
Asian Indians in Nutrition and Dietetics Member Interest Group

Community Leader: Rita Batheja, MS, RDN, CDN, FAND

Communications Coordinator: Aarti Batavia RDN CLT FSCP IFMCP

Reimbursement for Nutrition Services. Are you positioned for success?

This webinar is hosted by AIND and supported by [HealthWave](#).

This webinar will be recorded and available for AIND members following the presentation. Contact the Academy's membership team at Phone: 312/899-0040 (ext. 5000) or email membership@eatright.org to join.

Access the AIND website at <http://aind.webauthor.com/>.

Reimbursement for Nutrition \$ervices. Are you positioned for success?



**Lucille Beseler MS,RDN,LDN,CDE
President
Family Nutrition Center of S. Florida
&
Bill it! MNT**

Disclosures



I own a billing company for RDN's – Bill it!
MNT

Overview

- Explore reimbursement models for Nutrition Services
- Provide resources on reimbursement
- How to become a provider
- Understanding Essential Health Benefits and implication for RDN's

THANKS !!



Marsha Schofield and Academy Nutrition Services
Payment Committee
&
AIND MIG and Rita Batheja



Purpose/Member Benefits

Member Education

Develop, implement and market a multi-faceted member education plan that addresses various practice settings, levels of member expertise and current and future payment models..

Advocacy

Increase RDN recognition and coverage for RDN services.

**National/Grassroots
Public Payers/Private Payers**

Code Creation/Valuation

Develop proposals to decision makers that expand the range of services that can be reimbursed and reported by RDNs.

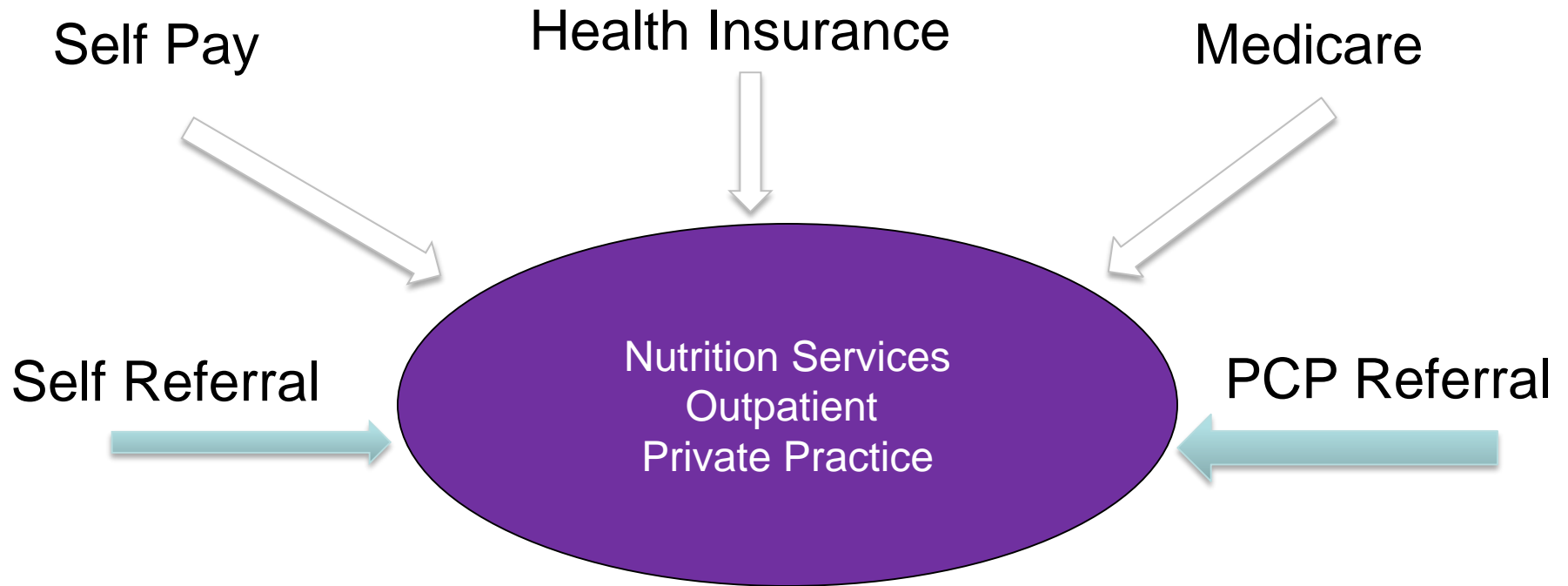
Collaboration or Influence

Advise and collaborate with Academy organizational units to achieve Committee's goals.

Basic Terms and Acronyms

- **CMS:** Centers for Medicare & Medicaid Services
- **CPT:** Current Procedural Terminology Panel
 - Code Creation Panel → → → Services Descriptors
- **Medicare:**
 - **Part A:** Hospital services
 - **Part B:** Outpatient professional services (MNT), Diagnostic tests/Lab, etc.
 - **Part C:** MC Advantage Plans
 - **Part D:** Prescription drugs
- **HIPAA:** Health Insurance Portability & Accountability Act
- **NPI:** National Provider Identifier
- **Credentialing:** a systematic approach to the collection and verification of professional qualifications

Referrals and Payment



Source of Payment for Nutrition Services

1. Insurance Reimbursement:

- Commercial Plans – HMO's – PPO's –Open Access
- Health Savings Plan

2. Federally funded plans:

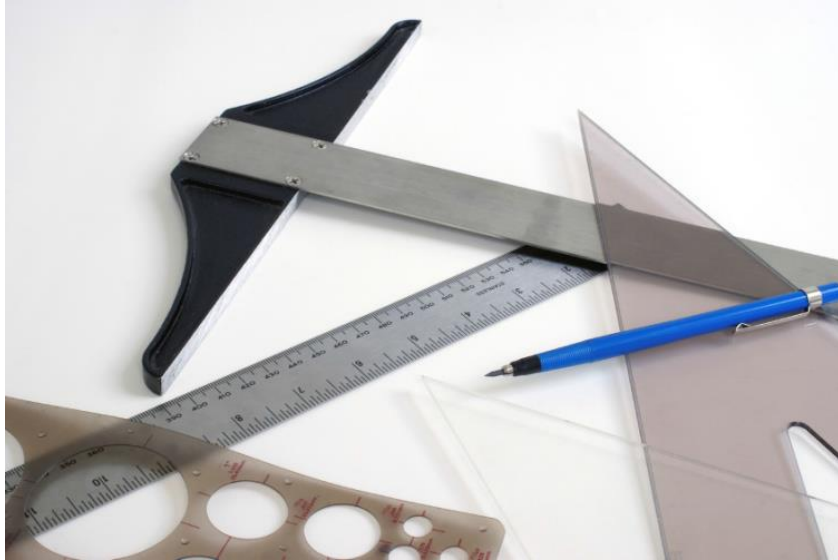
- Medicaid managed care
- Medicare –Diabetes and Renal Disease
- Medicare Advantage plans
- Medicare waiver programs

3. Self Pay

4. PCMH – Patient Centered Medical Home

5. Medicaid Waiver programs

Business Models



- Traditional employee
- Independent paid contractor
- Independent private consultant
- Combined independent paid contractor and independent private consultant

Insurance 101

- A Review of Insurance Plans



Insurance 101

- Commercial:**

- PPOs/Open Access /POS/EPO

- HMOs

- Health Savings Plan (HSA)

- Indemnity plan: Cadillac plans few and far between

Insurance Carriers

- Who covers Nutrition Therapy?
- Who has a full market ?

HUMANA.



BlueCross
BlueShield



UNITEDHEALTH GROUP®



Medicaid HMO's
Vary from state to
states

Insurance 101

- Insurance Plans:
- Medicaid (remember varies from state to state):
 - ❖ HMO-Medicaid
 - ❖ Medicaid Managed Care Plans: reform differs from state to state
 - ❖ Straight Medicaid
- Medicare:
 - ❖ Traditional Medicare
 - ❖ Medicare Advantage Plan-Can be HMO or PPO
 - ❖ PFFS (private fee for service)
 - ❖ Medicare supplement
 - ❖ Medicare as a secondary payer

Insurance 101

Medicaid Managed Assistance Programs

- Medicaid managed care programs are offering Health benefits not otherwise covered by Medicaid including nutritional counseling

Insurance 101

- Self Insured Health Plans
 - ❖ Employer assumes financial risk
 - ❖ Employer customizes benefit package
 - ❖ Employer contracts with providers
 - ❖ Regulated under federal, not state laws
- Self Administered Plans vs. Third Party Administrator (TPA)

Insurance 101

- Insurance companies are not selling only “one policy”
- Differences in product lines will influence your reimbursement or lack there of
- Some policies have exclusion on nutrition services



Insurance 101

- Variation in Insurance Carriers Product Lines

One product plan:

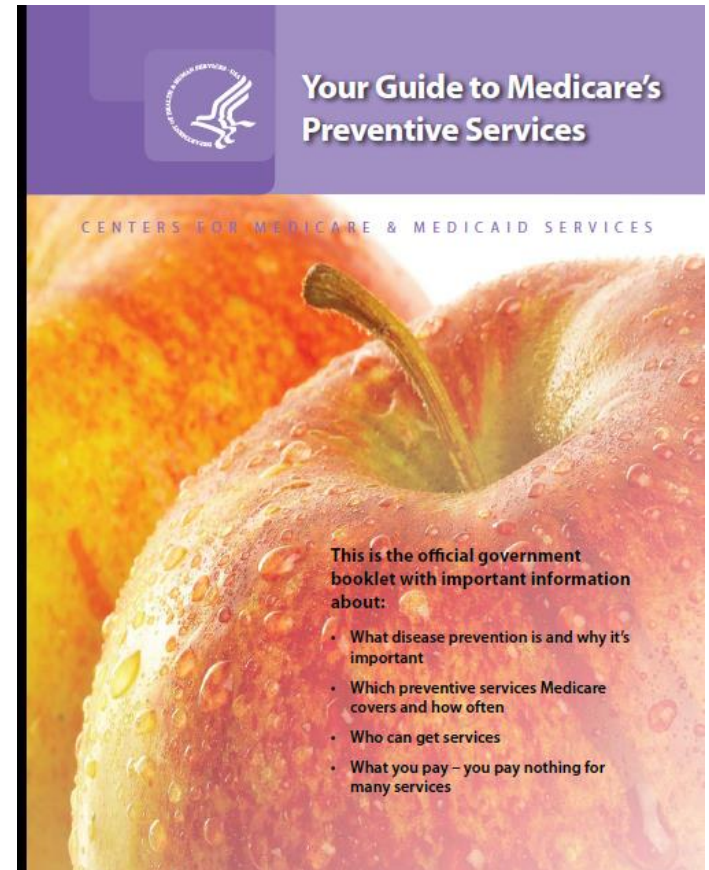
- May cover nutrition services whereas others will not
- May be based on Medicaid as the insured are Medicaid eligible
- May be based on Medicare
- May be a commercial product ****

***commercial product lines will usually reimburse
at the highest level

Opportunity Ahead: Fee-for-Service

Medicare:

- MNT and DSMT
- Annual Wellness Visit
- Intensive Behavioral Therapy for Obesity
- Waived co-pays and deductibles
 - ❖ Includes Medical Nutrition Therapy
- Telehealth



Opportunity Ahead:

- Fee-for-Service
- **Private Market**
 - ❖ Preventive services
 - ❖ Waived co-pays and deductibles for preventive services
 - ❖ Healthier Generation Benefit



Potential RDN Opportunities

Patient Centered Medical Home (PCMH)

- ❖ Better management of chronic diseases
- ❖ Focus on wellness & prevention
- ❖ Team-based continuous healing relationships
- ❖ Patient-centered interactions
- ❖ Care coordination
- ❖ Organized, evidence-based care

Accountable Care Organization (ACO)

- ❖ Bundled payments give rise to prevent readmission:
improve health & wellbeing of patient

Comprehensive Primary Care Initiative (CPCI)

- ❖ Support value-added non-billable practitioner time

Implications for RDNs

- Pool of new potential patients/clients
- Current self-pay patients may now have coverage
- New patients may represent new demographics
- Verify benefits/coverage/co-pays/deductibles for existing as well as new patients
- Verify that you are a provider under the Marketplace Plan
- Re-evaluate credentialing and contracting opportunities
- Re-evaluate business plan and payer mix
- Market your services
- Contact your affiliate Reimbursement Representative or State Regulatory Specialist to learn about efforts to include MNT/nutrition services and RDNs your state's benchmark plans

New coverage means new patients

Becoming an Insurance Provider

“Credentialing”

Choosing which insurance companies to become a provider...

The first step is to identify which insurance companies are popular in your area

Who will be referring patients to you?

Credentialing next steps

- Does the insurer recognize RDN's as a provider type?
- Non-physician specialist
- Independent RDNs-credentialing required
- Facility-based RDNs –credentialing not required
- Inquire with Credentialing Department

Credentialing

- 1. Contact provider relations
- 2. Complete the online application and re-attest periodically

OR

- Does the insurer use the Council for
- Affordable Quality Healthcare (CAQH)
national credentialing application form?
<http://www.caqh.org/ucd.php>
- Call to the Credentialing Department

Benefits of CAQH

- ***Saves time:*** Filling out multiple application forms can take hours
- ***Minimizes paperwork:*** Health plans traditionally require providers to update credentialing information every two or three years.
- ***Keeps information current:*** Keeping practice information up-to-date isn't just important for credentialing purposes, it's important for health plan records and directories too.
- ***And IT'S FREE!!!***

Credentialing & Contracting

Why would you want to become credentialed with an insurance company? Greater consumer access!

- Insurance companies have moved toward providing a nutrition benefit and/or weight management benefit for its members. Recognition by health plan
- Direct billing opportunities
- Convenience for clients/patients
- Contact information included in plan's provider directory
- Consumer protection standardizes the requirements of providers

Credentialing Process

- Credentialing Process:
- National Committee for Quality Assurance (NCQA)
<http://www.ncqa.org/tabid/689/Default.aspx>

Credentialing & Contracting

- **What is Credentialing?**
- **In-Network versus Out-of-Network Provider**
- ❖ An In-Network Provider has been designated as a provider by becoming credentialed and contracted with the particular insurance company.
- ❖ An Out-of-Network Provider has not been credentialed or signed a contract with the particular insurance company.

Credentialing & Contracting

- **What is Contracting?**
 - **In-Network versus Out-of-Network Provider**
-
- ❖ An In-Network Provider has been designated rate at which they have agreed to be reimbursed and has an established contract for that rate including any and all reimbursed procedure codes allowed under that plan.
 - ❖ An Out-of-Network Provider bills as a courtesy to the patient. There is not an agreed upon reimbursement rate, therefore the patient may have more of an out-of-pocket expense.

Credentialing & Contracting

When do you start the insurance credentialing process?

- At least six months prior to seeing your first patient
- Insurance carriers can take up to 60 days
- State law dictates the time frame insurers have to process credentialing applications

Credentialing Process

- **How do you credential with an insurance company?**
 - ❖ Each company is different
 - ❖ Each state is different
 - ❖ Contact the credentialing department
 - ❖ Complete a Uniform Application or enroll with Council for Affordable Quality Healthcare (CAQH)

Credentialing and Contracting

Challenges!

- Your state doesn't credential (or lack of licensure)
- Your state credentials but the insurance company does not offer the nutrition benefit
- The benefit is available but has a high deductible

Challenges

- The insurance company provides the benefit but they are at capacity and are not credentialing dietitians at this point

Credentialing & Contracting

- Some policies credential and reimburse registered dietitians individually.
- Some policies do not credential RDNs but will reimburse for MNT with a RDN.
- Some policies do not credential RDNs, but will reimburse if the MNT services are provided “Incident to” a Physician’s Visit.

You are credentialed!!!

Credentialed providers receive:

- Welcome Packet
- Welcome Letter
- Provider Relations Consultant name
- Table with providers effective date, NPI, taxonomy code, provider ID number
- Copy of signed executed contract

Billing

- Patient information
 - Practice information
 - Provider information
 - MNT code - Type of service & time spent with patient
 - Fee
-
- All entered on CMS 1500 claim form

Billing

Do it yourself vs. Billing companies :

Software available to fill in claims - one time fee

vs.

Billing companies – fee per claim



HEALTH INSURANCE CLAIM FORM

APPROVED BY NATIONAL UNIFORM CLAIM COMMITTEE (NUCC) 02/12

HMO
PO BOX 1798,
JACKSONVILLE, FL 32231

<input type="checkbox"/> PICA		<input type="checkbox"/> PICA	
1. MEDICARE <input type="checkbox"/> (Medicare#)		MEDICAID <input type="checkbox"/> (Medicaid#)	
TRICARE <input type="checkbox"/> (ID#/DoD#)		CHAMPVA <input type="checkbox"/> (Member ID#)	
GROUP HEALTH PLAN <input type="checkbox"/> (ID#)		FECA BENEFIT LUNG <input type="checkbox"/> (ID#)	
OTHER <input checked="" type="checkbox"/> (ID#)		1a. INSURED'S I.D. NUMBER XJGH123456789	
2. PATIENT'S NAME (Last Name, First Name, Middle Initial) SAMPLE, PATIENT		3. PATIENT'S BIRTH DATE 01 01 1976 SEX M	
5. PATIENT'S ADDRESS (No., Street) 123 NUTRITIONAL WAY		6. PATIENT RELATIONSHIP TO INSURED Self <input checked="" type="checkbox"/> Spouse <input type="checkbox"/> Child <input type="checkbox"/> Other <input type="checkbox"/>	
CITY HEALTHYVILLE, US STATE FL		7. INSURED'S ADDRESS (No., Street) 123 NUTRITIONAL WAY	
ZIP CODE 33076-0000 TELEPHONE (Include Area Code) (999) 867-5309		CITY HEALTHYVILLE, US STATE FL	
9. OTHER INSURED'S NAME (Last Name, First Name, Middle Initial)		10. IS PATIENT'S CONDITION RELATED TO:	
a. OTHER INSURED'S POLICY OR GROUP NUMBER		a. EMPLOYMENT? (Current or Previous) <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO	
b. RESERVED FOR NUCC USE		b. AUTO ACCIDENT? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO PLACE (State)	
c. RESERVED FOR NUCC USE		c. OTHER ACCIDENT? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO	
d. INSURANCE PLAN NAME OR PROGRAM NAME		10d. CLAIM CODES (Designated by NUCC)	
12. PATIENT'S OR AUTHORIZED PERSON'S SIGNATURE I authorize the release of any medical or other information necessary to process this claim. I also request payment of government benefits either to myself or to the party who accepts assignment below. Signature on File 12/04/15 SIGNED DATE			
13. INSURED'S OR AUTHORIZED PERSON'S SIGNATURE I authorize payment of medical benefits to the undersigned physician or supplier for services described below. Signature on File SIGNED			
14. DATE OF CURRENT ILLNESS, INJURY, or PREGNANCY (LMP) MM DD YY QUAL		15. OTHER DATE QUAL MM DD YY	
17. NAME OF REFERRING PROVIDER OR OTHER SOURCE DN LAWRENCE		17a. 1598760647	
19. ADDITIONAL CLAIM INFORMATION (Designated by NUCC)		20. OUTSIDE LAB? <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO \$ CHARGES	
21. DIAGNOSIS OR NATURE OF ILLNESS OR INJURY Relate A-L to service line below (24E) E669		22. RESUBMISSION CODE ORIGINAL REF. NO.	
23. PRIOR AUTHORIZATION NUMBER 987654		F. \$ CHARGES	
24. A. DATE(S) OF SERVICE From To B. PLACE OF SERVICE C. EMG D. PROCEDURES, SERVICES, OR SUPPLIES (Explain Unusual Circumstances) CPT/HCPCS MODIFIER E. DIAGNOSIS POINTER		G. DAYS OR UNITS H. ICD-9 PT Family Plan I. ID. QUAL J. RENDERING PROVIDER ID. #	
1 12 04 15 12 04 15 11 97802 33 A 160 00 4 1336172865		NPI	
2		NPI	
3		NPI	
4		NPI	
5		NPI	
6		NPI	
25. FEDERAL TAX I.D. NUMBER 650294280 SSN EIN <input checked="" type="checkbox"/> <input type="checkbox"/>		26. PATIENT'S ACCOUNT NO. 3952216268	
27. ACCEPT ASSIGNMENT? (For govt. claims, see back) <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO		28. TOTAL CHARGE \$ 160 00	
29. AMOUNT PAID \$ 0 00		30. Rsvd for NUCC Use	
31. SIGNATURE OF PHYSICIAN OR SUPPLIER INCLUDING DEGREES OR CREDENTIALS (I certify that the statements on the reverse apply to this bill and are made a part thereof.) Signature on File LUCILLE BESELER, RD, LD/N SIGNED DATE 12/04/15		32. SERVICE FACILITY LOCATION INFORMATION FAMILY NUTRITION CENTER OF SFL 5350 W HILLSBORO BLVD, SUITE 105 COCONUT CREEK, FL 33073-4396	
33. BILLING PROVIDER INFO & PH # FAMILY NUTRITION CENTER OF SFL 5350 W HILLSBORO BLVD, SUITE 105 COCONUT CREEK, FL 33073-4396		a. 1164565446 b.	

ICD 10

MNT code

Modifier for preventive care

Ind. NPI #

Your tax ID #

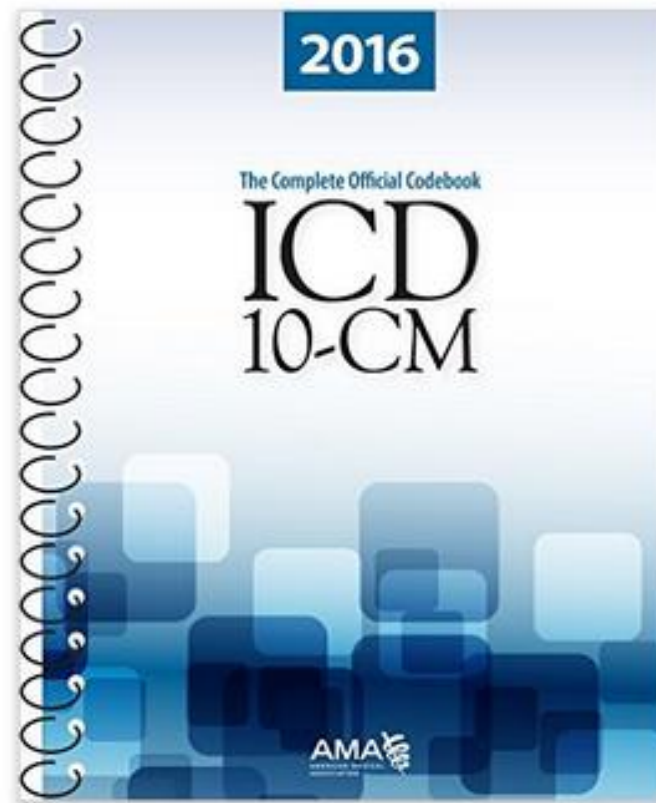
Group NPI #

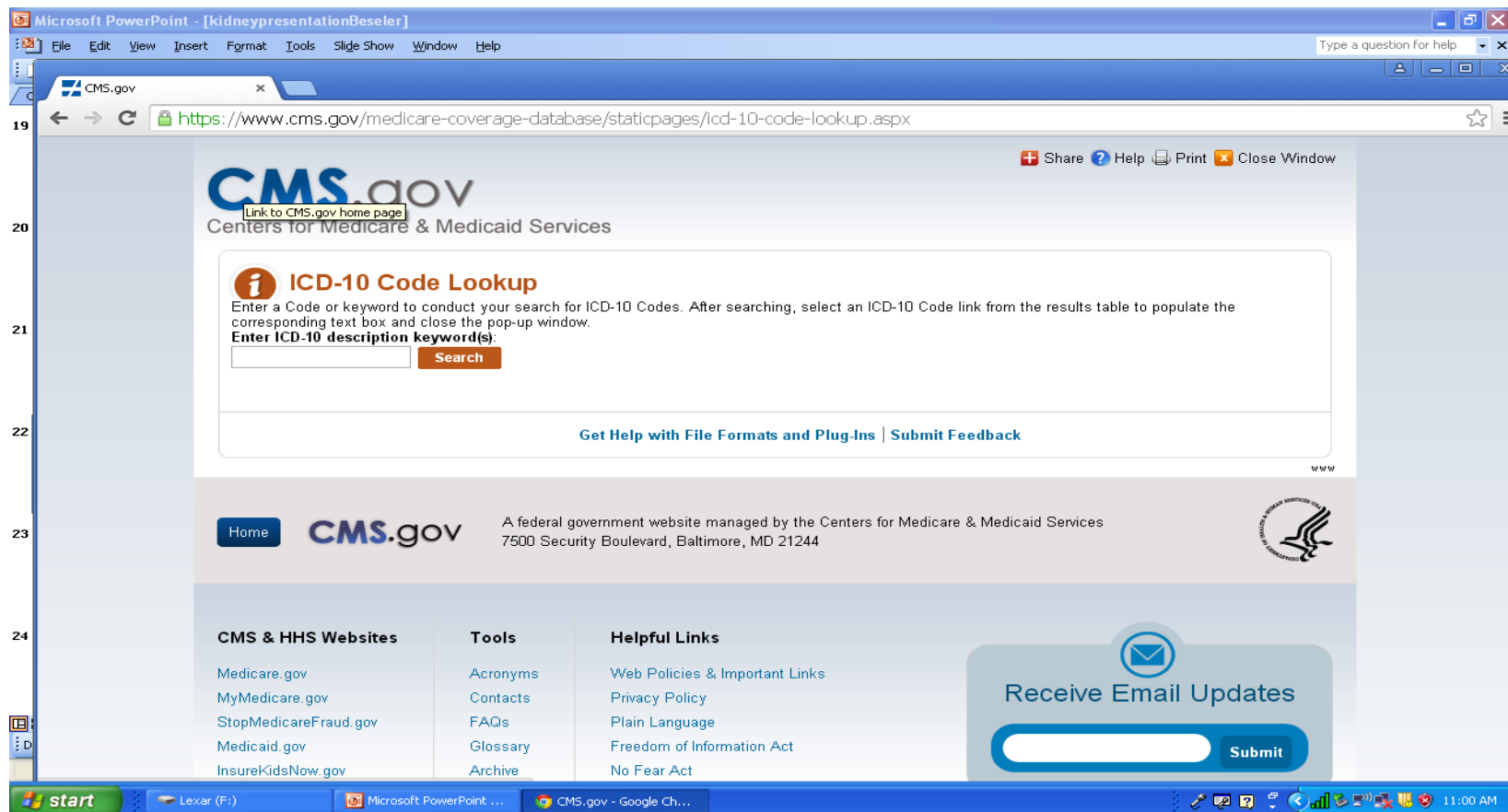
NUCC Instruction Manual available at: www.nucc.org

PLEASE PRINT OR TYPE CR061653

APPROVED OMB-0938-1197 FORM 1500 (02-12)

Diagnosis Code Resources





<https://www.cms.gov/medicare-coverage-database/staticpages/icd-10-code-lookup.aspx>

MNT CPT Codes

•97802

- MNT initial assessment and intervention, individual, face-to-face, each 15 minutes

•97803

- MNT, reassessment and intervention, individual, individual, face-to-face, each 15 minutes

•97804

- MNT, group, 2 or more individuals, each 30 minutes

•CPT codes, descriptions and material only are ©2015 American Medical Association. All Rights Reserved.

•(search: *cpt*® Code/Relative Value Search)

Face-to-Face Time/Unit Billed

- For any single “15 minute face-to-face” CPT code:

Face to face actual time spent:

1 unit \geq 8 minutes to < 23 minutes

2 units \geq 23 minutes to < 38 minutes

3 units > 38 minutes to < 53 minutes

4 units > 53 minutes to < 68 minutes

5 units > 68 minutes to < 83 minutes

6 units > 83 minutes to < 98 minutes

7 units > 98 minutes to < 113 minutes

8 units > 113 minutes to < 128 minutes

Example:

15 minutes

30 minutes

45 minutes

60 minutes / 1 hour

75 minutes

90 minutes / 1.5 hours

105 minutes

120 minutes / 2 hours

Marketing & Resources

Academy: Resources

Join the Reimbursement Online Community

[Join the Community](#)

<http://www.eatrightpro.org/resources/practice/getting-paid>

Coding and Billing Handbook

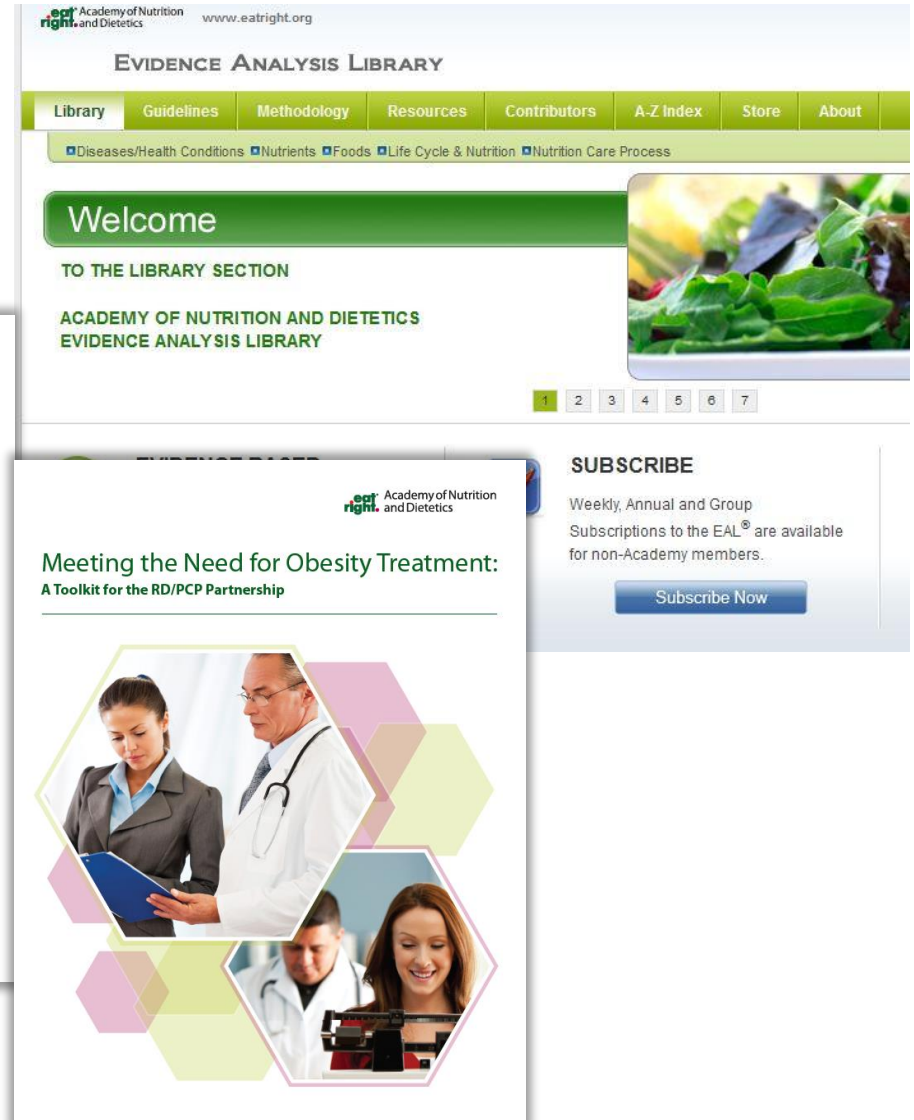
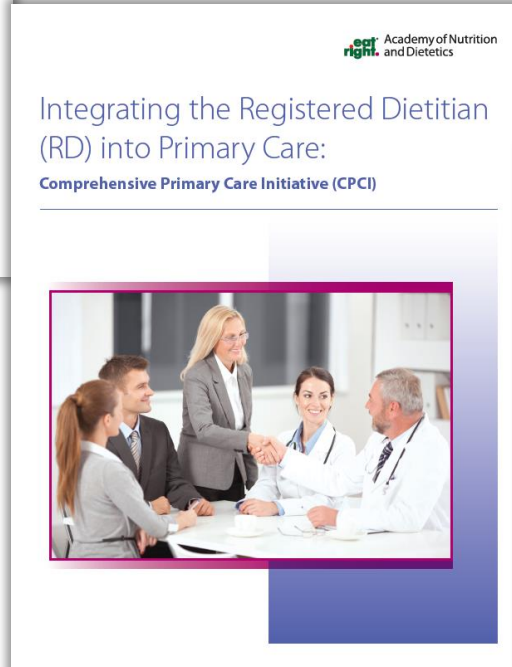
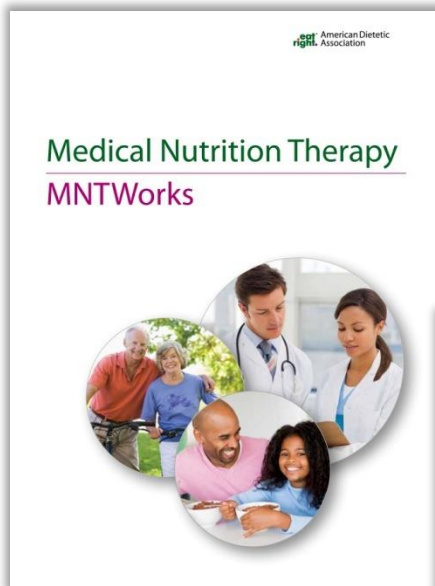
ICD-10 Conversion

Medicare/MNT provider newsletter



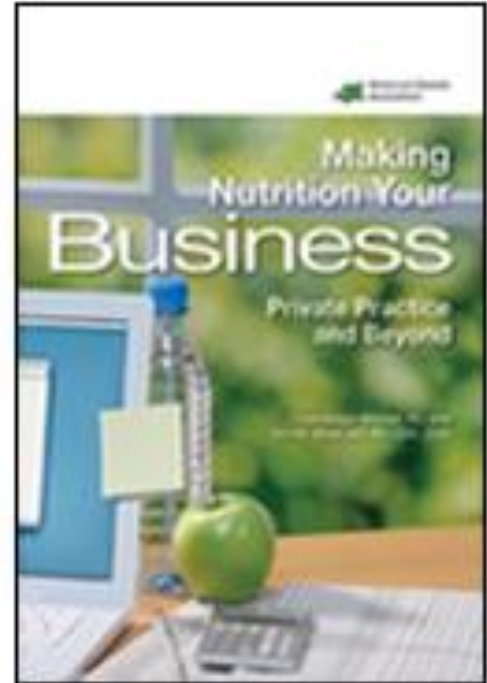
eat right. Academy of Nutrition
and Dietetics

• Academy Resources

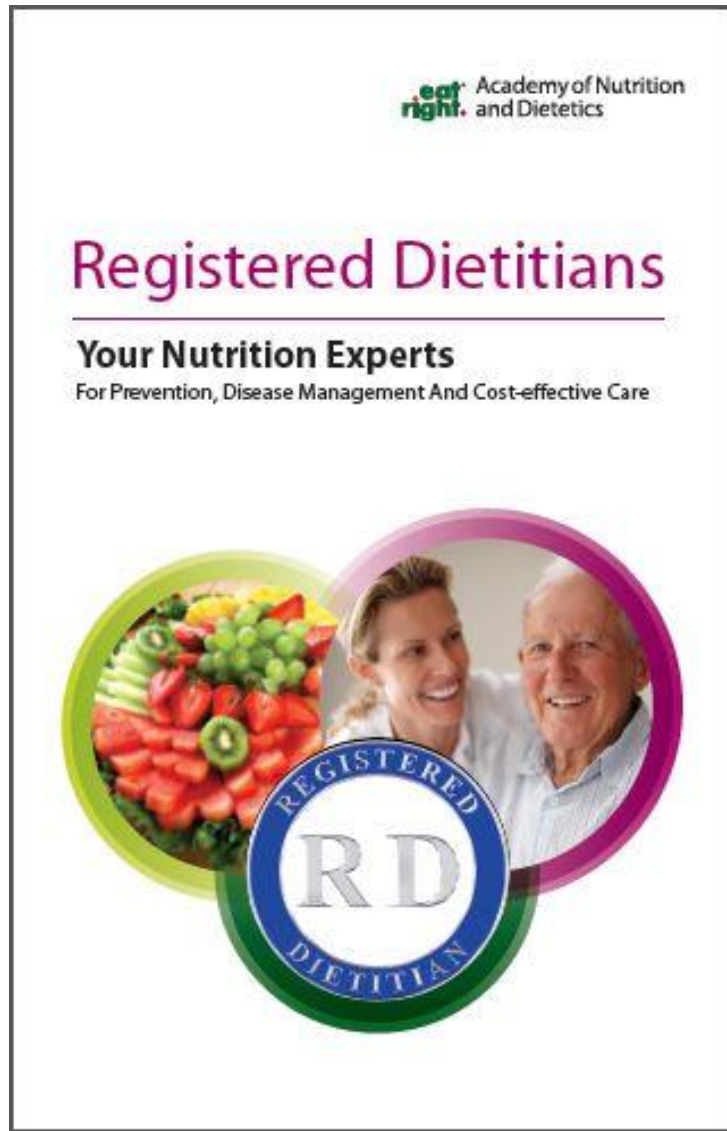


Academy Resources For Your Practice

- Academy: Making Nutrition Your Business
a resource for any RDN considering private practice.
- Academy State Dietetic Association & DPG
reimbursement representatives: to assist RDNs with local coverage and coding



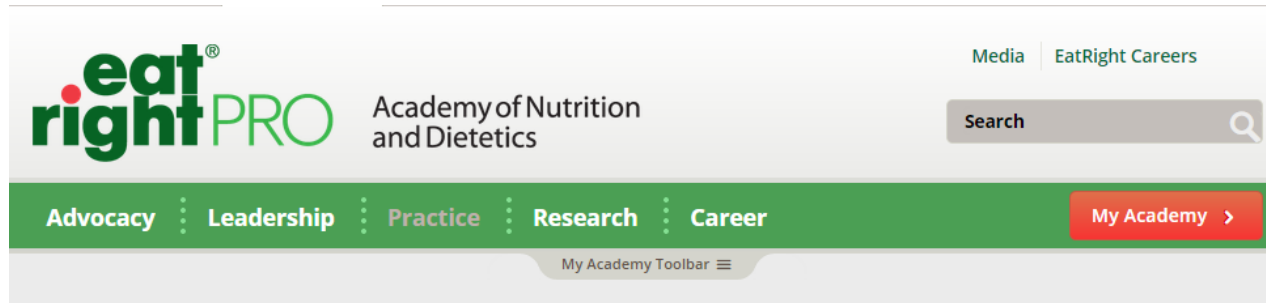
• Academy Resources



- www.eatright.org/healthcarereform
- www.eatright.org/pcmh
- www.eatright.org/coverage
- www.eatright.org/mnt
- Fall 2013 HOD Meeting Backgrounder
- Dietetic Practice Groups
- [re](#)



www.eatrightpro.org/resources/practice/getting-paid



Practice

- Nutrition Care Process



- Quality Management



- Patient Care



- Getting Paid



Getting Started with Payment

Who Pays for Nutrition Services

Nuts and Bolts of Getting Paid

Smart Business Practice and Management

Getting Paid

Are you an RDN who performs medical nutrition therapy? Are you responsible for billing in a facility where RDNs use medical nutrition therapy? The Academy seeks to empower dietetics professionals — including billing personnel — to expand coverage and receive competitive reimbursement for quality nutrition services.

Understanding and being familiar with billing codes will ensure that reimbursement is obtained when providing nutrition services. Whether you have a biller or maintain the billing on your own, dietetics professionals should be educated on the latest, most up-to-date nutrition services codes.

Learn more about Medicare and insurance coverage of medical nutrition therapy (or MNT), which services are covered, and how to correctly list diagnosis codes and medical conditions on claims forms.



What can you do?

- Get involve in your district or state affiliate
- Educate yourself on reimbursement by using Academy resources
- Direct questions to your state reimbursement representative
- Become business savvy no matter where you work!

Thank you!

Questions?

Need help with billing?

www.Billitmnt.com

Lbeseler_fnc@bellsouth.net

Thank You!

**Asian Indians
in Nutrition
and Dietetics**

a member interest group of the



Academy of Nutrition
and Dietetics

Contact Rita Batheja for questions about AIND. krbatheja@gmail.com

aind.webauthor.com

Visit eatrightpro.org to join the AIND community.

Register for AIND's Upcoming Webinar:

Holistic Heart Health : Developing a New Practice Paradigm

Regina S. Druz, MD, FACC, FASNC

Monday, February 29, 2016

1:00 pm eastern

