

# Opportunity Knocks

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[Job Openings](#) | [Physician Application](#) | [Farr Healthcare](#)

- Opportunities
- Referral
- Testimonials
- Lioresal Pump Mgt.
- The Interview

  
**Farr Healthcare, Inc.**  
*Recruitment Expertise For Psychiatry*

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Call First

## Opportunities

Always **FREE** to the Job Seeker!

Practice opportunities are available in almost every region of the country.

New opportunities arise every week or two and are posted on our web site  
[www.farrhealthcare.com](http://www.farrhealthcare.com)

**Inpatient/outpatient opportunities in:**  
AZ, CO, CT, FL, KS, KY, MA, MD, MI, MN, ND, NE, NY, OK, PA,  
SC, TX, WA, WI

**Medical Director, Rehab opportunities in:**  
AZ, CA, KS, MA, MD, NV, PA, RI, SC, TX, VA

**Interventional pain management opportunities in:**  
AL, AR, DE, IA, ID, LA, MS, NC, ND, NH, NM, NY, OK, OR, PA,  
RI, TN, UT, VA, WV, WY



**Outpatient opportunities in:**  
AR, AZ, DC, FL, KY, NJ, NY

**Pediatric rehab opportunity in:**  
CT

**SCI opportunity in:**  
MN

**Stroke opportunity in:**  
KS

## Thank You Referral Bonus



As a thank you, Farr Healthcare, Inc. continues its referral bonus program. Any doctors you refer to me for a particular opportunity who ultimately start work at that opportunity, Farr Healthcare, Inc. will provide you with \$1,000 as a thank you. I look forward to hearing from you.

## Testimonials

"Linda Farr was very efficient and proactive."  
Roman Berezovski, M.D.

"Our medical center had a high priority need for a Psychiatrist, and was fortunate to find Farr Healthcare. Linda Farr quickly identified excellent candidates who met our needs, and the communications were excellent!"

Bruce Bush, M.D. Senior Vice President, Medical Affairs, Indiana Regional Medical Center, Indiana, PA



## Lioresal Pump Management

by Bruno M. Stillo, CPA, MBA

Some psychiatrists have developed a boutique practice in analyzing, reprogramming, and refilling implanted Lioresal (generic name is Baclofen) Pumps. Billing will include the following services and corresponding CPT codes:

**Pump Analysis - CPT 62367**

This CPT code includes only the analysis, and does not include the reprogramming function. The approximate 2011 Medicare allowed amount for CPT 62367 is \$40.

**Pump Analysis & Reprogramming - CPT 62368**

This code includes the analysis function AND the reprogramming function.. Please note that either CPT 62367 or CPT 62368 should be used, but not both. The approximate 2011 Medicare allowed amount for CPT 62368 is \$60.

**Pump Refill - CPT 95991**

This code should always be used when billing for the refill, IN ADDITION to either CPT 62367 or CPT 62368. The approximate 2011 Medicare allowed amount for CPT 95991 is \$110.

**Lioresal Medication - J0475**

Lioresal medication is EXTREMELY expensive, and can cost from \$200 to \$1600 per visit. It is important to bill the correct quantities of the J0475 code to obtain the correct insurance reimbursement. Since the billings to Medicare must be reported as units, the correct drug code must be converted to the correct number of units. The 2011 Medicare allowed amount for CPT J0475 is approximately \$200 per unit, which may assist you in converting the medication to units. An incorrect conversion to units can easily cost the practice thousands of dollars. As it relates to practice income, the profit on the medication is small, barring any appreciable discount from Medtronic.

**Summary**

A psychiatry practice can make good income from the procedures related to analyzing, reprogramming, and refilling implanted Lioresal pumps, along with a small income from billing the medication itself.

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[psychiatrybillman@aol.com](mailto:psychiatrybillman@aol.com)

## The Interview

Preparation is the key to a successful interview. Go through a mock interview, pretending to be in the interview and answering the questions that might be posed. Use past interviews to inform you of what questions might be asked. These days, situational questions may be asked such as "What would you do if . . . ?" These are often questions with no easy answer and no right or wrong answer. Think what answer best portrays your ethics and personality.

Be prepared with your own questions. The interview should be more like a conversation than one-sided by the employer. Questions about the doctor's medical philosophy and treatment patterns are extremely important to see if you fit their practice and if their practice fits you.

Asking about compensation is tricky; when should it be raised? Follow the lead of the employer but don't go past the phone conversation after the first interview without asking this question. Working with a recruiter often helps because the recruiter will obtain this information for you.

Linda Farr



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