

The Business Impact Of COVID19 On Pediatric Practices Webinar #18



Panelists Include:

- John Vanchiere, MD, PhD, FAAP
 - Lisa Nowell, M.D.
 - Paulie Vanchiere, MBA
 - Chip Hart
- www.PediatricSupport.com



What We Are Not Going To Talk About

1. COVID19 Testing Options
2. Amount of time providers/staff should self-isolate
3. Treatments for people affected
4. Predict how long this will last
5. Issues that are geographic-specific
6. COVID-19 Vaccine Details
7. Detailed Human Resource Issues
8. Nitty Gritty Details of PPP Loans (Not entirely true)



Agenda

1. Thank You
2. Data Report
3. News Roundup
4. Guests
 - John Vanchiere- LSU Shreveport Pedi ID
 - Lisa Nowell, MD- Manhattan Pediatrics
5. Homework Assignments

Focus For The Week...



Without rain
nothing grows.
Learn to embrace
the storms in your life.



“Clients do not come first. Employees come first. If you take care of your employees , they will take care of the clients.”

Richard Branson

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**THE MOMENT
WHEN YOU WANT
TO QUIT, IS THE
MOMENT WHEN
YOU NEED TO
KEEP PUSHING.**

KUSHANDWIZDOM



What Have You Done Since Last Week?

Forum.PediatricSupport.com

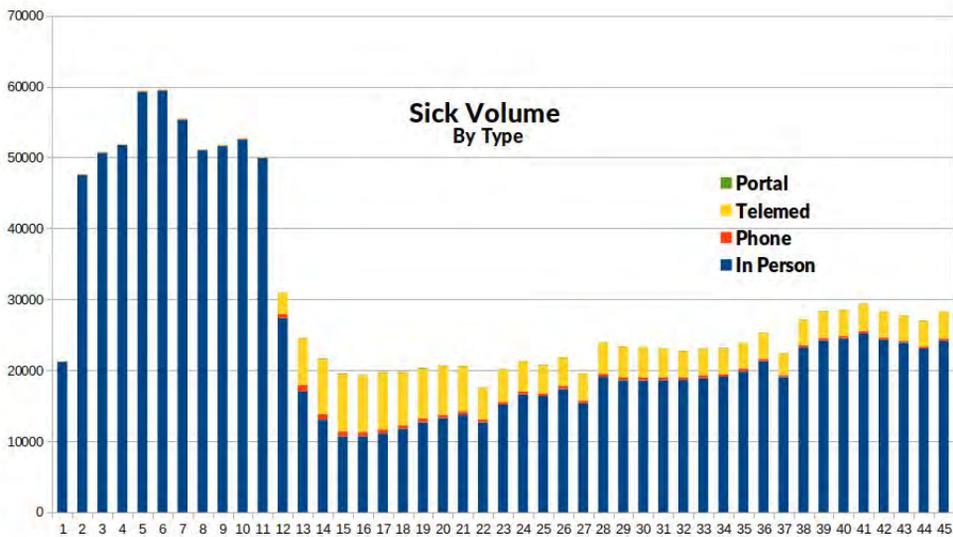
3,270+ community members as of this morning...

The screenshot shows the forum interface for Pediatric Support. The main heading is "COVID 19 Business Impact Webinar #2 - March 26th More Details Here". Below this, there are navigation options for categories, latest, top, and categories. The forum topics are listed in a table with columns for Category, Topics, Latest, and Replies. The topics include:

- Coronavirus stable for hours on surfaces (1 reply)
- Telemedicine Disclaimer (5 replies)
- How To Handle COVID19 Infectious Waste (0 replies)
- COVID19 Waste Management (0 replies)
- Carefirst - Covid19 (0 replies)
- Empire BCBS (NY) - Covid19 (0 replies)
- PCC's 2020-03 Pediatric Coding Web Lab (TELEMEDICINE CODING) (0 replies)
- Wellmark - Covid19 (0 replies)
- Humans - Covid19 (0 replies)

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Latest Data From The Data Nerd...

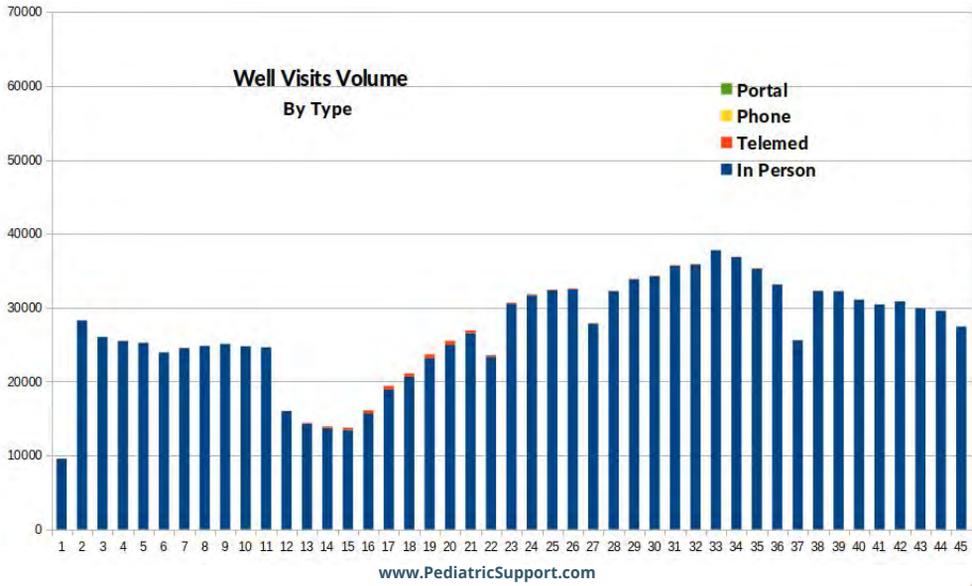


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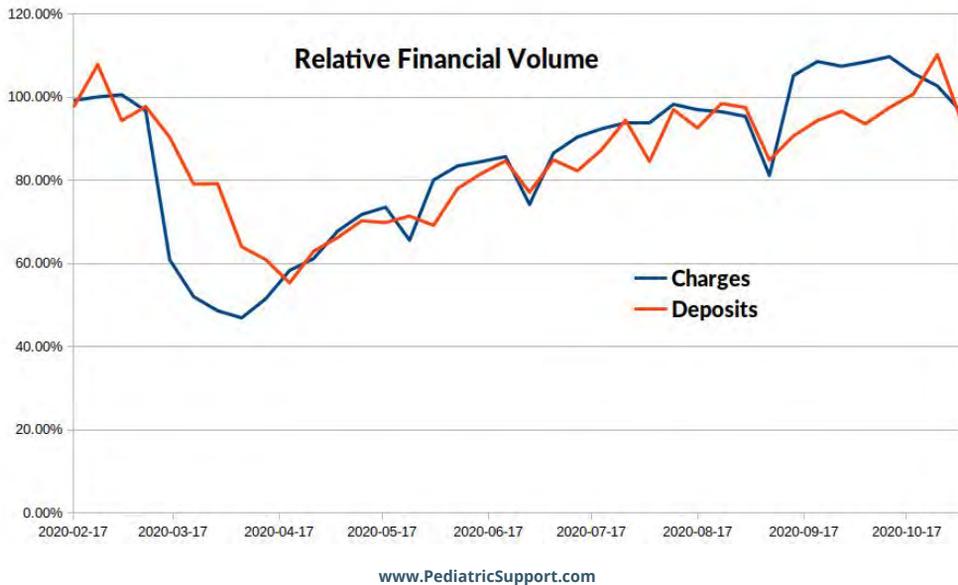
Latest Data From The Data Nerd...

11



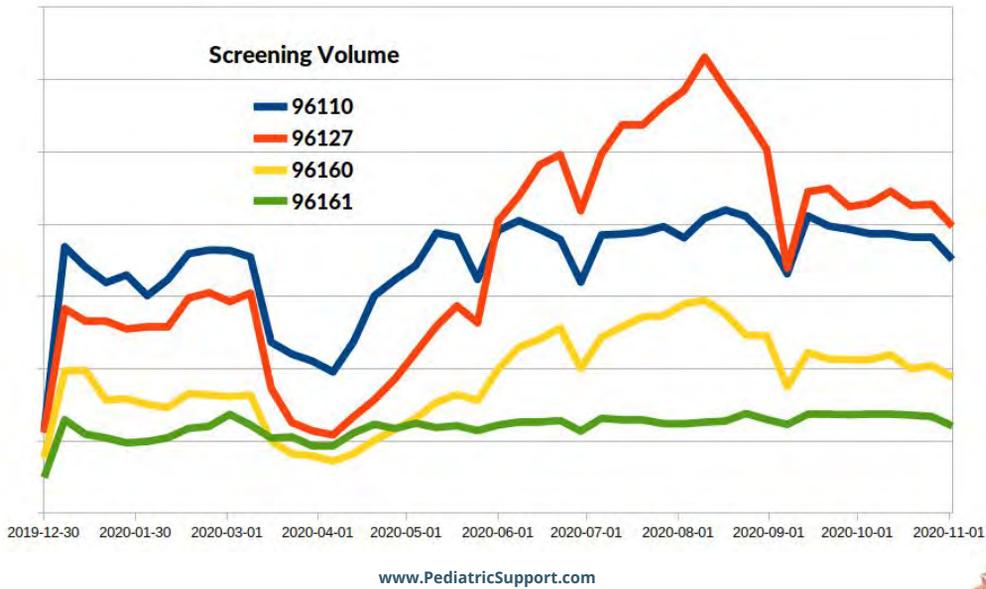
Latest Data From The Data Nerd...

12



Latest Data From The Data Nerd...

13



Top 15 Sick Visit Diagnoses

- Encounter for immunization
- Acute pharyngitis, unspecified
- Fever, unspecified
- Contact with and (suspected) exposure to other viral communicable diseases
- Acute upper respiratory infection, unspecified
- Cough
- Viral infection, unspecified
- Attention-deficit hyperactivity disorder, combined type
- Dysuria
- Neonatal jaundice, unspecified
- Allergic rhinitis, unspecified
- Nasal congestion
- Streptococcal pharyngitis
- Unspecified abdominal pain
- Neonatal difficulty in feeding at breast

Top 15 Telemedicine Diagnoses

- Contact with and (suspected) exposure to other viral communicable diseases
- Fever, unspecified
- Attention-deficit hyperactivity disorder, combined type
- Cough
- Other long term (current) drug therapy
- Acute upper respiratory infection, unspecified
- Anxiety disorder, unspecified
- Attention-deficit hyperactivity disorder, predominantly inattentive type
- Acute pharyngitis, unspecified
- Viral infection, unspecified
- Allergic rhinitis, unspecified
- Rash and other nonspecific skin eruption
- Nasal congestion
- Major depressive disorder, single episode, unspecified
- Constipation, unspecified

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In The News...

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• \$50 discount if registered before 12/31/2020


Barbara Howard
MD, FAAP


Sue Kressly
MD, FAAP


Toni Richards-Rowley
MD, FAAP


Natalia Burger
MD, FAAP


Herschel Lessin
MD, FAAP


Colleen Kraft
MD, FAAP


Kathia Skinner
MD, FAAP


Susan Sirota
MD, FAAP


Paul Vaccaro
MD, IBCLC, FAAP


James Hubbard
MD, FAAP


John Meyer
MBA


Lewy Floyd
MBA


Paul Vaccaro
MBA


Suzanne Berman
MD, FAAP


Richard Lander
MD, FAAP


Brandon Betancourt
MBA


Jan Blanchard
CPC, CPMA


Chip Hart


Suzanne Madden
MBA, CCE


Tey Ruchford

WHO SHOULD ATTEND
Pediatricians, Office Managers, Administrators, CFO, CIO, Revenue Cycle Managers, Decision Support Managers, Financial Leaders, IT Vendors, and Clinical Managers

CONFERENCE OVERVIEW
This conference is designed to provide participants with a better understanding of the nuances of operating a Pediatric Medical Practice. Through lecture and case studies attendees will gain the knowledge necessary to ensure a successful Pediatric practice.

For more information, visit: <http://www.PediatricSupport.com>

PRESENTER	COURSE
Alex Myer, MBA	Building High Performance Teams
Barbara Howard, MD, FAAP	Social Determinants- Screen, But Then What?
Brandon Betancourt, MBA	Foundations Of A Healthy Practice
Chip Hart	Lessons Learned From COVID And The Impact On Pediatrics
Colleen Kraft, MD, FAAP	Physician Networks...What Works?...What Doesn't?
Franklin Cannon	Insurance Needs For Pediatric Practices
Jan Blanchard, CPC, CPMA	Coding Compliance Audits For Pediatric Practices
Jesse Hackell, MD, FAAP and Herschel Lessin, MD, FAAP	Risk Management In Pediatric Practices
Natalia Burger, MD, FAAP	Digital Media Strategy: What To Say & How To Say It
Richard Lander, MD, FAAP	Coding for Procedures In Pediatric Practices
Sue Kressly, MD, FAAP	The Journey Of A Patient
Susan Sirota, MD, FAAP	Rethinking Your Schedule During And After COVID-19
Suzanne Madden, MBA, CCE	The Tech-Enabled Pediatric Practice: Efficient & Engaging
Suzanne Berman, MD, FAAP	HEDIS: What Pediatricians Need To Know In 2021
Tim Rushford	Aligning Your Practice: From Mission To Performance Evaluations
Emily Floyd, MBA	Leading Your Billing Team- Getting Great Results
Katrina Skinner, MD, FAAP	Scribes In Your Practice
TBD	Retirement Plan Options For Pediatricians & Their Staff
Toni Richards-Rowley, MD, FAAP	Implicit Bias In Pediatrics
Hiral Lavania, MD, IBCLC, FAAP	Start A New Practice Today!

Faculty Q&A Sessions



MARKETS BUSINESS INVESTING TECH POLITICS CNBC TV WATCHLIST PRO 8

TECH

Amazon launches neighborhood health clinics for warehouse workers

BY ANTHONY FALABELLA

AMAZON IS LAUNCHING NEIGHBORHOOD HEALTH CENTERS FOR NEARBY FAMILIES.

Amazon is launching neighborhood health centers in Irving, Texas, offering a clinic designed to serve Amazon employees at nearby fulfillment centers and their families.

California-based Crossover Health opened its first clinic in the area earlier this year, looking to directly contract with employers in the area and offer direct primary care services that include integrated primary care, musculoskeletal services, and behavioral health and health coaching. The direct primary care practice can be difficult to scale when it asks residents to purchase a membership on top of existing health insurance, but partnering with employers is a win for employers who want value and for the growing clinic.

"Across the U.S., an increasing number of patients do not have easy access to a primary care physician and instead utilize emergency or urgent care options, which is not only more expensive for patients, but also overlooks important preventative care."

KEY POINTS

- Amazon is launching neighborhood health centers for nearby families.
- The company expects to open 25 clinics in 1 program and it could establish more facilities.
- In May, Amazon expanded its telemedicine Seattle-area warehouse employees.

HEALTH SYSTEMS

Amazon's First Neighborhood Health Center Will Be in DFW

The nearby clinic will offer holistic care and extended hours for Amazon employees and their families in the region.



Primary Care (Not Urgent Care / ER)
Six Days Per Week (7:00AM - 11:00PM)
Services Are Specific Based On Claims Data:

- Lower Cost
- Chronic Disease Management (Telemedicine)
- Mental Health Services
- Health System Navigation (Prior Auth's / Resolve Delays)
- Value-based compensation for providers

What Is Your Value Proposition?

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HealthIT.gov

HealthIT.gov Topics Laws, Regulation, and Policy Information Blocking

Laws, Regulation, and Policy

- ONC's Cures Act Final Rule
- Promoting Interoperability
- Health IT Legislation
- Information Blocking**
- Health IT Regulation Resources

Information Blocking

What is information blocking?

In general, information blocking is a practice by a health IT developer of certified health IT, health information network, health information exchange, or health care provider that, except as required by law or specified by the Secretary of Health and Human Services (HHS) as a reasonable and necessary activity, is likely to interfere with access, exchange, or use of electronic health information (EHI).

What are examples of practices that could constitute information blocking?

Section 4004 of the Cures Act specifies certain practices that could constitute information blocking:

- o Practices that restrict authorized access, exchange, or use under applicable state or federal law of such information for treatment and other permitted purposes under such applicable law, including transitions between certified health information technologies (health IT);
- o Implementing health IT in nonstandard ways that are likely to substantially increase the complexity or burden of accessing, exchanging, or using EHI;
- o Implementing health IT in ways that are likely to—
 - Restrict the access, exchange, or use of EHI with respect to exporting complete information sets or in transitioning between health IT systems; or
 - Lead to fraud, waste, or abuse, or impede innovations and advancements in health information access, exchange, and use, including care delivery enabled by health IT.

<https://bit.ly/infoblocking>

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ECONOMY

Jobless claims filings pick up amid continued struggles for labor market

PUBLISHED THU, NOV 19 2020-8:31 AM EST | UPDATED 10 MIN AGO

Jeff Cox
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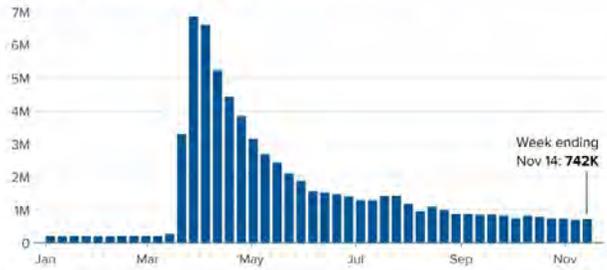
SHARE f t in

KEY POINTS

- First-time filings for unemployment benefits totaled 742,000 last week vs. the Wall Street estimate of 710,000.
- Continuing claims fell by 429,000 to 6.37 million, a fresh pandemic-era low.
- The total of those receiving benefits declined by more than 800,000 but remains extremely elevated.

Initial claims for unemployment insurance

Weekly in 2020, seasonally adjusted



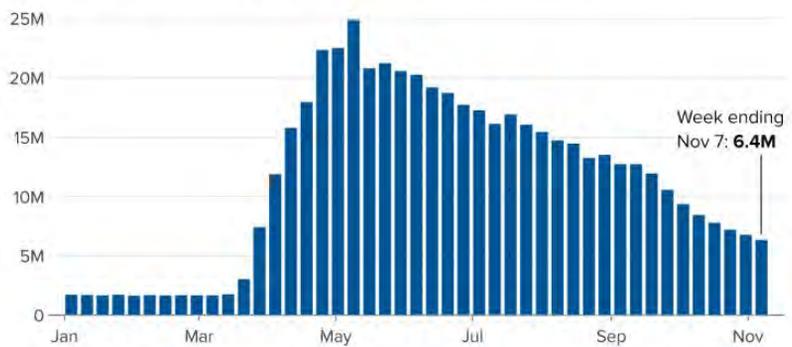
SOURCE: Dept. of Labor. Data is seasonally adjusted and through Nov 14, 2020. The DOL began using a new seasonal adjustment methodology the week of August 29.

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Continuing claims for unemployment insurance

Weekly in 2020, seasonally adjusted



SOURCE: Dept. of Labor. Data seasonally adjusted and as of Nov 7, 2020. Data based on week of unemployment, not week claim was filed. DOL began using new seasonal adjustment methodology week of 8/22.

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MoneyWise

12M will lose unemployment aid after Christmas. What if that's you?

Ethan Roitberg · 6 hrs ago



As soon as the presents are open and the shortbread cookies are gone, millions more Americans will be worrying about how they're going to pay their bills.



The provisions of a federal COVID relief law that extend unemployment benefits to more people than usual are set to expire Dec. 26 if Congress can't reach a deal. A [new study from The Century Foundation](#) reveals the toll: 7.3 million members of the gig economy and 4.6 million workers who have already exhausted their state benefits.

This would be the third blow for millions of workers who lost their jobs in the early weeks of the pandemic, then lost a \$600 boost to their weekly checks when another provision of the coronavirus relief act expired in July.

[Earlier research](#) showed that the \$600 drop pushed unemployed people even deeper into "financial fragility."

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Long-term unemployed are exhausting state benefits

By [Tami Luhby, CNN](#)

Updated 7:04 AM ET, Wed October 21, 2020



(CNN) — As the coronavirus pandemic continues into its eighth month, a growing number of Americans are exhausting their state unemployment benefits and shifting to extended payments funded by the federal government.

But this additional cushion won't last much longer for many people. The 13-week benefits extension provided by Congress runs out at the end of the year. And an extended benefit program that triggers on when state unemployment rates soar is winding down in some states as their [economies recover](#).

All this could leave millions of people without a financial lifeline at a time when [jobs remain hard to land](#).

The number of [long-term unemployed](#) experienced its largest monthly increase on record in September. Some 2.4 million Americans -- or nearly one in five -- were out of work for at least 27 weeks, according to the federal jobs report.

That's up from 1.6 million people -- or roughly one in eight -- in this situation in August.

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MONEY

With stimulus stalled, shortfalls in tax revenues leave states facing layoffs, service cuts

Michael Braga USA TODAY

Published 7:02 a.m. ET Oct. 21, 2020 | Updated 10:39 a.m. ET Oct. 21, 2020



A new coronavirus stimulus deal is still in the works between Democrats and Republicans, but they can't agree on a conclusion. Getty



Review and submit your 2021 application today

Paul

Important: Ensure you have coverage to help you stay healthy and financially stable in these uncertain times.

Our records show you haven't applied for 2021 health coverage. Log into HealthCare.gov today to update your information for 2021, review your options and enroll.

YOUR 2021 COVERAGE STATUS

- 2021 Application: ✔ READY FOR REVIEW
- 2021 Plan: ❌ NONE SELECTED
- Assistance: ℹ SEE IF YOU QUALIFY

You may qualify for financial assistance to reduce the amount you pay for your monthly premium. Come back to HealthCare.gov to update and submit your application, review your coverage options for 2021, and enroll in a plan. To streamline your enrollment, we rolled over your latest information into your 2021 application.

[Log In](#)

There's more than one way to enroll in Marketplace coverage. If you want help from an agent or broker, or would like to enroll through one of our certified enrollment partners, [learn more](#).

Deadline: You have until **December 15** to enroll in a plan for 2021 health coverage.

The [HealthCare.gov](#) Team



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Budgeting

Goto Forum and search "Cash Flow"

Forum.PediatricSupport.com

Check Your Vaccine Invoice Due Dates!



COVID 19 Business Impact Webinar #7 - April 30th Register Here / Is This Forum Helpful? Want To Say Thanks? / PM's Recent White Paper / Watch Recent Webinar Now

Cash Flow Projection Spreadsheet

Finance



Paulie Mar 26

Many of us know how to plan out cash flow... I thought I'd help everyone get started with this basic spreadsheet... more details during our [webinar](#) this evening [%](#).

[PMI_Cash_Flow_Planning.xlsx](#) (43.8 KB)

	Estimated Weekly Deposits	Estimated Payroll Expenses	Vaccine Invoices	Rent Payments	All Other Office Expenses	Running Balance
1 Today's Bank Account Balance						\$ 25,000
2 Outstanding Checks To Cover The Bank						\$ 12,000
3 Credit Card Balances						\$ 7,000
4 Est Available Cash						\$ 15,000
9 Week of						
10 3/29/2020	\$ 20,000	\$ 15,000	\$ 5,500	\$ 5,000	\$ 1,500	\$ 8,500
11 4/5/2020	\$ 20,000	\$ -	\$ -	\$ 2,000	\$ 1,500	\$ 24,500
12 4/12/2020	\$ 10,000	\$ 35,000	\$ 1,750	\$ -	\$ 1,500	\$ 28,750
13 4/19/2020	\$ 7,000	\$ -	\$ 1,750	\$ -	\$ 1,500	\$ 28,000
14 4/26/2020	\$ 7,000	\$ 13,000	\$ 1,500	\$ 5,000	\$ 1,500	\$ 12,000
15 5/3/2020	\$ 7,000	\$ -	\$ 2,000	\$ -	\$ 1,500	\$ 16,500
16 5/10/2020	\$ 5,000	\$ 15,000	\$ 2,000	\$ -	\$ 1,500	\$ 2,000
17 5/17/2020	\$ 5,000	\$ -	\$ 1,750	\$ -	\$ 1,500	\$ 4,750
18 5/24/2020	\$ 5,000	\$ 15,000	\$ 3,200	\$ -	\$ 1,500	\$ 18,750
19 5/31/2020	\$ 5,000	\$ -	\$ 1,200	\$ 5,000	\$ 1,500	\$ 11,450
20 6/7/2020	\$ 5,000	\$ 15,000	\$ 900	\$ -	\$ 1,500	\$ 23,850

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2021 Budget

Soft December Expected

Payments in January may be affected more than usual

Deductibles resetting- update financial policy

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Instructions: Replace any of the 0's in the pale yellow fields with appropriate number values - if you've ordered 3 tests, put a 3 in G11. The calculator will show you the level for each of the 3 MDM categories and indicate the appropriate E&M.

	A	B	C	D	E	F	G	H	I	J	K	L
1	Instructions: Replace any of the 0's in the pale yellow fields with appropriate number values - if you've ordered 3 tests, put a 3 in G11. The calculator will show you the level for each of the 3 MDM categories and indicate the appropriate E&M.											
2												
3												
4	Level 2	Level 3	Level 4	Level 5								
5	NO	NO	NO	NO		PROBLEMS	0			Result		
6	NO	NO	NO	NO		DATA	0					
7	NO	NO	NO	NO		RISK	0					
8												
9	PROBLEMS					DATA				RISK		
10	Type	Complexity										
11	Minor	Self-limited		0		# Unique Source Reviews	0			Minimal	0	
12	New	Uncertain		0		# Unique Tests Ordered	0			Low	0	
13	Acute	Simple		0		# Unique Test Reviews	0			Moderate	0	
14		Systemic		0		Independent Historian	0			High	0	
15		Life Threatening		0		Independent Interp of Test	0					
16	Chronic	Injury		0		Discussion of mgmt or test inte	0					
17		Stable		0								
18		Evolving		0								
19		Severe		0								
20		Life Threatening		0								
21												
27												

RESET

bit.ly://AMAGrid

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Event Information: SOAPM 2020 'Fireside' Webinar: MDM 2021 Coding Changes

Registration is required to join this event. If you have not registered, please do so now.



<https://bit.ly/SOAPM-2021MDM>

p/w: MDM2021

Prerequisite homework:

<http://bit.ly/faq2021cpt>

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Should We Stock Up On Vaccines?



- Discounts for purchases
- Prevnar competition in 2021

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GSK/Sanofi/Merck

What's going on with the GPO's!?

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Let's Talk About Capitation!



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Notice 2020-32

PURPOSE

This notice provides guidance regarding the deductibility for Federal income tax purposes of certain otherwise deductible expenses incurred in a taxpayer's trade or business when the taxpayer receives a loan (covered loan) pursuant to the Paycheck Protection Program under section 7(a)(36) of the Small Business Act (15 U.S.C. 636(a)(36)). Specifically, this notice clarifies that no deduction is allowed under the Internal Revenue Code (Code) for an expense that is otherwise deductible if the payment of the expense results in forgiveness of a covered loan pursuant to section 1106(b) of the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), Public Law 116-136, 134 Stat. 281, 286-93 (March 27, 2020) and the income associated with

itricSupport.com



Can't deduct amounts forgiven for the purposes of calculating net income

- Changes how to handle year end payout
- Entity structure changes the strategy (LLC, C-Corp, etc)

COVERED PERIOD	APPLICATION	DECISION	PAYMENT	NOTIFICATION
	<i>up to 10 months, from the end of the covered period</i>	<i>60 days, from receiving the application</i>	<i>90 days, from receiving lender's decision</i>	
Borrower chooses 8 or 24 weeks or a cutoff date between that range.	Borrower applies for forgiveness.	Lender must render a forgiveness decision and request payment from the SBA. <i>If the application is denied, borrower has 30 days to request an SBA review.</i>	SBA , subject to review, must remit forgiveness payment and interest to lender.	Lender notifies borrower of forgiveness amount.

<https://mossadams.com/articles/2020/09/ppp-forgiveness-tax-planning-and-accounting>

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Scenario #1

Revenue	\$4,000,000
Expenses	\$4,000,000
Net Income	\$0.00

In a “normal” year, practices try to land at \$0.00 net income at the practice level.

Scenario #1

Revenue	\$4,000,000
Expenses	\$4,000,000
Net Income	\$0.00

Scenario #2

Revenue	\$4,000,000
Expenses	\$4,000,000
PPP Loan Forgiven	\$300,000
Net Income	\$300,000
Est Tax Liability (24%)	\$72,000

Why Can't My Accountant Give Me A Straight Answer?!?

...most borrowers aren't likely to see their final forgiveness notification until 2021. If you file your 2020 return before forgiveness is determined, should you deduct the expenses related to the use of the PPP funds? Or do you disallow the deduction, assuming the loan ultimately will be forgiven? If you deduct the expenses, what happens when the loan is forgiven?

At this point, these questions are still unanswered. Taxpayers should consider filing extensions for their 2020 tax returns to hold off on filing until forgiveness is determined or potentially Congress acts to address this issue.

It's also important to note that you may have to file a tax return before you know the ultimate forgiveness amount depending on the timeline of your application and other factors including your fiscal year-end. In this case, there's limited guidance available on the tax return reporting requirements.

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<https://mossadams.com/articles/2020/09/ppp-forgiveness-tax-planning-and-accounting>



News Release

AAP Unveils Transition Plan for Biden-Harris Administration

News Room / AAP Unveils Transition Plan for Biden-Harris Administration

Plan outlines comprehensive policy recommendations focused on advancing children's health

Washington, DC – Today, the American Academy of Pediatrics (AAP) unveiled the [Transition Plan: Advancing Child Health in the Biden-Harris Administration](#), which outlines specific policy recommendations to support our nation's children and their futures.

The entire plan can be found at [AAP.org/Transition](#).

The transition plan offers comprehensive steps the Biden-Harris administration can take to address a wide range of pressing child health issues, such as the COVID-19 pandemic, vaccinations, immigration, health equity and racism, environmental health and many more topics.

"The stakes for children could not be higher right now. The global pandemic continues to have devastating consequences for children's physical and mental health, and we know that children and adolescents of color are being disproportionately affected," said AAP President Sally Goza, MD, FAAP. "Our leaders must advance policies that address health inequities in our communities and ensure all children can grow up healthy and thrive. The Academy's transition plan for the Biden-Harris administration outlines bold policy recommendations crafted with those goals in mind."

As shared in the transition plan, the Academy advocates for policies to ensure every child has the opportunity to grow up healthy and safe—regardless of race, income, gender, sexuality, religion, disability, or immigration status. Some recommendations from AAP include:

- Develop and fund a national strategy to implement the public health measures we know can stop the spread of COVID-19 in communities.
- Ensure that children are included in COVID-19 vaccine trials and increase public confidence in vaccinations.
- Adopt health equity and dismantling racism as a defining principle for policy change.
- Immediately reunite all previously separated children with their parents and end family detention.
- Work toward covering all children by facilitating children's enrollment in health insurance and rescinding Medicaid waivers that reduce coverage.

<https://services.aap.org/en/news-room/news-releases/aap/2020/aap-unveils-transition-plan-for-biden-harris-administration>

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TBD	Retirement Plan Options For Pediatricians & Their Staff
Toni Richards-Rowley, MD, FAAP	Implicit Bias In Pediatrics
Hiral Lavana, MD, IBCLC, FAAP	Start A New Practice Today!

Faculty Q&A Sessions



Providers & COVID Exposure

Balancing the financial realities of the practice and ensuring the protection of providers.

The screenshot shows the CDC website's COVID-19 resource page. The main heading is "Coronavirus Disease 2019 (COVID-19)". Under the "Healthcare Workers" section, there is a link to "Preparedness Tools for Healthcare Professionals and Facilities Responding to Coronavirus (COVID-19)", updated July 28, 2020. Below this, there are links for "Healthcare Provider Checklist" and "Steps Healthcare Facilities Can Take". To the right, there are "Hurricane Planning Resources" with a sub-heading "Learn how to prepare your healthcare facility for a hurricane or other natural disaster during COVID-19." The page also features a "WEAR A MASK." banner with images of people wearing masks.





Lisa Nowell, MD

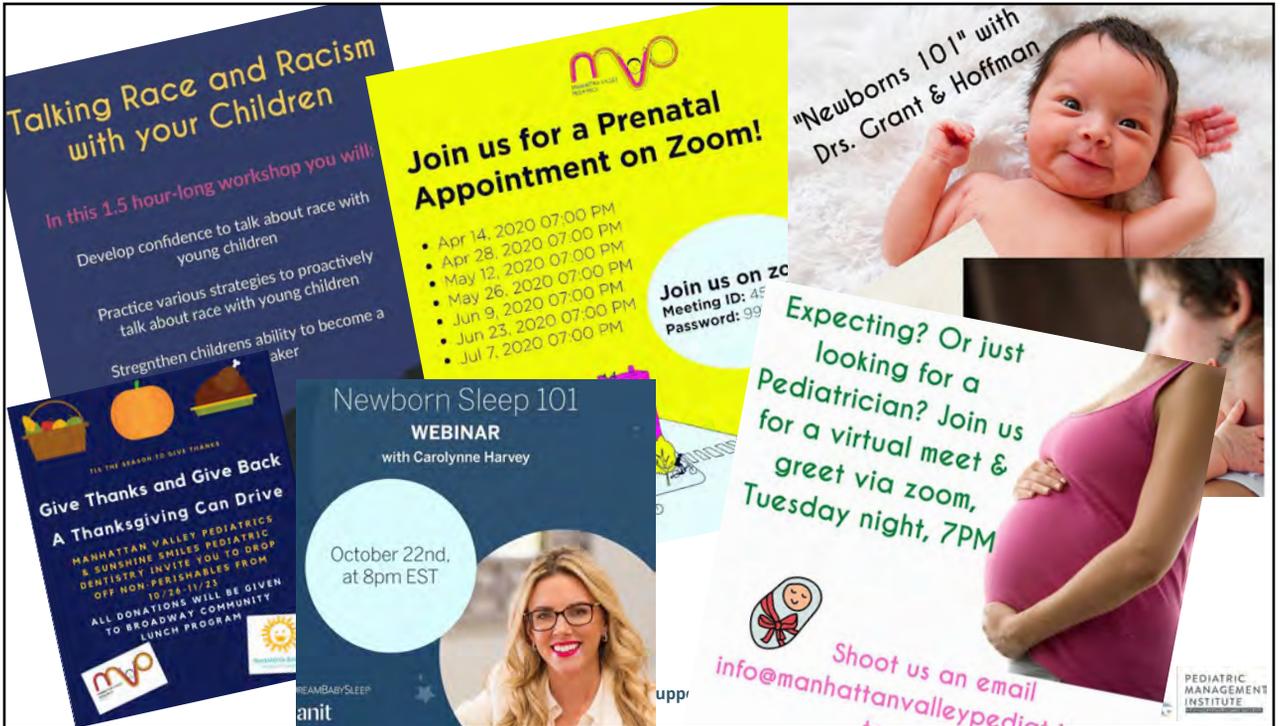


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Homework

42

- Stay Healthy!
- Be Thankful
- Managing Your Cash
- Stay Connected: Forum.PediatricSupport.com