

60-MINUTE FINANCIAL ANALYSIS:

# WHERE IS YOUR PRACTICE LOSING MONEY?

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Chip Hart  
chip@pcc.com

Jan, 2023

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# CHANGES YOU MAY WISH TO MAKE IN PRACTICE:

01

## Take Action

There's a lot of low hanging fruit here. Pick something.

02

## Do The Math

Even if you're convinced you've locked down different items, double check. You'll sleep better at night.

03

## Get Out of Your Silo

If nothing else...join SOAPM and reach out to some friends. You're not alone!

# LEARNING OBJECTIVES

At the conclusion of the presentation, the participants should be able to...

01

Understand the available processes in their EMR and PMS digital data to manage and continuously improve their practice operations.

02

Identify immediate and achievable changes to improve the financial health of the practice.

03

Experience decreased frustration, better practice satisfaction, and decreased potential burnout.

# WHERE ARE YOU LOSING MONEY?

**The Work You Do**

**How You Collect**

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**How You Code**

**How You Run The Practice**

# THE WORK YOU DO

**BRIGHT  
FUTURES**

**RECALL!  
RECALL!  
RECALL!**

**TELE-  
MEDICINE**

# HOW YOU CODE AND BILL

IMMS  
AND  
ADMINS

PRICING

2021 E&M  
CHANGES

-25  
MODIFIED  
VISITS

AFTER-  
HOURS  
CODES

# HOW YOU COLLECT

**YOUR  
A/R?**

**NET  
COLLEC-  
TIONS**

**AUTO-  
MATION!**



# A PAUSE FOR DATA MEASUREMENT

**Sick-to-Well Visit Ratio**

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**Revenue-Per-Vist**

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**Well Visit Coverage**

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**Screening**

**Imms Coverage**

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**Pricing**

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**E&M Distribution**

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**A/R > 60 Days**

# HOW YOU RUN THE PRACTICE

HOW DO  
YOU PAY  
CLINICIANS?

HOW DO YOU  
PAY  
*YOURSELVES?*

JOIN  
SOAPM

GPOS

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