

Clinical Based Structure Reimbursement Model

WATA Reimbursement Committee

The WATA Reimbursement Committee would like to present a clinical based reimbursement model. This template will help to serve you and your colleagues establish a pathway of program development. The committee would like to remind WATA members that this is only a general template and that some material may not apply to a given situation. Here are some of the WATA Reimbursement Committee suggestions with clinical based structure models. ***Credit goes to the NATA Committee on Reimbursement (NATACOR) for input into this model. It is also advised to review the NATA COR model.***

Before you even begin:

Licensure- It is the responsibility of all Licensed Athletic Trainers in Wisconsin to review and practice the scope of practice listed in the Athletic Trainer Licensure Bill. Remember all Certified Athletic Trainers in Wisconsin need to have a license, in order to bill with insurance companies.

WATA/NATA Reimbursement Binders- It is strongly recommended that all Licensed Athletic Trainers in Wisconsin have a WATA and NATA reimbursement binder on hand at their facility. Binders are available by contacting WATA and NATA COR committee members. (Please see contacts at the end of this template)

Continuing Education- In order to have success in your reimbursement model, Licensed Athletic Trainers need to attend the various continuing education seminars held by WATA and NATA. Reimbursement is a complex and sometimes frustrating topic and by having some knowledge of how the process works will help to alleviate some of those frustrations. WATA Reimbursement Committee will continue to have seminars on coding, billing, and documentation.

Staff meetings and implementation possibilities- It is important to meet as a rehabilitation team and try to construct a plan of action within the rehabilitation department for athletic trainer services and reimbursement. As an allied health professional, licensed athletic trainers bring unique skills to the rehabilitation team. These skills need to be utilized and billed for accordingly.

WATA Insurance Template- The WATA Reimbursement Committee strongly suggests using the template designed for contacting insurance companies. Please keep track of your responses and report to the WATA Reimbursement Committee.

Program Design Pathway

After establishing a plan of action amongst your rehab team, a few changes need to be made in your rehabilitation department. The department head may need to take the role with some of these recommended changes, however the Licensed Athletic Trainer may need to take the responsibility with other requirements.

For example:

1. Make sure the front desk personnel are informed of the athletic trainer services and reimbursement.
2. Make sure the front desk has a list of current insurance company payors accepting athletic trainer services. ***Please remember to always contact the insurance company on each patient to verify coverage.***
3. The front desk will need to have computer/health information services add athletic trainer services to their systems.
4. Develop a charge master.
5. Educate billing and accounting personnel as to the possibilities of having athletic trainer services billed.
6. Make sure facility name includes the practice of athletic training.

Additional Assistance and Recommendations:

1. Computer software and hardware systems used to track patients and maintain clinical records, a billing system, and billing staff.
2. A policy and procedure book with HIPPA/FERPA compliance manuals included.
3. The WATA/NATA Reimbursement Binders. NATA book I and II.
4. Code manuals.
5. Wisconsin Athletic Trainer Licensure Packet.

Marketing and Public Education

It is the responsibility of every Licensed Athletic Trainer to promote their profession to the public. Furthermore it is important to put a “Brand” on the type of services that athletic trainers specialize in. This “Brand” may be different depending upon your situation. For example, everyone is familiar with Coke Cola. However Coke needs to constantly remind people about their different brands of soda. Please contact NATA for promotional material. Here are some suggestions for promoting our profession: Keep in mind that you are not only informing the public about athletic training, but also reimbursement possibilities.

1. Plan to attend various service organization meetings and promote athletic training.
2. Attend various school extracurricular parent/coaches meetings and promote athletic training.

3. It is essential to meet with local physicians and educate them on athletic training services and the referral possibilities based upon Wisconsin Athletic Training Licensure Law.
4. Submit informational messages and/or advertisements to local newspapers, journals, radio, and television markets.
5. Participate as guest speaker at various educational symposiums attended by allied health care professionals and physicians.
6. Participate in the NATA National Athletic Training Month.

Targeted Reimbursement Groups

- All third party insured or covered individuals
- PPO's
- Indemnity plans
- HMO's
- Self Insured programs

In order to bill an HMO for athletic training services, you must be a member of the network. You must have a contract with the HMO and our contract would spell out how much and under what conditions you will be paid. PPOs or indemnity plans do not require membership for billing.

The Process:

1. Physician Referral for athletic training with a specific diagnosis pertaining to Wisconsin Athletic Trainers' Licensure Law.
2. Order received by Rehabilitation department, with the department unit secretary verifying type of insurance or self-pay.
3. Unit secretary or athletic trainer calls the insurance company for authorization or pre-authorization.
4. Insurance company response, yes or no.
5. Ask for insurance supervisor if a no response. Also make use of WATA Template.
6. Insurance companies will advise as to coverage and amount of visits or UCR, usual customary and reasonable. This is based upon geographical region.
7. If ok from insurance company, Licensed Athletic Trainer will verify diagnosis with a specific evaluation. (Evaluation code 97005)

Athletic Trainer Evaluation needs to include:

Initial evaluation and plan of care, including goals (SOAP Notes and WATA Reimbursement Documentation Seminar)

- *History
- *Examination
- *Functional assessment
- *Type of treatment and to which extremity

- *Prognosis
- *Goals should be functional, measurable, and time based NOT SPORT SPECIFIC
- *Precautions
- *A statement referring to the fact that treatment plans and goals were discussed and understood by the patient and or guardian
- *Maintain daily treatment records
- *DO NOT USE METHOD OF SEE PAST DAY NOTES!!
- *Pay special attention to goals as week progress
- *Send initial evaluation and or progress notes to the referring MD
- *Follow-up with the patient after discharge

Note: The Licensed Athletic Trainer is responsible for his/her scope of practice requirements. Quick checklist:

1. Referral from a licensed physician or chiropractor
2. Referral slip has LAT check marked
3. Diagnosis meets the LAT scope of practice
4. Insurance verification
5. Proper documentation (Initial evaluation and thorough documentation with goals)
6. Proper use of CPT codes
7. Proper forms used to bill
8. Revenue tracking