

Late Night With Chip & Paulie

Episode #29

Thursday January 29, 2026 @ 8:00PM ET

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Jesse Hackell, MD, FAAP

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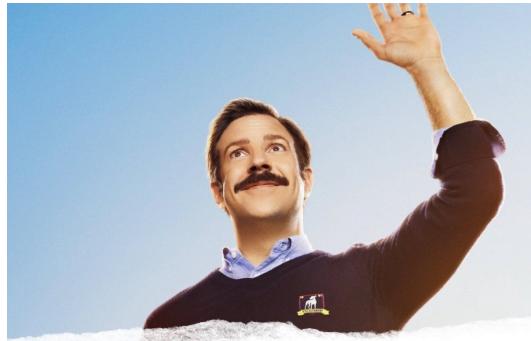
Agenda

- This Week's Focus
- Data Nerd Report
- News Round Up
- Vaccines, Vaccines, Vaccines...

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Focus For The Week...



**DOIN' THE RIGHT
THING IS NEVER THE
WRONG THING.**

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Thought Provoked

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Sometimes we have to strap
on our boots and do hard
things. Because it's the right
thing to do.



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What's On The Pediatric Practice Management Calendar?

January 29, 2026

Paulie and Chip Late Show Webinar 8pm

Confirm 3rd Party Purchasing Accounts (Y)

Hardware/Software Updates (Q)

WWW Site Updates (M)

Practice Signage (Q)

Waiting Room Review (Q)

bit.ly/PediatricPracticeManagementCalendar

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Welcome To PMI Conference

2

no-reply@mail.eventify.io on behalf of 2026 PMI Pediatric Practice Management

To: © Paul Vanchiere

Thu 1/29/2026 3:21 PM

Hey Lexi Vanchiere!

Welcome to 2026 PMI Pediatric
Practice Management Conference

Your Passcode

123456



2026 PMI Pediatric Practice Management Conference

New Orleans Marriott
Thu, Feb 5, 2026 - Sat, Feb 7, 2026

Dear Lexi Vanchiere,

Welcome to the 2026 PMI Conference! This year we have partnered with a new conference app provider, Eventify- which comes with many new features to make the next PMI conference even better!

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Email from Eventify.com

Click QR Code, Enter Your Email,
& Request Password Be Sent:



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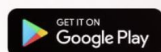


2026 PMI Pediatric Practice Management Conference

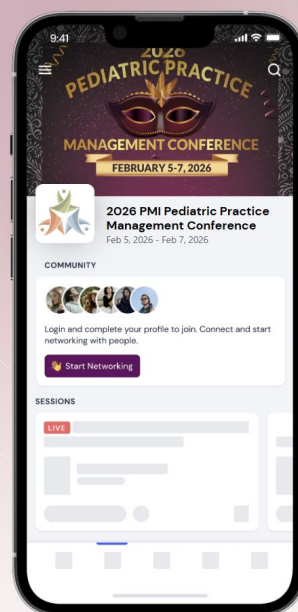
Feb 5, 2026 – Feb 7, 2026

New Orleans Marriott

Download the App!



Website <https://hjpaddouhphjcft.eventify.io>



PMI is sponsoring two ticketed, complementary events Friday night (in addition to the cocktail party). Tickets are available at the PPMA/SOAPM table starting Friday, Feb 6th, after 9:00 AM. Depending on availability, extra tickets may be provided for guests traveling with you.

Options (both start ~7:30 PM, after the cocktail party)

- **Acme Oyster House** — Limited to 75 people. Address: 724 Iberville Street (3 blocks from the hotel).
- **Mardi Gras Parades** — Limited to 450 people. Although parades officially begin at 5:30 PM, floats are expected to pass near the viewing stands between about 7:30–8:00 PM, so you can eat beforehand and join afterward.

Parade attendees will be assigned Group A or Group B (noted on the back of your ticket). Check your ticket for the specific address. Additional details will be provided in the conference app and given during the conference opening session.



<https://blog.pcc.com/introducing-charting-the-future-with-chip-hart>
<https://podcasts.apple.com/us/podcast/charting-the-future-with-pcc/id1840246409>

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Data From The Data Nerd

Immunization counseling when vaccines are not given

Row Labels	Sum of units	Sum of charges	Average of charge_per_unit	Sum of insurance_deposits	Average of insdep_per_unit	Sum of personal_deposits	Sum of total_deposits	Average of totdep_per_unit
ins_paid	36	\$ 1,691.80	\$ 45.60	\$ 835.40	\$ 23.10	\$ -	\$ 836.07	\$ 23.11
90482	34	\$ 1,541.60	\$ 42.67	\$ 769.11	\$ 22.10	\$ -	\$ 769.78	\$ 22.11
90483	1	\$ 80.00	\$ 80.00	\$ 31.29	\$ 31.29	\$ -	\$ 31.29	\$ 31.29
90484	1	\$ 70.00	\$ 70.00	\$ 35.00	\$ 35.00	\$ -	\$ 35.00	\$ 35.00
ins_unpaid	701	\$ 30,800.94	\$ 48.08	\$ -	\$ -	\$ 96.91	\$ 136.91	\$ 0.44
90482	654	\$ 27,651.03	\$ 44.47	\$ -	\$ -	\$ 96.91	\$ 116.91	\$ 0.43
90483	44	\$ 2,808.95	\$ 59.79	\$ -	\$ -	\$ -	\$ 20.00	\$ 0.53
90484	3	\$ 340.96	\$ 128.99	\$ -	\$ -	\$ -	\$ -	\$ -
Grand Total	737	\$ 32,492.54	\$ 47.84	\$ 835.40	\$ 2.21	\$ 96.91	\$ 972.98	\$ 2.61

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National Do Not Call Registry

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[Register Your Phone](#)

The National Do Not Call Registry gives you a choice about whether to receive telemarketing calls

- You can [register](#) your home or mobile phone for **free**.
- After you register, **other types of organizations may still call you**, such as charities, political groups, debt collectors and surveys. To learn more, read our [FAQs](#).
- If you received an unwanted call after your number was on the National Registry for 31 days, [report it to the FTC](#).

Sellers and telemarketers:

Go to <https://telemarketing.donotcall.gov> to access the National Do Not Call Registry.



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ATTORNEY GENERAL KEN PAXTON LAUNCHES WIDE-SWEEPING INVESTIGATION INTO UNLAWFUL FINANCIAL INCENTIVES RELATED TO CHILDHOOD VACCINE RECOMMENDATIONS

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January 21, 2026 | Press Release

Attorney General Ken Paxton Launches Wide-Sweeping Investigation into Unlawful Financial Incentives Related to Childhood Vaccine Recommendations

Attorney General Ken Paxton opened a landmark investigation into the multi-level, multi-industry scheme that has illegally incentivized medical providers to recommend childhood vaccines that are not proven to be safe or necessary. The wide-sweeping investigation will analyze an incentivization framework that has historically forced Texas kids to receive over 70 shots from birth to age 18 in order to continue receiving medical care.

The investigation will examine whether pediatric medical providers, insurance companies, vaccine manufacturers, or other entities engaged in deceptive or unlawful conduct by failing to disclose financial incentives connected to their administration of childhood vaccines. The investigation comes as children across the state are expelled from pediatric practices and denied medical care based on their vaccination status. Doctors' wages, bonuses, and even employment often hinge on the number of vaccinations they administer.

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January 21, 2026 > Big Pharma > Health Conditions > News

BREAKING: Children's Health Defense Hits AAP With RICO Suit Over Fraudulent Vaccine Safety Claims

"Children's Health Defense (CHD) and five other plaintiffs today accused the American Academy of Pediatrics of running a decades-long racketeering scheme to defraud American families about the safety of the childhood vaccine schedule. CHD filed the RICO suit in the U.S. District Court for the District of Columbia.

Neil Nevradakis, Ph.D., Brenda Baletti, Ph.D.

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« All Events

This event has passed.

Webinar: The Latest on Childhood Immunizations: Practical Guidance for Clinicians

January 28 @ 7:00 pm - 8:30 pm EST

Join the American Academy of Pediatrics and the Common Health Coalition on Wednesday, January 28 at 7PM ET for a webinar on practical guidance for clinicians around childhood immunizations. Hear from our speakers on the latest guidance, best practices for having patient conversations, and available tools and resources.

DETAILS

Date:

January 28

Time:

7:00 pm - 8:30 pm EST

NT

Virtual Escape Rooms for Clinicians are officially LIVE

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THE REAL ECONOMICS OF PEDIATRIC VACCINATION

Examining the Evidence Behind Claims of Pediatric Vaccine Profits

The Center for Unbiased Science and Health, January 2026

Authors: Elana Pearl Ben-Joseph, MD, MPH; David Higgins, MD, MPH; Jennifer Bordenick
MA, DrPH(c); Jessica Steier, DrPH
Data Visualizations: Vmnda Aiyaswamy, MS; Elisabeth Brandstetter Figueroa

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THE REAL ECONOMICS OF PEDIATRIC VACCINATION

Examining the Evidence Behind Claims of Pediatric Vaccine Profits

THE PROFIT MYTH	THE ECONOMIC REALITY
Claim: Doctors receive \$40,000 "vaccine bonuses".	Fact: Real programs (like BCBSM 2016) capped payments at \$9,600 and required meeting 33+ different quality metrics .
Claim: Big Pharma pays doctors to push products.	Fact: Federal Anti-Kickback laws make this illegal. Incentive payments come from insurers , not manufacturers.
Claim: Vaccines are a major profit driver.	Fact: Vaccines are among the least profitable services; many practices operate on razor-thin margins or total losses.

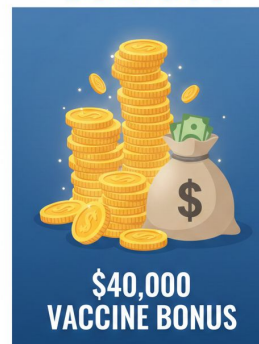
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The Profit Myth vs. Economic Reality

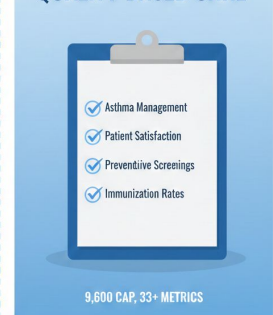
Headline: Are Vaccines a "Cash Cow" for Pediatricians?

- **The Narrative:** Viral claims suggest doctors receive \$40,000 bonuses for vaccinations.
- **The Evidence:** * The "\$40,000 bonus" is a debunked myth based on a 2016 program that actually capped at **\$9,600** and was tied to 33 separate quality metrics (not just vaccines).
 - **Legal Reality:** It is illegal (Anti-Kickback Statute) for pharmaceutical companies to pay doctors to "push" specific vaccines.

THE NARRATIVE



THE REALITY: QUALITY-BASED CARE



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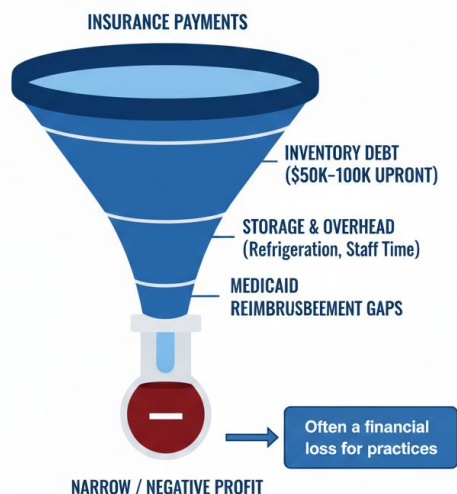
The "Vaccine Deficit" Financial Model

21

Headline: Why Vaccinating is a Financial Risk for Independent Practices

- **Inventory Costs:** A typical small practice must carry **\$50,000–\$100,000** in vaccine inventory upfront, often using lines of credit.
- **Reimbursement Gaps: * Medicaid:** In many states, Medicaid pays *less* than the cost of administration, forcing doctors to lose money on every dose given to low-income children.
 - **Overhead:** Costs for medical-grade refrigerators, 24/7 temperature monitoring, and specialized staff are rarely fully reimbursed.

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Supporting Pediatric Care: A Data-Driven Partnership between PMI and AAP

Pediatric Management Institute (PMI) and the American Academy of Pediatrics (AAP) have partnered to provide a powerful resource for pediatricians. This analysis displays negotiated payment rates for the most common CPT codes in pediatric practices and offers insights into the valuation of pediatric services across the country by major payers.

PMI and AAP are committed to fostering a thriving healthcare environment for children and the professionals who care for them.



Systemic Disparities and Access

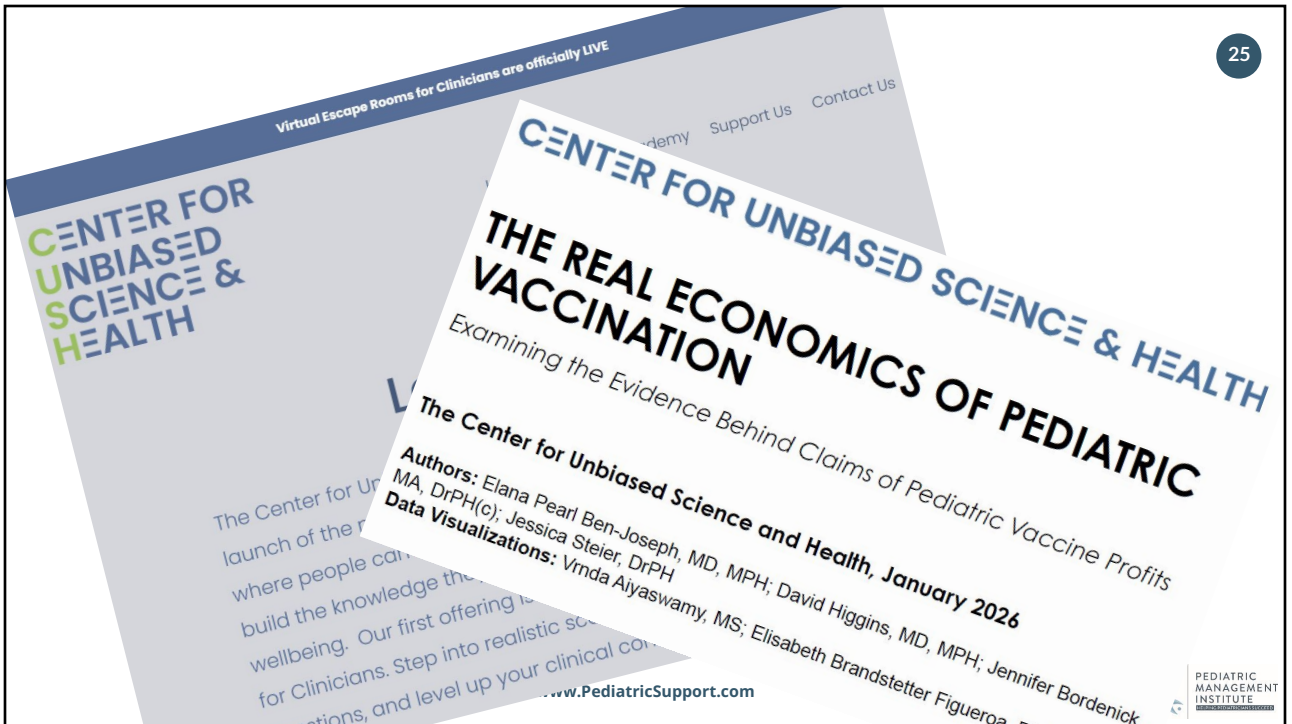
Headline: Payment Inequities Threaten Public Health

- **The Medicaid Gap:** Doctors serving the most vulnerable populations (higher Medicaid ratios) are at the highest risk of financial failure.
- **Practice Closures:** Financial strain is forcing independent pediatricians to sell to large hospital systems or close entirely.
- **The Stats: 24% of pediatricians** have considered stopping vaccine services due to financial unviability.

The Path Forward: Preserving Trust and Access

Headline: Protecting the Foundation of Pediatric Care

- **Trust as a Resource:** When profit myths spread, parent-doctor trust erodes, leading to vaccine delays and disease outbreaks.
- **Solutions Needed:**
 - Standardizing administration fees across all 50 states.
 - Ensuring Medicaid payments at least match the cost of delivery.
 - Decoupling quality incentives from "all-or-nothing" vaccine quotas.



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Thu 1/29/2026 3:21 PM

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& Request Password Be Sent:

Hey Lexi Vanchiere!

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2026 CONFERENCE



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Marriott New Orleans

Pre-Conference: Thu, Feb 5

Main Conference: Fri & Sat, Feb 6 and 7

NEW
VENUE!



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