify new vs. established patients prior to the appointment
- Link services and procedures to capture missing charges
- Explore tools for capturing billable supplies and non-physician services
- Identify missing services or supplies prior to posting the charges
- Understand proper use of modifiers to reduce claim denials



Cynthia Stahl is a past president of the Central Indiana chapter in Indianapolis and has 18 years of experience in the medical profession, developing a broad base of experience in the practice setting while holding the positions of consultant, practice manager and senior coding specialist. She is the lead instructor of Medical Billing Curriculum at MedTech College in Indianapolis and provides medical coding and billing instruction as a writer and research assistant with Elsevier publishing. She also serves on the AAPC's NAB.



## Dates Available:

Select dates from  
May 12-19

## Price:

Price: \$189.95  
Members: \$149.95  
Corporate: \$134.96

## CEUs:

Pre-Exercise: 1 CEU  
Workshop: 3 CEUs  
Post-Exercise: 2 CEUs  
TOTAL: 6 CEUs

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# HOW TO PERFORM A SUCCESSFUL INTERNAL AUDIT

Authored by Deb Grider, CPC®, CPC-H®, CPC-P®, CPC-I®, CEMC, COBGC, CPCD

This workshop session will cover the key elements of medical chart auditing—from validating examination, decision-making, surgical documentation and other services for every patient chart to reporting and initiating corrective action plans. Don't find your practice in the middle of a payer audit feeling unprepared and vulnerable. This workshop will help you develop the skills necessary to completely and accurately review and validate medical services from a compliance perspective.

## This workshop will help you:

- Develop a functional knowledge of the key elements in a medical record
- Contrast the differences in the 1995 and 1997 Evaluation and Management Documentation Guidelines
- Outline the process for correctly assessing medical decision-making factors and supporting medical necessity
- Evaluate the key elements of other types of audits, including surgical and ancillary services
- Design an auditing report and/or corrective action plan based on results
- Apply chart auditing hands-on skills working with multiple case studies



Deborah Grider has been involved in health care for 30 years and speaks nationally across the country in relation to compliance, coding and reimbursement. She is the Vice President of Strategic Development for the AAPC and the past president of the AAPC's NAB. Grider has worked with many physicians nationally on coding, reimbursement, compliance and regulatory issues, specializing in medical chart audits among many specialties, as well as practice management and coding consulting.



## Dates Available:

Select dates from  
August 11-18

## Price:

Price: \$189.95  
Members: \$149.95  
Corporate: \$134.96

## CEUs:

Pre-Exercise: 1 CEU  
Workshop: 3 CEUs  
Post-Exercise: 2 CEUs  
TOTAL: 6 CEUs

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# MEDICARE COMPLIANCE – IT'S NOT A CHOICE

Authored by Teresa Bolden, CPC®

The Centers for Medicare & Medicaid Services (CMS) has an insatiable thirst for change. New guidelines are disseminated daily, which must be implemented by health care providers and Medicare contractors. It is important to know when and where to find the regulations and how to decipher their seemingly coded messages. It is equally important to know when new regulations are applicable to just your Medicare patients or when they are applicable to all of your patients. If you are frequently overwhelmed sifting through new guidelines, we will teach you the tricks-of-the trade and review the steps leading to compliance.

## This workshop will help you:

- Learn the differences between Medicare compliance regulations and other federally mandated compliance regulations and why those differences matter
- Understand the importance of compliance and the consequences for those who do not take it seriously
- Understand who is auditing you for compliance (e.g., MAC, CERT, OIG, RAC, ZPIC), what they are looking for and how to mitigate your possibilities of being audited
- Identify compliance hot spots and know what you must do to avoid them
- Know where to go for the right answer – we will give you valuable resources you can use that will help ensure your compliance



Well known for her spirited Medicare Part B workshops, Teresa Bolden has helped physicians, consultants, compliance officers, practice managers and coding and billing specialists understand Medicare rules and regulations, leading to increased revenues through proper billing techniques. After 25 years of Medicare Part B service, she now serves as a Medicare Compliance Consultant for Peck & Associates. Her advanced knowledge of the Medicare program helps her quickly resolve Medicare billing and documentation issues.



## Dates Available:

Select dates from  
October 13-20

## Price:

Price: \$189.95  
Members: \$149.95  
Corporate: \$134.96

## CEUs:

Pre-Exercise: 1 CEU  
Workshop: 3 CEUs  
Post-Exercise: 2 CEUs  
TOTAL: 6 CEUs

**Find a Location and Register Today!**

**Call: 800-626-CODE(2633) Online: [www.aapc.com](http://www.aapc.com)**

# 2010 WEBINARS

<b>SINGLE</b>	<b>\$99.<sup>95</sup></b>	<b>SUBSCRIPTION</b>	<b>\$795*</b>
<ul style="list-style-type: none"> <li>• Entire office can attend</li> <li>• Choose one event</li> <li>• Access live and on-demand</li> <li>• Earn up to 2 CEUs (per attendee)</li> <li>• 60-minute presentation</li> <li>• Expert presenter</li> </ul>		<ul style="list-style-type: none"> <li>• Entire office can attend</li> <li>• Access <b>ALL</b> 2010 webinars live and on demand</li> <li>• Earn up to 80 CEUs (per attendee)</li> <li>• 60-minute presentations</li> <li>• Expert presenters</li> <li>• <b>Bonus:</b> 2011 Code Updates</li> <li>• <b>*Early Bird Price: \$695 through Dec. 31</b></li> </ul>	



DATE	TOPIC	DATE	TOPIC
01/27	📌 Coding Skin Procedures in the Office Setting	08/04	★ Pediatrics
02/03	🔍 New Rules for CMS When Reporting Consultations	08/11	📌 Transplant Surgery
02/10	📌 ASCs Coding and Billing for 2010	08/18	🔍 Policies
02/24	★ E/M Auditing	08/25	★ Internal Medicine
03/03	🔍 Hysterectomy Alphabet Soup	09/01	📌 Colorectal Surgery - Butt ... How Should I Code That?
03/10	📌 Cardiovascular and Thoracic Surgery	09/15	Show Them the Money - Demonstrating Your Value to Your Practice
03/17	Insurance Contracting Made Simple	09/22	📌 The ABCs of Auditing
03/24	★ E/M Coding for Cardiology	09/29	🔍 Colonoscopies and GI Scope
03/31	Coding for Non-Vascular Interventional Procedures	10/06	📌 Shoulder Surgery
04/14	★ Pregnancy - How to Bill Before, During and After	10/13	Cardiac Catheterization and Coronary Artery Interventions
04/21	📌 Coronary Artery Bypass Grafts	10/20	📌 Outpatient Infusion
04/28	Practice Administration - Your First Steps	10/27	🔍 The Other Audits
05/05	★ E/M Coding for Orthopaedics	11/17	Top 10 Errors to Avoid In 2011: OB/GYN Updates
05/12	🔍 Injections, Immunizations and Administrations	12/01	Top 10 Errors to Avoid In 2011: Cardiology Updates
05/19	📌 Plastics and Reconstructive Surgery	12/02	Top 10 Errors to Avoid In 2011: Emergency Medicine Updates
05/26	★ Radiation Oncology	12/08	Top 10 Errors to Avoid In 2011: GI Updates
06/16	📌 Pain Management	12/09	Top 10 Errors to Avoid In 2011: Pediatrics Updates
06/23	🔍 Surgical Chart Auditing	12/15	Top 10 Errors to Avoid In 2011: Orthopedics Updates
06/30	★ E/M Coding for the Emergency Department	<b>Bonus:</b> 2011 Coding Updates Webinar Series (on demand only)	
07/14	🔍 Anesthesia	Sept.	ICD-9-CM (Webinar, presentation slides, reference manual)*
07/21	📌 An Ounce of Prevention	Nov.	CPT® (Webinar, presentation slides, reference manual)*
07/28	🔍 Lesions	Dec.	HCPCS Level II (Webinar, presentation slides, reference manual)

\* may be longer than one hour

## WEBINAR CATEGORIES

<p>📌 <b>Improve Your Coding APTitude</b></p> <p>Improve your Coding APTitude (Anatomy, Pathophysiology, Terminology) webinars will reinforce concepts of anatomy, physiology and terminology within a specific subject area. An understanding of APT will help coders have a clearer picture of the whys and hows of procedures being coded. Webinars in this track will be coding focused, but will provide a foundation in APT to aid in the code selection process.</p>	<p>📌 <b>ABCs</b></p> <p>The ABC track includes topics that are appropriate for a beginning coder or for someone who wants an introduction to a new topic. The webinars in the ABC track focus on the basic fundamentals of a topic and are appropriate for all experience levels. The ABC series will also offer content for the more advanced coders by providing at least four advanced points per webinar.</p>
<p>★ <b>Specialty E/M Series</b></p> <p>The Specialty E/M track takes a new approach to E/M training by focusing on E/M issues for only one specialty per webinar. This format provides a more advanced lesson in E/M and gives participants information that is specific and relevant to their specialty. For example, review of system and medical complexity issues differ from specialty to specialty as each specialty has its own focus.</p>	<p>🔍 <b>Know Your...</b></p> <p>The "Know Your ..." webinar track assumes some prior knowledge of the subject matter and begins the discussion on an advanced level. Intimate knowledge of the rules governing coding is critical to the success of a coder and this track will help coders gain that familiarity. The "Know Your ..." track will advance coding knowledge and understanding beyond the normal parameters.</p>

**Register Today! Call: 800-626-CODE(2633) Online: [www.aapc.com](http://www.aapc.com)**

Order online at [www.aapc.com](http://www.aapc.com) or fill out this form and mail to the address below

# REGISTRATION FORM



American Academy of Professional Coders

For office use only	
ID#	_____
WR / UAC-WR	(circle one)
Date (mm/yy)	_____

Member ID: \_\_\_\_\_

1. Personal Information (where information will be sent - no post office box allowed)	
Name	(Last) (First) (Middle)
Address <input type="checkbox"/> Home <input type="checkbox"/> Work	Phone
City/State/Zip	E-Mail

Workshop City	Workshop Date	Workshop Subject
Workshop City	Workshop Date	Workshop Subject
Workshop City	Workshop Date	Workshop Subject
Workshop City	Workshop Date	Workshop Subject
Webinar Topic	Webinar Topic	
Webinar Topic	Webinar Topic	
Webinar Topic	Webinar Topic	
Webinar Topic	Webinar Topic	
<input type="checkbox"/> Webinar Subscription		

**Payment Options**

Company Check/money order enclosed \$ \_\_\_\_\_ (personal checks not accepted) Check Number \_\_\_\_\_  
 (Make all checks payable to the American Academy of Professional Coders)

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Name (as it appears on the card) \_\_\_\_\_ Amount \_\_\_\_\_

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Billing Address \_\_\_\_\_

Signature \_\_\_\_\_

Check accuracy of the above information and send the completed registration form, with payment, to the address below.

**Cancellation Policy**

All cancellations are subject to a \$25.00 cancellation fee. Cancellation requests must be received in writing (fax/email/mail) at least 14 days prior to the workshop date or no refund will be available. In the event that a cancellation is received less than 14 days prior to the workshop no refund or credit will be available.

Please note: All registrations must be paid in full before the day of the workshop.

American Academy of Professional Coders  
 2480 South 3850 West, Suite B, Salt Lake City, Utah 84120  
 800-626-2633(COD E), Fax: 801-236-2258