

PI Email Alert

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March 26, 2019 | Tuesday

Upcoming Events

Scroll down to see what's happening or click [here](#).

Doctor's Resources

Check out the [additional resources](#) we have for our doctors and past issues of our PI Email Alerts.

Missed Last Month's Teleconference?

Don't worry. Just [click here](#) to subscribe to the podcast and tune in!

OR

Scroll down for the details of this month's [Teleconference on March 27th!](#)

Getting Claims Paid ... the "Modifiers" Issue by Sam Collins - the Billing Expert



Routine billing gets jammed with the missing 'modifiers.'

Sam Collins tackles this issue with a Common List of Modifiers for DC's.

Billing problems happen when modifiers communicate that something is *atypical* about a particular claim. Be sensitive because the wrong modifier will say if your service increases or decrease for the patient.

For a copy of the short but comprehensive explanations between the Modifier 25 and

Modifier 59 and Subsets [X]
contact johntawlian@shawnteel.com.

Gonzalez v. City of Santa Ana: Huge Tree Falls Directly on Driver's Roof



Norma is a 28 year-old bright, hard-working graduate from Stanford [full scholarship]. Norma is the only one working in her household; she supports her mother and

grandparents.

After work, she was parking her car on the street in front of her home. Once parked a 100-foot eucalyptus tree fell directly on top of her car, crushing the roof. The impact was severe as the force of energy translated from her head to T5 and T6 fracturing both discs. The City of Santa Ana owned and maintained the tree.

Besides the clear muscular issues, she suffered a mild post-concussion trauma. She was temporarily dazed but not unconscious. However, the chiropractor believed she needed to see a neurologist and psychologist for evaluation. That led to a 2-day exhaustive neuro-psych evaluation by a famous neuropsychologist who teaches at UCLA.

Santa Ana would not negotiate and let this case move to trial. The City failed to maintain an unstable tree, which could have killed Norma. One week before the Mandatory Settlement Conference, Santa Ana hired an outside trial law firm. We were prepared to try Norma's case.

Just days before trial the case, I settled Norma's case at the Orange County Superior Court under the watch of the Honorable Judge Melter. After several hours the defendant finally agreed to our demand to pay \$250,000.00. The total medical bills are \$23,000.00.

Garcia vs. Santa Ana Case No. 3020170009365 – Hon. Judge Melter presiding. March 15, 2019.

PRACTICE TIPS

- **Concussion causes are a big deal**
- **Use our Concussion Questionnaire**
[email \[johntawlian@shawsteel.com\]\(mailto:johntawlian@shawsteel.com\) to get your copy.](mailto:johntawlian@shawsteel.com)
- **If serious symptoms, consider referring to an established neurologist and psychologist for evaluation and diagnosis.**
- **If you do not know of one, contact us for a suggestion.**

Answers for Mar. 11th PI Survey



Q1: For “severe” MVAs what % of your patients are fully recovered without symptoms after treatment?

None: 27.27%
Maybe 25%: 45.45%

ACE LIT TIPS

DCs are aware how important quality referrals can be to increase the value of a PI case. Smart referrals greatly increase the odds of getting your bill paid.



Remember that you are in charge of directing your patient's treatment. Not the HMO, not the attorney, not the insurance company. You are the PI Quarterback. You make all the calls.

With major injury cases, you should use your training to make acute referrals to quality MDs. These can include anything from audiologists and

About 50%: **18.18%**
Mostly
recovered: **9.09%**

**Q2: For “moderate”
MVAs what % of
your patients are
fully recovered
without symptoms
after treatment?**

Maybe 25%: **31.82%**
About 50%: **27.27%**
Mostly
recovered: **36.36%**
Nearly 100% get to pre-
accident health: **4.55%**

ophthalmologists (for patients who present with hearing and vision problems status post MVA), to obstetricians (for patients who suffer pregnancy complications status post MVA), to psychologists and MFTs (for patients who may be suffering from PTSD). Orthopedic and neurological referrals are the gold standard, but you need to know that those MDs are pro-chiropractic. We do not want marginal MDs examining your patients.

If you need of such a referral in your area who, most importantly, is pro-chiropractic, feel free to contact me alexandereisner@shawnsteel.com. All we ask in return is the name of a quality MD you have worked with to add to our constantly-updated list.

FREE Monthly PI Teleconference

Wednesday, March 27 @ 1:00 PM Sharp!

NEW: State of the art TBI care

Our special guest: **Mohsin Shah,**
Neuro Surgeon

Email johntawlian@shawnsteel.com for telephone number & passcode.

SAM COLLINS & SHAWN STEEL

Mini PI Seminar

**Justifying Chiropractic Services in PI Claim with Proper
Coding & Documentation (Sam)**

7 Steps to Getting Speedier & Better PI Settlements (Shawn)

Wednesday, April 24, 2019



**Flame International Kabob House
Los Angeles, CA**

**6:30 PM Social / Registration
7:00 – 9:00 PM Dinner / Program**

FREE to first 50 DC's with RSVP's

RSVP with John Tawlian at (949) 551-9000

Or email johntawlian@shawnsteel.com

All doctors are welcome to join us

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