

PI E-MAIL & FAX ALERT

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Shawn Steel, Chiropractic Attorney

Telephone: 800-626-0003

Website: www.shawnsteel.com

Email: shawnsteel@shawnsteel.com

Attorney – Chiropractic Referrals
Bad Strategies

Too many attorneys who refer you a case expect you to reduce your fees. The Doctor’s ethics may be threatened plus the unpleasant criminal side effects.

Sometimes a doctor will have to reduce their lien if there is a genuine hardship. But our friend and mentor Gary Lewkovich, as chair of the CCA’s Personal Injury Committee, offers a menu of schemes designed to exploit the doctor.

The Ploys :

1. 1/3, 1/3 & 1/3 . Clearly illegal IF agreed to before settlement. After settlement a big loser for docs and if repeated causes suspicion. Awful.
2. Stamp the lien ploy: Your lien legally castrated when atty re-writes your lien by paying you no more than 1/3 of the settlement. Dumb.
3. 1/2, 1/3 & 1/6 ploy: Patient still gets 1/3. The atty get 50%, the doc gets the left-over. Brutal.
4. Advertising costs ploy: The doc is to pay the atty advertising to get new cases. Illegal.
5. Fee per referral ploy: Totally illegal.
6. Bag lady ploy: Attys try to get docs dependent on referrals, once done, attys visit doc each month asking for “donations”. Blatantly illegal.

Most doctors will be ‘offered’ these ploys. Each ploy is a career ending alternative. When you get the visit, you might want to bring your tape recorder and ask the visitor to keep on talking. Or call the local DA for help. At least send a letter to the State Bar Association.

For a copy of the complete report. Email: johntawlian@shawnsteel.com

What constitutes “reasonable and customary” CPT rates?

Sam Collins the billing genius behind the Insurance Network, offers his solution for this question.

Sam uses the publication “custom physician fees 2008” published by PMIC. 1 800 MED SHOP. They generally use reasonable fees

Also using the California Worker’s Comp fee schedule is a winner. Few carriers argue with what the state has authorized for several years.

Try keeping your EOB’s as proof of what you charge and that you get paid. EOB’s from other insurance companies is good evidence.

We get questions: Gypsy patients!



I just had two 3rd party cases settle where both patients “ran off” with the money. I submitted a 3rd party lien, but the adjuster said she didn’t have to honor it in California. What can I do?

- Sue the patients if you can find them
- The 3rd party is not responsible to you at all.
- Even with notice of 3rd party lien.

Next time either require cash advance or patient hires an honest attorney.

Next Teleconference

Thursday, June 26 @ 1:00 pm
E-mail johntawlian@shawnsteel.com for telephone # and pass code.