Medical Billing Business Frequently Asked Questions

As many of you know, I have been in the Medical Billing Industry for 23 years. **I have assisted many people in beginning their Medical Billing Businesses.** I owned and operated my Medical Billing Business, which I started in a corner of my bedroom, for 13 years.

Over the years, I've frequently been asked the following questions:

Q. How much money can one make in their own Medical Billing Business?

A. The sky is pretty much the limit, depending on how large you wish to grow and what revenue sources you wish to add. My very first client was my largest client ever. He brought me in $5800 consistently, each month. At the height of my business, I had 47 clients.

Q. Does it matter what software you use in your business?

A. Yes, it does. Your software can make or break you. It is the single most important tool in your business!

Q. Is Medical Billing hard to do?

A. In my opinion, it is not, but I specialized in chiropractic billing so I only dealt with a limited amount of codes.

Q. Do I need to be a coder to do Medical Billing?

A. Absolutely not. The codes are provided to you by your client.

Q. Am I limited to just my local area with regard to clients?

A. No. My clients were scattered all over the country. Many of them I had never even met in person.

Q. What Software did you use in your business?

A. At the time, it was called **OneClaim Plus**. I bought the software development company, upgraded the software from MS DOS to Windows and renamed it **Practice Manager**. It is now called **Practice Manager X3 (PMX3)** and is owned by Synergy Medical Systems.

I have written several articles about Medical Billing, which also answer many other questions. If you would like to read the articles, you can go to:

http://www.billing-coding.com/EDBoard-Details.cfm?edbid=111   Link is clickable

I also wrote the Medical Billing Business Marketing & Resource Guide. I provide the first 4 Chapters FREE. These chapters discuss how I began my business and how to address the fears of beginning your own business. You can download these chapters by going to:

http://medicalbillingcourse.com/MBBR1_4.pdf   Link is clickable

Best wishes to you!

Tammy

Medical Billing Business Success Package

We take the Guess Work out of What You Need to Operate a Successful Medical Billing Center Business

Software

CGM DAQBilling (see flyers for features and pricing)

Publications

- **Understanding Health Insurance - A Guide to Billing & Reimbursement**
- **Start Your Own Medical Claims Service - A Step by Step Guide to Success**
- **Seal the Deal - The Essential Mindset for Growing Your Professional Service Business**
- **2016 CPT Coding Manual**
- **2016 ICD Coding Manual**

Subscriptions

BC Advantage Magazine

- **One Year Magazine & Online Subscription**
- **Free Medical Billing Business Listing**
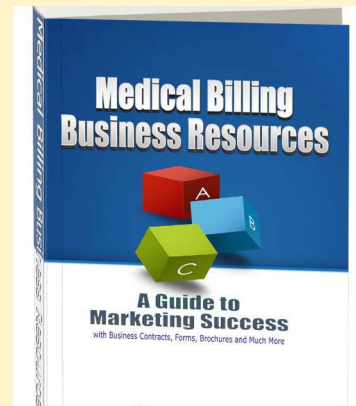- **Medical Billing Forum**

Medical Billing Business Resource Guide

An extremely valuable and effective guide for Branding and Marketing Your Business! Follow the 8 Steps and your business will be branded and your Marketing Material will be produced and ready for distribution.

- Business Branding
- Proven Marketing Methods
- Marketing Samples

Business Forms with Files

Billing Service Contracts (cost $2500 to produce), Proposals, Client Profile, New Client Registration, Daysheet, Patient Payment Sheet, Service Charge Sheet and more.

Medical Billing Course Deluxe Program

Medical Billing Course Program 1

If you have already taken this course, the program in this package will be used to train employees.

Medical Billing Course
.com

PACKAGE VALUE	CALL TODAY!	$3995.00
$6630.95	(888) 274-2745	

CGM **DAQbilling** ™

Practice Management Solution

A web-based practice management solution designed for convenience, ease-of-use and cost effectiveness.

CGM DAQbilling ™

CGM Daqbilling is a practice management system founded on the philosophy that IT should simplify processes rather than complicate them. Our secure web-based system is easy to setup and use. It requires minimal training to get you up and running. With built-in tools for enhanced productivity, CGM DAQbilling provides a convenient, cost-effective solution to manage your billing and payment processing.

ICD-10 Compliant	**HIPAA Compliant Data Hosting**	**Comprehensive Report Library**	**Financial Monitoring Tool:** *Healthcheck*	**Insurance Eligibility Verification (IEV)**
Broadcast Tool For System-Wide Notification	**Versatile Scheduler that Mimics Microsoft Outlook®**	**Automated Insurance Payment Posting with E-Remittance Advice**	**Integrated Rules Engine for Claim Scrubbing**	**Virtual Lobby that Serves as an Added Layer of Control**

CGM DAQbilling™
Practice Management Solution

FEATURES

- **Clearinghouse Integration for Higher Claims Acceptance Rates**
  CGM DAQbilling™ is tightly integrated with a state-of-the-art clearinghouse that is fully owned by CompuGroup Medical. An integrated rules engine serves as a filter for errors and provides an additional layer for claims scrubbing.

- **Reliable Data Interchange**
  CGM DAQbilling™ uses HL7 interfaces for easy and reliable data exchange. CMG DAQbilling™ interfaces easily with HER solutions. This includes CGM EHRweb and CGM LabDAQ.

- **Smooth Migration of Data at a Fixed Rate**
  Transitioning to CGM DAQbilling™ is easy and convenient. Ask your Sales Representative for details. If you would like a quote, please contact your Sales Representative at (888) 274-2745 or email daqbilling@medicalbillingcourse.com.

- **Streamlined Billing**
  CGM DAQbilling has an automated print and mail service that allows for patient statements to be schedule for delivery. Financial statements have a professional 3rd party look and are offered at a very competitive rate.

- **Pay-As-You-Go Pricing**
  The CGM DAQbilling pricing model is simple, transparent and most of all – competitive. You pay no license fee, no per-user fee and no provider fees. With CGM DAQbilling, you pay as you go.

Earn Rewards!

Spread the word about CGM DAQbilling™

Once you choose CGM DAQbilling™ as your practice management solution, you automatically become part of our Referral Program.

As a member, you will earn a reward for every new customer that you refer.

> *"CGM DAQbilling™ is a user friendly practice management system that offers easy to read daily and monthly reports. With a click of a few buttons, you are able to determine the financial health of a medical practice. The Support Team is friendly, knowledgeable and accessible via phone call or email. The response time using either form of communication is impeccable."*
>
> Yvonne A. Clark
> Medical Billing/Credentialing Specialist
> In Good Health Medical Billing

Software Base Price $2495.00
Includes Scanner (mailed to you)

Per Claim Fees
0-500   .75
501-1000   .70
1001-1500   .65
1501-2500   .60
2501-3500   .55
3501-5000   .50
5001+   .45

Transaction Fees
ERA   .25 each
(electronic remittance advice)

IEV   .25 each
(insurance eligibility verification)

EPS   .20 plus the cost of postage and .10 per each
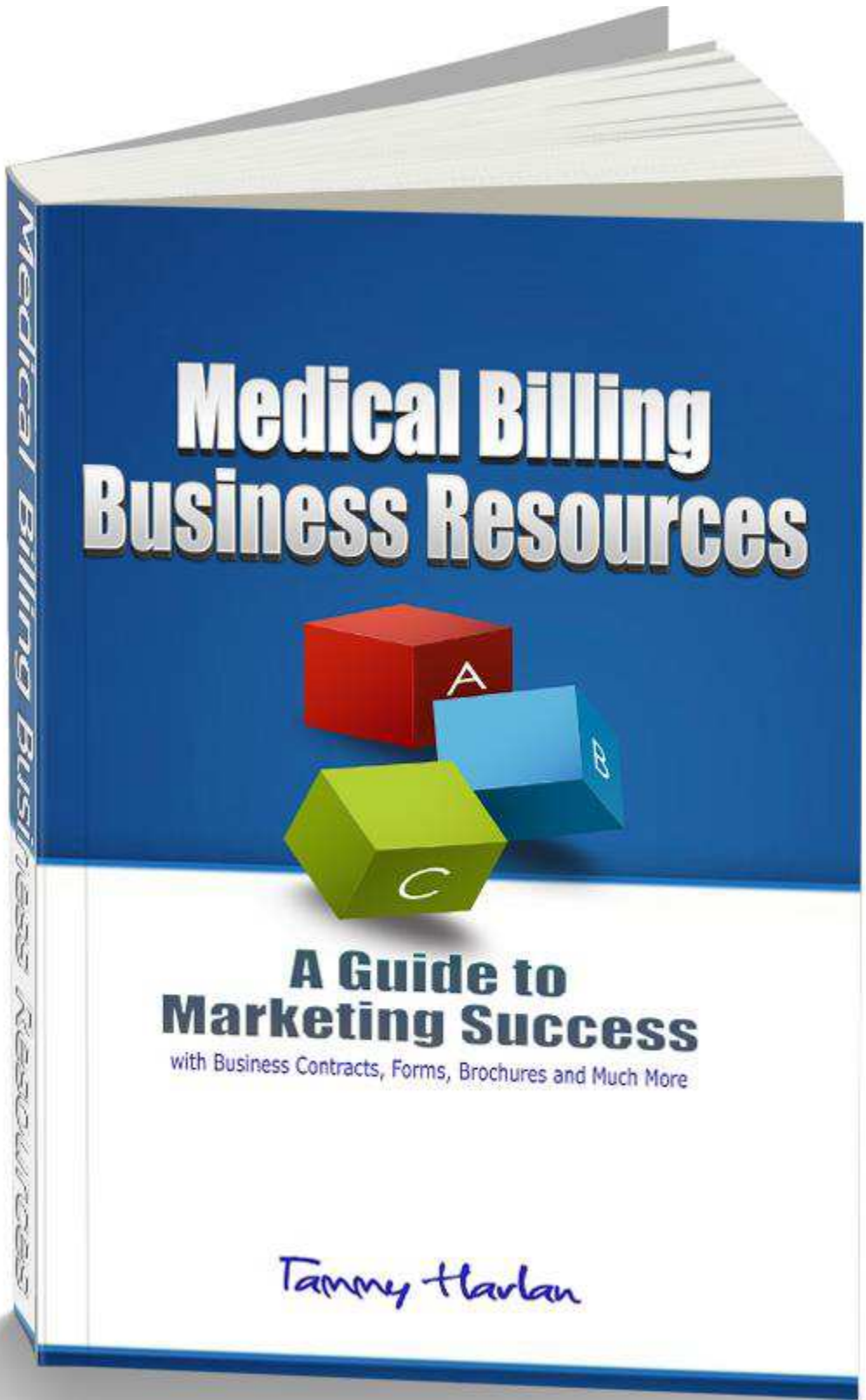(electronic patient statement)   additional page

Monthly Database/Schema Fees
The monthly charge is an "either/or" charge. It will either be the total of your claims and transaction charges or a monthly minimum of $200.00 (whichever is greater). This includes all of your support and software updates.

Choice of Clearinghouse: CGM is its own clearinghouse.

Training
8 solid hours of WebX training in the DAQbilling Software Program

Medical Billing Business Resources

A Guide to Marketing Success
with Business Contracts, Forms, Brochures and Much More

Tammy Harlan

The Medical Billing Business Resources Guide

This is the instruction guide followed by many of our Successful Medical Billing Business owners.

The first four chapters tells my story about beginning a Medical Billing Business in the corner of my bedroom. It was my desire to be able to stay at home with my children, while also bringing in a good income.

The first four chapters also deals with the fear of beginning a business and my advice on how best to put this in perspective and utilize it for success.

The Marketing Agenda

This portion of the guide will take you through 12 easy steps of branding, naming and defining your business and services. At the end of these 12 steps, your Marketing Material has been produced and you are ready for your first mailing!

MANY of our Students have gone on to Successful Medical Billing Business Ownership by following the instruction in this guide.

But the guide doesn't stop at Marketing!

Read the Table of Contents below to see what else is included in this *(over 300 page)* valuable guide.

Table of Contents

Marketing Agenda for the Medical Billing Business

The Basics

Step 6: Define Your Services
Step 7: Produce Your Material
Step 8: Choose One Marketing Medium and Perfect It
Step 9: Choose a Distribution Medium
Step 10: Cold Calling
Step 11: Internet Discussion Forums/Continuing Education
Step 12: You are Marketing - The Benefits of Selling Benefits

Sample Documents

Medical Billing Business Press Release
Client Office Profile
Client Proposal/Letter of Engagement
Medical Billing Business Contract
New Client Registration

Articles - Marketing Your Medical Billing Business

Why Doctor's Should Outsource Their Billing
Relinquishing Control of In-House Billing
Medical Billing Services Save Healthcare Practices Time & Money
Don't Undervalue Yourself!
Marketing Your Medical Billing Business
How to Win Friends and Influence Physicians
Tips for Designing Your Brochure
Honey, I Shrunk the Company - Market or Perish
Cold Calls
The 3 Essentials for Success

Articles - Medical Billing Procedure

Client Data Conversion
Setting Provider Fees
The Office Manager and Billing Reports
The Magic of Modifiers
Avoid These on Claims Submitted to Carriers
An Ounce of Prevention is Worth a Pound of Cure
The EOB Says "Bundled" - Now What?
Modifier 25 - The OIG Hasn't Lost Its Edge
Collecting Self-Pay Balances
Successful Insurance Reimbursement

Most Common Medical Bill Coding Errors

Articles - Medical Billing Business Miscellaneous

Just What the Doctor Ordered
Stress for Less - Tips to Organize Your Time
Effective Leadership: Do You Have What it Takes?
Increasing Collections and Reducing Denials
Professional Courtesty - It's Just Bad Business
How the Affordable Care Act will Help Your Medical Billing Business Thrive

Medical Billing Business Stories

Client Testimonials

Physician Specialties and Descriptions

Third Party Medical Billing Compliance Guidelines (OIG)

Business Contracts and Office Forms

Client Daysheet (includes customizable .docx file)
Sample Daysheet (includes customizable .docx file)
Service Charge Form (includes customizable .docx file)
Patient Payment Sheet (includes customizable .docx file)
Billing Office Information Sheet (includes customizable .docx file)
Billing Center Associate Agreement (HIPAA) (includes customizable .docx file)
Group NPI Form (includes customizable .xls file)
Individual NPI Form (includes customizable .xls file)
Billing Center Contract 1 (includes customizable .docx file)
Billing Center Contract 2 (includes customizable .docx file)

Sample Brochures and Flyers

All About Claims Appeals

Ala Carte Pricing

Software

Item	Price	Total
DAQBilling	2495.00	

Medical Billing Course

Deluxe Program	699.95	
Complete Program	599.95	
Certificate Program	499.95	

Medical Billing Business Resource Guide

EBook and Files	390.00	

Publications

Understanding Health Ins	138.00	
Start Your Own Medical Claims Service	18.00	
Seal the Deal	20.00	
2016 CPT4 Coding Manual	104.00	
2016 ICD Coding Manual	96.00	
ChiroCode Deskbook	130.00	

Subscriptions

BC Advantage Magazine 1 Year Print & Online	55.00	

Package Pricing

Medical Billing Business Success Package	**3995.00**	
Marketing Assistance 3 Mo	**1500.00**	
SUBTOTAL		
TAX (if applicable)		
CREDITS		
TOTAL		

Purchasing

BILLING INFORMATION

Name:

Address:

City: State:

Zip:

Phone:

PAYMENT METHOD

____ Credit Card   ____ PayPal   _____ Cert. Check

Card Type:

Card Number:

Expiration Month: Year:

CVV2 Code:

SHIPPING INFORMATION

Name:

Address:

City: State:

Zip:

Phone:

NOTES: