

7 Pediatric Services That Will  
Save Your Patients...  
And Your Practice

Jan Blanchard, CPC, CPEDC, CPMA  
April 2019



---

---

---

---

---

Assumptions

Single, FTE Workload:

4 days/wk x

25 pts/day x

50 wks/yr = 5000 visits



---

---

---

---

---

Assumptions

Average Sick : Well Visit Ratio  
**1.8:1**

**3214 Sick : 1786 Well**



---

---

---

---

---

## #1 Fluoride Varnish Application

Every 3-6 months once teeth are present through age 5

- USPSTF

- 99188 - Application of topical fluoride varnish by MD/QHCP
- Maybe D1208, 99429



---

---

---

---

---

---

## #1 Fluoride Varnish Application

Established Wells	% of Wells	Visit Count
99391 Under 1	27%	482
99392 1-4yrs	29%	518
99393 5-11yrs	25%	447
99394 12-17yrs	16%	286
99395 18+yrs	3%	53

7/13 of 990

Under 5 visits = 533 visits

533

x \$19.14

-----  
**\$10,201.62**



---

---

---

---

---

---

## #2 Hearing & Vision Screenings

### [Bright Futures Periodicity Schedule](#)

- 92551 - Screening test, pure tone, air only
- 92552 - Pure tone audiometry (threshold); air only
- 92558 - Evoked otoacoustic emissions, screening
- 92567 - Tympanometry
- 99173 - Screening test of visual acuity
- 99174 - Instrument-based ocular screening; remote analysis & report
- 99177 - Instrument-based ocular screening; onsite analysis



---

---

---

---

---

---

## #2 Hearing & Vision Screenings

[Bright Futures Periodicity Schedule](#) = **30 visits total**

- 19/30 include 92551  
1131 visits x \$11.60 = \$13,119.60
- 8/30 include 99173 -  
476 visits x \$2.73 = \$ 1,299.48

**\$14,411.08**



---

---

---

---

---

---

## #3 Development & Behavior Screening

96110 - Developmental screening (eg, developmental milestone survey, speech and language delay screen), with scoring and documentation, per standardized instrument (96111 Expired 12/31/18)

96127 - Brief emotional/behavioral assessment (ADHD, depression) with scoring and documentation, per standardized instrument



---

---

---

---

---

---

## #3 Development & Behavior Screening

96160 - Pt focused health risk assessment (hazard appraisal), with scoring and documentation, per standardized instrument

96161 - Caregiver focused health risk assessment (depression inventory), with scoring and documentation, per standardized instrument



---

---

---

---

---

---

### #3 Developmental Screening

[Bright Futures Periodicity Schedule](#) = 30 visits total

- 9/30 include 96110  
536 visits x \$11 = \$5,896.00
  - 7/30 include 96127  
417 visits x \$5.70 = \$2,376.90
  - 4/30 include 96161  
238 visits x \$5.40 = \$1,285.20
- \$9,558.10**



---

---

---

---

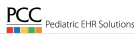
---

---

### #4 After Hours

Services provided outside typical hours/location:

- 99050: Sat, Sun, Holidays; *Other than reg scheduled hours*
- 99051: Evening, weekend, holiday
- 99053: 10p-8a, 24-hour facility
- 99056: Out of the office, patient's request
- 99058: Emergency in office, disrupts schedule
- 99060: Emergency outside office, disrupts schedule



---

---

---

---

---

---

### #4 After Hours

99051: 250 x \$7.95 = **\$1987.50**



---

---

---

---

---

---

## #5 "Simple" Treatments

- 16000 - Initial treatment, first degree burn
- 16020 - Dressings and/or debridement of partial-thickness burns
- 17250 - Chemical cauterization of granulation tissue
- 30901 - Control nasal hemorrhage, simple, any method



---

---

---

---

---

## #5 "Simple" Treatments

- 16000            36 x \$58.26 = \$2,097.36
- 17250            12 x \$64.25 = \$771.00
- 30901            24 x \$119.28 = \$2,862.72

**\$5,731.08**



---

---

---

---

---

## #6 Foreign Body Removal

- 10060 - I&D, simple or single
- 10061 - I&D, complicated or multiple
- 10120 - Incision and foreign body removal
- 30300 - Foreign body removal, intranasal
- 65205 - Foreign body removal, ext eye
- 69200 - Foreign body removal, ext auditory canal
- 69209 - Ear lavage
- 69210 - Impacted cerumen removal, instrumentation



---

---

---

---

---

## #6 Foreign Body Removal

- 10060 12 x \$96.56 = \$1,158.72
- 10120 12 x \$118.26 = \$1,419.12
- 30300 6 x \$169.87 = \$1,019.22
- 65205 6 x \$52.98 = \$ 317.88
- 69209 24 x \$11.20 = \$ 268.80
- 69210 24 x \$41.08 = \$ 985.92

**\$5,169.66**



---

---

---

---

---

---

## #7 Patient Initiated Remote Care

- 99441 - Phone E&M, MD/QHCP, est patient, no E&M past 7 days/next 24 hrs/soonest avail, 5-10 minutes of medical discussion
- 99442 - Phone E&M...11-20 minutes
- 99443 - Phone E&M...21-30 minutes
- 99444 - Online E&M... using the Internet or similar electronic communications network



---

---

---

---

---

---

## #7 Patient Initiated Remote Care

- 98966 - Phone **A&M**, Non-MD, est patient, no E&M past 7 days/next 24 hrs/soonest avail, 5-10 minutes of medical discussion
- 98967 - Phone E&M...11-20 minutes
- 98968 - Phone E&M...21-30 minutes



---

---

---

---

---

---

### #7 Patient Initiated Remote Care

- 99441 120 x \$1.68 = \$201.60
  - 99444 60 x \$0 = \$0
  - 98966 400 x \$7.73 = \$3,092.00
  - 98967 200 x \$24.62 = \$4,924.00
- \$8,217.60**



---

---

---

---

---

---

### Put It All Together

Fluoride	\$ 10,201.62
Hearing & Vision	\$ 14,411.08
Development Screens	\$ 9,558.10
After Hours	\$ 1,987.50
"Simple" Treatments	\$ 5,731.08
Foreign Bodies	\$ 5,169.66
Remote Care	\$ 8,217.60

**\$55,276.64**



---

---

---

---

---

---

### BONUS: Improve Sick to Well Ratio

Average Sick & Well Payments: **\$100 Sick \$275 Well**

#### 1.8:1 Ratio

3215 Sick : 1785 Well

\$321,500 Sick : \$490,875 Well

#### 1.6:1 Ratio

3125 Sick : 1875 Well

\$312,500 Sick : \$515,625 Well

**+ \$15,750**



---

---

---

---

---

---

## Summary

Practice good medicine and the money will follow

Your patients can only value your time and expertise as much as you do

Paid services make unpaid services possible



---

---

---

---

---

---

## Resources

1. [USPSTF Fluoride Varnish Recommendation](#)
2. [AAP Oral Health Coding Fact Sheet \(2016\)](#)
3. [AAP List of Fluoride Varnish Suppliers](#)
4. [Bright Futures Periodicity Schedule](#)



---

---

---

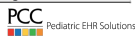
---

---

---

96110 &  
96127  
Tools

CPT	Tool
96110	Developmental Screening
	Ages & Stages
	Checklist for Autism Spectrum Disorder
	M-CHAT-R and Q-CHAT-10
96127	Brief emotional/behavioral assessment
	CRAFT
	Pediatric Health Questionnaire-Modified (PHQ-9) MacArthur Scoring
	Pediatric Symptom Checklist 17-item
	Pediatric Symptom Checklist 35-item
	Vanderbilt
	Screen for Child Anxiety Related Disorders (SCARED)
	Patient Health Questionnaire-9
	Generalized Anxiety Disorder scale
	Asthma: Childhood Asthma Control Test (ACT)
	Yale-Brown Obsessive Compulsive Scale
	Problematic and Risky Internet Use Screening Scale 3 and 18



---

---

---

---

---

---



## 96160 & 96161 Tools

CPT	Tool
96160	Patient Health Risk Assessment
	CHAMPS Youth Self-Report
	Sport Concussion Assessment Tool
	Pediatric Asthma Control & Communication Instrument (PACCI) 2.0
	Asthma Trigger Exposure Questionnaire
96161	Caregiver Health Risk Assessment
	Edinburgh Postnatal Depression Scale
	Adverse Childhood Experiences (ACE)



---

---

---

---

---

---

---

## What Questions Do You Have?



---

---

---

---

---

---

---

Jan Blanchard, CPC, CPEDC, CPMA

[jan@pcc.com](mailto:jan@pcc.com)

[Independentpediatrician.com](http://Independentpediatrician.com)

[pcc.com](http://pcc.com)



---

---

---

---

---

---

---