

# MBM NEWSLETTER

A newsletter for the clients and friends of Medical Billing Management

Volume 3, Number 3

[www.medical-billings.com](http://www.medical-billings.com)

Winter 2009/2010

## Merry Christmas, Happy Hanukkah and Happy Holidays to All from the Medical Billing Management Team

### G.E. Centricity, MBM and the New England Ophthalmological Society

The New England Ophthalmological Society (NEOS) was founded 125 years ago for the study and advancement of ophthalmology and to provide for the mutual education of its members. MBM has served ophthalmologists in Massachusetts for many years. With our partner G.E. Centricity, we exhibit at the bi-monthly NEOS meetings at Hancock Hall in Boston.

The NEOS November 20 meeting provided discussions and seminars on ethics and risk management and on Tips and Tricks for Optimizing Outcomes in Cataract Surgery. More than 25 medical equipment, drug, and service suppliers to ophthalmologists exhibit at each of these meetings to support the work of the NEOS, and to market their various offerings to the attending physicians. This meeting was attended by over 200 ophthalmologists and more than 50 ophthalmic equipment and service vendor personnel, on a very, very rainy November day in Boston.

Over the past 10 years, MBM has served the billing needs of many Massachusetts ophthalmology practices. We have produced outstanding results for these clients. You can view their video testimonials on our website: [www.medical-billings.com](http://www.medical-billings.com) by clicking on "Testimonials."

MBM looks forward to supporting the good work of the NEOS in 2010 and beyond.

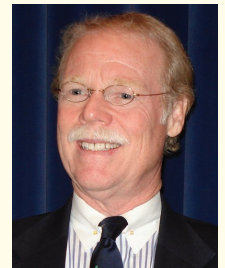


From left MBM's George Urban and Curt Anderson, North Shore ophthalmologist Dr. Leon Remis, and Bill Giaccone, G.E. Centricity reseller Virtual Office Ware's Regional Manager.

A letter from the CEO:

### Here We Go Again! Stop the Jan. 1 21.2% Medicare Payment Cuts

Every December we see another unnecessary Medicare payment cut fire drill. This year is no exception. A 21.2% Medicare cut, effective January 1, 2010, is planned, caused by the fatally flawed Sustainable Growth Rate formula.



This has become a disheartening ritual. Each December, Medicare's Sustainable Growth Rate formula, or SGR, dictates that Medicare costs cannot grow faster than the U.S. economy. So, a 21.2% across-the-board cut in reimbursements is scheduled for January 1, 2010. This is so ridiculous. What provider would want to take new Medicare patients in the face of such a draconian payment cut?

As most insiders know, this cut would put at risk access to providers, since physicians might be forced to turn away new Medicare patients.

However, as we cite on the back page of this newsletter, on November 20th, the U.S. House of Representatives passed H.R. 3961, which proposes to eliminate the 21.2% SGR cut now and for the next few years.

So, we ask that our Massachusetts and Rhode Island clients e-mail their U.S. Senators — Kirk and Kerry in Massachusetts, and Reed and Whitehouse in Rhode Island. Their contact emails are in the article on the back of this newsletter. We all need to urge the Senators to pass this bill.

Let's hope that this recurring madness ends this year, with annual cuts in Medicare physician payments scheduled and then canceled every December.

Happy holidays to all of our friends from all of us here at MBM!!

## Stop the 21.2% Medicare Reimbursement Cut Set for Jan. 1! E-mail MA Sens. Kerry and Kirk & RI Sens. Reed and Whitehouse

The good news is that the House of Representatives passed bill H.R. 3961 on November 19, which will cancel the planned January 1 Medicare cut. The bad news is that the devastating cut will still go into effect unless the Senate edits and approves this bill or its own bill in early December.

The House version of this legislation permanently repeals the broken Medicare physician payment formula (SGR, or Sustainable Growth Rate formula) that hurts access to care for seniors, baby boomers, and military families. This vote by the House on Nov. 19 is an important step toward ensuring a more stable and secure Medicare system for the patients it serves.

### Contact Your U.S. Senators Now!

We urge our clients in Massachusetts and Rhode Island to send e-mails now to their U.S. Senators directly through their web sites:

Sen. John Kerry, MA – <http://kerry.senate.gov/contact/email.cf>

Sen. Paul Kirk, MA – <http://kirk.senate.gov/contact/>

Sen. Jack Reed, RI – <http://reed.senate.gov/contact/contact-share.cfm>

Sen. Sheldon Whitehouse, RI – <http://whitehouse.senate.gov/contact/>



Kerry



Kirk



Reed



Whitehouse

### In Our Next Edition:

How to Connect Your LMR system to MBM's Centricity System and Lower Your Costs!

## Ophthalmologist Dr. Leon Remis: Client Spotlight



Dr. Remis

Dr. Remis' busy Marblehead-based practice is a model of efficiency and effectiveness, both in patient services and in business operations. The practice has been located in Marblehead for over 30 years and provides comprehensive eye care to patients of all ages, and offers services both within the office and also at the North Shore Medical Center in Salem, MA. Dr. Remis provides complete eye exams, visual field tests, and glaucoma checks, as well as peripheral iridotomy, yag capsulotomy, SLT and surgical procedures including cataract with intraocular lens implant, trabeculectomy, eye muscle repair, and many other procedures. For more information on services provided by Dr. Remis, please visit [www.leonremismd.com](http://www.leonremismd.com).

One measure of a practice's business success is the percentage of accounts receivable overdue by 120 days or more. The average medical practice in the U.S. has 18.3% of its receivables over 120 days, whereas Dr. Remis' practice averaged only 4.7% in 2009.



Judy Rodman



Muriel Sacramone

This outstanding achievement is the result of the teamwork between Dr. Remis' practice manager Judy Rodman and MBM's account manager Muriel Sacramone. Questions of patient demographics, insurances, diagnosis, and procedures performed are answered quickly, so that claims filed by MBM are paid quickly, with few insurance company denials.

Dr. Remis has been providing free eye care to patients in El Salvador for the past 20 years, with his physician non-profit group ASAPROSAR.

## Celebrating MBM's 20th Year in Business!

Our team has grown since its inception in 1990, and we proudly serve physicians and ambulance companies in Massachusetts and Rhode Island. We are growing again, so call us if one of your fellow specialists or referral partners might be interested in our services. We will credit your account with one month of our services for each referral that results in a client, along with our thanks!



**"Refer your associates to us and receive one month of credit or cash (your choice) equivalent to one month's average MBM revenue from that practice."**

# MBM

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