

# Working with Medicare Advantage



**Michael Salvatore, MD**

**Physician Adviser, Beebe Healthcare**

**Lewes, Delaware**

**302-542-4515    [msalvatore@bbmc.org](mailto:msalvatore@bbmc.org)**

# Taking Advantage of MA



- **Understand your contract**
- **Know the rules**
- **Challenge 30 day readmits**
- **Ask for it in writing**
- **Talk to the boss**
- **Be alert for changes**
- **Solidify Peer-to-Peer**
- **Avoid stereotyping**
- **HHS OIG Work Plan 2015**

# Understand the Contract



- Ask to see it
- Ask who negotiated it
- Appeal rights in it

# Know the Rules



- **Observation option?**
- **Can it be renegotiated?**
- **Policy changes?**

# Don't Be Disadvantaged



- Challenge 30 day readmission bundling
- Always ask for the **written** policy
- *“Where’s that in the contract?”*
- Talk to the boss before there is trouble

# Just Ask to Talk to the Boss



**Anthony J. Kazlauskas, MD (Tony)**

**Senior Regional Medical Director**

**UnitedHealthcare-United Clinical Services**

**475 Kilvert St. Suite 310 Warwick, RI 02886**

**P:401-732-7227 F:401-732-7192 C:401-225-0944**

**[akazlauskas@uhc.com](mailto:akazlauskas@uhc.com)**

# Be Alert for Changes



***“UHC has fully integrated the 2 MN rule....will continue to use evidenced based guidelines...was effective Oct. 1 2014....”***

# Fear-to-Peer



**You cannot be body-slammed over the phone**



# Peering into Peer-to-Peer



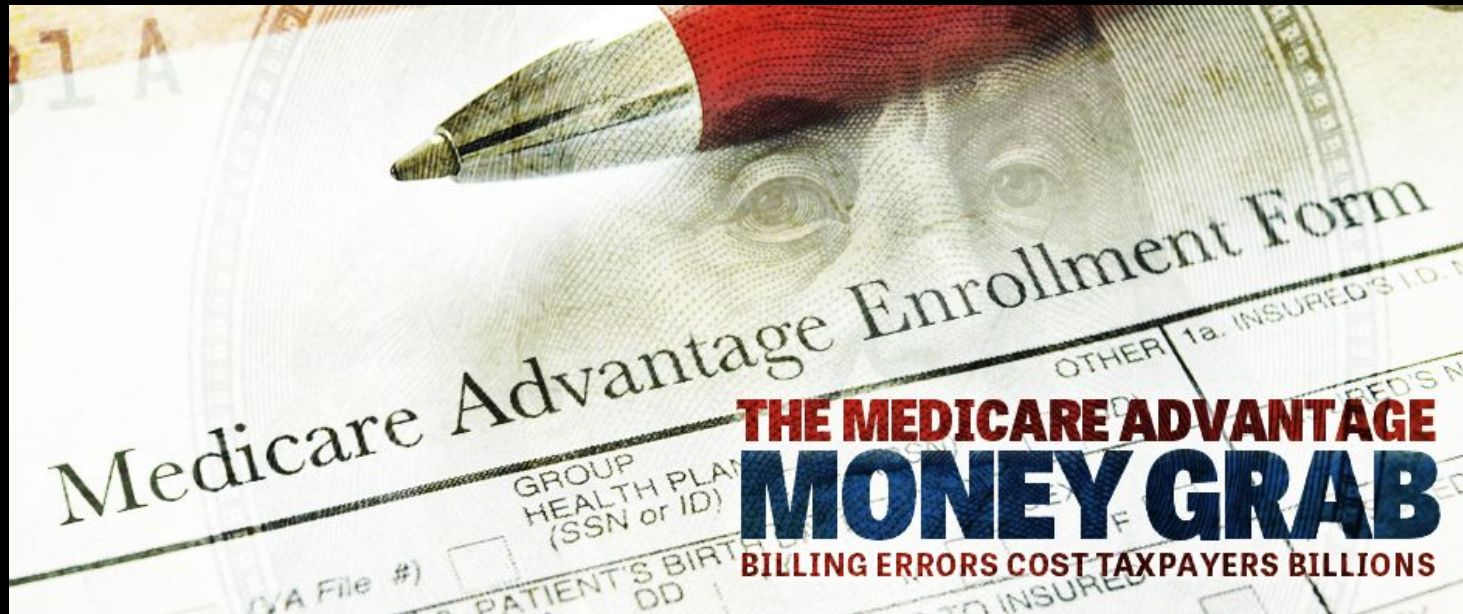
- **Consider centralized P2P**
- **Relationship saves time and money**
- **It is not about liking; it's about talking**

# Avoid Stereotyping



**Our job is to avoid denials and get them reversed when they occur – that's it**

# HHS OIG Work Plan 2015



**“The HHS OIG...said it would conduct ‘various reviews’ of Medicare Advantage billing practices with an eye to curbing overcharges.”**

**[www.publicintegrity.org](http://www.publicintegrity.org) 11/03/2014**

Lastly...



[www.medicaremedics.com/medicare-advantage/](http://www.medicaremedics.com/medicare-advantage/)