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#### **Calendar of Events**

Wed., Feb. 21 8:00 PM
Workshop for Increasing Practice
Revenue

Monthly Meeting - Radisson Hotel

Wed., Mar. 20 8:00 PM

Monthly Meeting - Radisson Hotel

The Force Law Firm

The Pitfalls of Waiving Patient Balances (1CE)

Apr. 12-14 Spring Convention

Wed., Apr. 17 8:00 PM

Monthly Meeting - Radisson Hotel

Wed., May 15 8:00 PM

2<sup>nd</sup> Annual Gold Sponsor Event **Venue and Time TBA** 

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#### PRESIDENT'S MESSAGE



Dear Colleagues:

What is a great reason to be a member of NYSCA? Specifically, District 7?

Briefly, it is for sharing information with each other to benefit our practices and ensure successful careers. This month's meeting will be just that, sharing our money-making tips with each other to improve your bottom line!

We will not have a speaker this month, simply because each of our members will be the highlight of the meeting, sharing their personal tips for improving their practice's income.

We are calling it: A Workshop for Increasing Practice Revenue.

Some of the topics covered, but not all, will include how to properly collect revenue by recommending orthotics, DME supplies and even nutritional supplements. This and many other tips will be shared at February's meeting. These are tips that you can use the very next day in your office which will improve your bottom line!

Looking forward to the March meeting, we will be having an incredibly special speaker from Tom Force Law Firm educating us how to avoid legal challenges when offering cash discounts. Mark your calendar for this meeting to ensure you are not breaking rules when simply trying to be a good doctor and financially offer some help to your patients.

I would also like to thank David J. Mahoney from RIMON law firm and Barbara Dematteo, HR specialist, for their superb presentation at January's monthly meeting. Check out the pix on Page7 and the synopsis of their talk. I recommend any practitioner who wants to comply with New York and Federal Employment law, call them to make an appointment for an in-office consultation.

The spring convention is coming up! April 12-14 at Mohegan Sun. If you have already registered, yay! If you have doubts about attending, I recommend you look at the event agenda on your NYSCA state page. You will notice that the speakers are successful doctors that know their stuff and are eager to share their knowledge. The topics include Fascial Manipulation, Protocols on Longevity, Nutritional Effects on Blood Chemistry and so much more. I look forward to seeing you there!

And thank you again to our incredibly special Gold Sponsors who have committed another year to supporting your district. They include Dr. Sharma for Pain Management, NSPC for neurosurgery, OALI for orthopedic evaluations and Spine Pain Long Island. We would also like to welcome Zwanger Pesiri into our family of advertisers in your monthly newsletter. We look forward to supporting all the sponsors!

Thank you for being a member of this great district and remember, your input is always welcome.

Your President,

JoAnna Fasulo DC

## Member Spotlight



#### **Dr. Greg Thomaier**

I was fortunate and blessed to know that chiropractic was the career choice for me at a very early age. As early as in my 8th grade bio class, I was fascinated with the complexity of the animal nervous systems, which then led to learning that chiropractic could be a great choice for a career focusing 100% on the nervous system of humans! My decision was solidified in 11th grade after being treated successfully with chiropractic for a significant wrestling injury. This led me to Palmer Chiropractic College in Davenport, Iowa where I was lucky enough to be in their Centennial Graduating Class at the age of 24. Since I had a strong network of family and friends eager to see me succeed, I moved back to NY to start my chiropractic career. My personal chiropractor gave me the opportunity to see patients out of his office. In addition, I began networking with chiropractors and providing them with office coverage. Eventually, I was introduced to a chiropractor in Suffolk County who took me under his guidance and strongly recommended the importance of joining NYSCA. Attending the monthly meetings with my mentor doc eventually led to an offer to purchase his practice. I have now celebrated being in practice for 29 years with 24 of those years at my own office: Chiropractic Healthcare of St. James. Many thanks to my NYSCA mentor for introducing me to the benefits of joining NYSCA as a young doc; he impacted my chiropractic career in such a fantastic and rewarding way.

Helping my patients is what basically keeps me motivated to practice every day. Honestly, there is nothing more satisfying than seeing a patient's life improve with chiropractic care!

I am thankful for being introduced to NYSCA and proud to be a member, as well as a board member and Vice President of District 7. The New York Chiropractic Association has been and continues to be a great asset leading to my chiropractic success. The organization has consistently provided education and insights on how to navigate the never-ending challenges presented at the different stages of my career.

Early in my career, the monthly meetings provided great networking opportunities as well as a wealth of information; currently, being a member of NYSCA is such a valuable asset to my success with providing the latest insurance updates as well as providing a place to socialize with a network of awesome members who are eager to help each other succeed.

Although my wife and I were not blessed with children, we both experience great happiness owning and raising our dogs: they are part of our family. Outside of my practice, I enjoy spending time with family and friends or becoming engrossed in my hobbies. I have a passion for automotive and woodworking so I regularly have something to work on during any free time I have. It is likely that on my day off, you will find me either turning a wrench on one of my cars or doing a woodworking/construction project. Thank you NYSCA for the member spotlight this month

and for giving me the opportunity to share my story.

### **UP TO SPEED ON INSURANCE**

# 2024 INSURANCE UPDATES-GET YOUR OFFICE READY

# ATTENTION NORTHWELL DIRECT PROVIDERS: EFFECTIVE JANUARY 1, 2024

The Third Party Administrator (TPA) is changing from Brighton Health Plan Solutions to HealthComp.

- HEALTHCOMP PAYER ID: 36149
- HEALTHCOMP CLAIMS ADDRESS: PO BOX 2920, MILWAUKEE, WI 53201-2920
- PROVIDER SERVICES: 866-316-8438
- Chiropractic and Physical Therapy copays are increasing from \$20 to \$40.

#### **CHANGES**

#### EMBLEM HEALTH PROVIDER NETWORK CHANGE

For dates of service beginning 1/1/24, the provision of physical therapy, occupational therapy and CHIROPRACTIC CARE for EmblemHealth members will transition from Palladian to EmblemHealth. Preauthorizations and referrals will NO longer be required. Claims for these services should be submitted to EmblemHealth or the managing entity as listed on the member's ID card. Claims contacts are also listed in the Directory chapter of the Provider Manual. INFORMATION TAKEN FROM PALLADIAN HEALTH UM PORTAL

#### **READ MORE**

#### **MEDICARE 2024 DEDUCTIBLES AND PREMIUMS**

On October 12, 2023, the Centers for Medicare & Medicaid Services (CMS) released the 2024 premiums, deductibles, and coinsurance amounts for the Medicare Part A and Part B programs, and the 2024 Medicare Part D incomerelated monthly adjustment amounts.

#### **READ MORE**

#### TWU LOCAL 100/MTA BUS

Beginning January 1, 2024, all TWU Local 100/MTA Bus Medicare-eligible retirees and their Medicare-eligible dependents will automatically be enrolled in the Aetna Medicare Plan PPO ESA. MAKE SURE TO ASK YOUR PATIENTS FOR THEIR NEW ID CARDS. MANY DO NOT REALIZE THAT THEIR PLANS CHANGED FROM TRADITIONAL MEDICARE TO A MEDICARE ADVANTAGE PLAN.

### **READ MORE**

## Work Comp Corner

#### TIMELINESS OF LEVEL 3 PAR REVIEWS IS IMPROVING

Since launching the first, limited release of OnBoard in May 2022, the Board has reduced the backlog of level three prior authorization request (PAR) reviews from over 8,000 down to zero!

Over the past year and a half, the Board has been steadily working to reduce the level three PAR review backlog – using data to identify problem areas, implementing new processes, and adjusting staff resources.

#### **MORE INFO**

# COMING SOON! PROVIDER DELEGATE PAR SUBMISSION/ ESCALATION

This enhancement will allow for a health care provider's delegate to submit and escalate PARs on the provider's behalf, rather than requiring the provider to do this themselves.

#### **MORE INFO**

**FORM HP-1.0 UPDATES** 

#### **UPDATES**

Specific HP-1
Documentation Guidelines

**MUST READ** 

# PREPARE YOUR OFFICE FOR 2024

ANNUAL MEDICARE FRAUD AND ABUSE TRAINING WEB-BASED TRAINING COURSE

### **COURSE LINK**

# ANNUAL NYS SEXUAL HARASSMENT PREVENTION TRAINING

#### **Model Prevention Policy**

Every employer in the New York State is required to adopt a sexual harassment prevention policy. An employer that does not adopt the model policy must ensure that the policy that they adopt meets or exceeds the following minimum standards.

## **MORE INFO**

# KEEP UP TO DATE WITH GOOD FAITH ESTIMATES

Began in 2022

#### **MORE INFO**

# ANNUAL CULTURAL COMPETENCY TRAINING

(some insurance companies such as Fidelis require it)

**MORE INFO** 

# CHIROPRACTIC IN THE NEWS:

## NEW GUIDELINE ON CHRONIC LBP: GLOBAL IMPACT WORLD HEALTH ORGANIZATION GUIDELINE: YES TO CHIROPRACTIC; NO TO MOST DRUGS

On Dec. 7, 2023, the World Health Organization (WHO) released its "Guideline for Non-Surgical Management of Chronic Primary Low Back Pain in Adults in Primary and Community Care Settings."1 The purpose of the 244-page document is to "provide evidence-based recommendations on nonsurgical interventions for chronic primary LBP in adults" that will improve outcomes. "Spinal manipulative therapy" which includes chiropractic, is among the interventions the guideline recommends for all adults, including older adults.

The guideline reviews both the benefits and the harms of nonsurgical interventions in the management of chronic primary LBP. In addition to spinal manipulative therapy, the guideline is also in favor of structured exercise, acupuncture, massage, NSAIDs and topical cayenne pepper (Capsicum frutescens).

NSAIDs continue to be the only recommended pharmacotherapy. Among the medication interventions the guideline

#### **READ MORE**

TODAY SHOW SEGMENT FROM 1/23/24 WITH TLC'S "CRACK ADDICTS" CHIROPRACTOR, DR. ALESSANDRA COLON

**WATCH** 

#### CHIROPRACTIC LEGISLATION IN THE WORKS





## **NYSCA Lobbying Center**

- Scope Modernization Bill A4150 (O'Donnell) | S6047 (Goundares)
- The Title VIII Coalition Partnership Bill A715 (Peoples-Stokes) | S5581 (Scarcella-Spanton)
- Retrospective Audit Look Back Bill A7590 (Lavine) | S7076 (Scarcella-Spanton)

#### 2024 Legislative Update

The 2024 legislative session began on January 3, 2024. As this is the second year of the two year legislative cycle, the bill numbers and sponsors will remain the same. The legislative committee has continued to work on the legislative priorities for NYSCA in the off session and is continuing to push our legislative priorities in this new session.

As always, the scope modernization bill remains our number one legislative priority. The Assembly Bill number is A4150, sponsored by Assemblymember Daniel O'Donnell, and in the Senate, the bill is S6047, sponsored by Senator Andrew Goundares. Our lobbyist, Amy Kellogg, has been hard at work meeting with our sponsors and relevant committee chairs to further their understanding of the necessity of the bill and to discuss roadblocks and opposition to passage. To that end, we have received and responded to concerns raised by other providers who have questions about our scope of practice bill draft. We are in the process of meeting with these groups and other stakeholder groups.

Another legislative priority remains the coalition partnership bill. This bill will allow a wide range of healthcare professionals to form partnerships with each other, and with medical doctors, should they so choose. Our Assembly bill sponsor remains Assemblymember Crystal People-Stokes, and the bill number is A715. In the Senate, the bill number is S5581 sponsored by Assemblymember Jessica Scarcella-Spanton.

**READ MORE** 



## Chiropractic Medicare Coverage Modernization Act

The Chiropractic Medicare Coverage Modernization Act (H.R. 1610 / S. 799) will allow Medicare beneficiaries access to the chiropractic profession's broad-based, non-drug approach to pain management, which includes manual manipulation of the spine and extremities, evaluation and management services, diagnostic imaging and utilization of other non-drug approaches that have become an important strategy in national efforts to stem the epidemic of prescription opioid overuse and abuse.

**READ MORE** 

# PAGE 7

# **NYSCA District 7's January Meeting**

D7 January 7 meeting included a presentation from Employment Attorney David Mahony and Human Capital Business Advisor and Human Resources specialist Barbara DeMatteo from RIMON Law Firm who shared their extensive knowledge on New York State Employment Law.

They reviewed the employment laws enacted prior to 2024 as well as discussing new laws coming down the pike at different times this year. For example, New York recently passed employee social media protections which may affect your hiring practices. In addition, they discussed specific guidelines when hiring employees to avoid any litigation even if you never hired the applicant! On the other hand, there are also situations where you may need to fire a staff member, even this must be done in a certain way to avoid litigation.

NYS mandatory Sexual Harassment training, NYS and Federal Posting requirements, NY Pay Transparency Law when placing ads for employment, NY Unemployment Notice Requirements for all employees that leave, NY Notice and Acknowledgement of Pay Rate and Payday required upon hiring, Employee accommodations and cooperative dialogue, Handling employees with COVID, NY Paid Sick Leave, NY Paid Family Leave, Wage and hour issues, NYS increase in Criminal Liability for Employer Wage Theft, Employee social media protections, and what to do when the United States or NYS Dept. of Labor knocks on your door.

For those that attended, they were enlightened on all these guidelines and more. The information was priceless and for a reasonable fee, they will come to your office and review your protocols to make sure you are following all of the numerous New York State labor laws. The last thing you need to ruin your day is a visit from the Department of Labor!

Thank you again, RIMON law, for taking time out of your busy schedule to educate our members. For the links to the employer required information discussed at the meeting, kindly send an email to Barbara at Barbara.dematteo@rimonlaw.com



Thank you, Barbara DeMatteo, and David J. Mahoney from Rimon Law for Keeping NYSCA District 7 Up to Date with Employment Laws!



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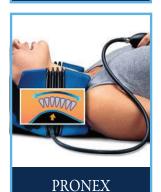
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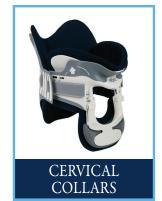
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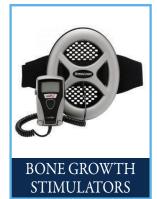


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