



Financial Implications of Being an AME

Is it Worth it?

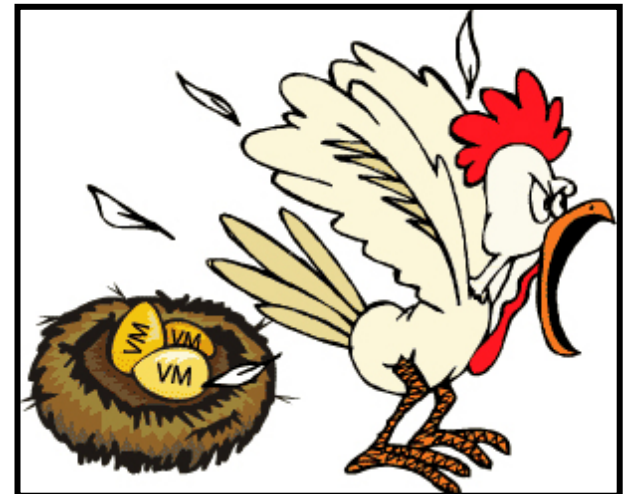
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Is it worth it?



Payor Options

- Medical
- HMO
- Medicare
- PPO
- Workers' Compensation - Treatment
- QME / AME
- Private IME
- Indemnity Insurance



Net Profit



- Profit = Collections – Expenses
- Goal: Increase profit
- Options:
 - Increase collections
 - Decrease expenses
 - Or both
- Use resources more efficiently

Practice Expense



- Direct expense
 - Expense that can be directly related to the service
- Indirect expense
 - Expense that cannot be directly related to the service

Practice Expense

- Office work has higher direct practice expense
- Non-office work has lower direct practice expense
- Surgeons often do non-office work
 - Emergency room call
 - Surgery
 - Hospital patients
 - AME: Records review
 - **Home**
 - **Vacation**
 - **Airport**

Practice Expense

- Consider:
 - Physician time
 - Office time
- Non-office time has lower practice expense
 - Higher potential profit



Missed Appointment

- Missed and cancelled appointments are very costly to a practice
- ML100: Missed Appointment for a Comprehensive or Follow-Up Medical-Legal Evaluation
- Confirm in writing that a missed or cancelled appointment will be charged and carrier will pay

Missed Appointment

- Carrier uses missed appointment in defense of claim
- Physician payment for missed appointment changes a money losing opportunity into a



money making opportunity

Billing Codes

AME Fee Schedule

- **ML101**
 - Follow up Medical-Legal Evaluation
 - \$62.50 / 15 minutes or portion thereof
- **ML102**
 - Basic Comprehensive Medical-Legal Evaluation
 - \$625
- **ML103**
 - Complex Comprehensive Medical-Legal Evaluation
 - \$937.50
- **ML104**
 - Comprehensive Medical-Legal Evaluation Involving Extraordinary circumstances
 - 62.50 / 15 minutes or portion thereof
 - This is the gravy

Billing Modifiers

- -94
 - AME modifier
 - Add 25% to QME fee
- -93
 - Interpreter
 - Add 10% to QME fee
- If both -93 and -94
 - Add 35% to QME fee

ML101: Follow-up Medical-Legal Evaluation

- Face-to-face encounter
- Bill in 15 minute increments or portion thereof
- Document time for:
 - Face-to-face with injured worker
 - Review of records
 - Preparation of report

ML102: Basic Comprehensive Medical–Legal Evaluation

- Most common evaluation
- Face-to-face time:
20 minutes

ML103: Complex Comprehensive Medical-Legal Evaluation

- Must document performance of 3 or more complexity factors
- Most common combination:
 - Address causation
 - Address apportionment
 - Over two hour records review
- Other possible complexity factor options

ML104: Comprehensive Medical–Legal Evaluation Involving Extraordinary Circumstances

- Also includes:
 - Medical–Legal Testimony
 - Supplemental Medical–Legal Evaluation
- Bill in 15 minute increments or portion thereof
- Document time for:
 - Records review
 - Report preparation



Office time

Practice Expense

- 99213
 - 15 minutes face-to-face time
 - Additional documentation time
- 99214
 - 25 minutes face-to-face time
 - Additional documentation time
- ML102 or ML103
 - 20 minutes face-to-face time
 - Records review time
 - Additional documentation time

Non-office Physician work options



Emergency room call

Surgery

AME work



Emergency room call

- Called to ER
- Evaluate patient
- Schedule OR
- Wait for OR
- Wait for OR
- Delayed at OR
- Spend all day
- Insurance payment delays



Emergency room call

- PRO's
 - Service to society
- CON's
 - Partner is frustrated
 - Family activities interrupted
 - High liability
 - 90-day global
 - Payment uncertain

Surgery

- Preoperative care
- Day of surgery
 - Wait for OR
 - Wait for anesthesia
 - Perform procedure
- Postoperative care
 - 90-day global



AME Work

- Review records
 - Bill for review time
 - 15 minute increments or portion thereof
- Prepare report
 - Bill for report time
 - 15 minute increments or portion thereof
- Payment guaranteed
 - 45 “working days”
 - Not business days
 - Not calendar days

AME Work

- PRO's
 - You chose the time allocation
 - Family activities not interrupted
 - No wasted hours
 - No global period
- CON's
 - ?

Is it worth it?



YES



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