

# Opportunity Knocks

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**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:

AL, AR, AZ, CT, DE, FL, GA, IA, IL, IN, KS, KY, MI, MN, MO, MS, NC, NJ, NY, OH, OR, PA, TN, TX, VA, WY

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

**Interventional pain management opportunities in:**  
AL, GA, IN, MS, NY, OH, TN, VA, WA

**Outpatient opportunities in:**  
CT, FL, KS, KY, NJ, NY, TX

For a description of these opportunities, please visit  
[www.farrhealthcare.com](http://www.farrhealthcare.com). Let me know if you want more information  
about any opportunity.



## Thank You Referral Bonus



As a thank you, Farr Healthcare, Inc. has a referral program. Any doctor(s) you refer to me for a particular opportunity who ultimately take that opportunity, we will provide you with \$1,000 as a thank you. I look forward to hearing from you.

## Visit Our Blog

Our website now includes a blog. Please visit us at  
[www.farrhealthcare.com](http://www.farrhealthcare.com) and click on the Blog button. It includes articles  
of information about the practice search process and related information.  
Your comments are welcome and can be provided by email or phone.



## Home Health Certifications - Lost Income



by Bruno M. Stillo, CPA, MBA

Many physiatrists are unaware of their ability to bill for Certifications of Home Health Services, and have lost many thousands of dollars over the past ten years.

### Background

Physicians have always been able to bill for Care Plan Oversight services. However, the physician must meet and document that he/she has spent 30 minutes within the month providing these services. Most physicians do not meet the 30-minute time requirement - and many feel that the effort to document the 30 minutes is just too difficult, and therefore do not bill. However, since October 1, 2000, physicians have been able to bill for Home Health Certifications, defined as: "Physician certification for Medicare-covered home health services under a home health plan of care (patient not present), including contacts with home health agency and review of reports of patient status required by physicians to affirm the initial implementation of the plan of care that meets patient's needs, per certification period [60 days]."

### How it works

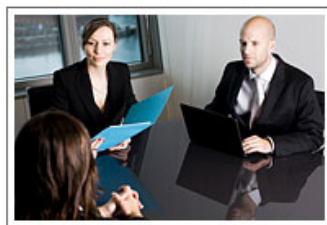
Physiatrists often receive Medicare Form CMS-485 which is entitled "Home Health Certification and Plan of Care," for patients discharged from their inpatient service. Physiatrists review these plans of care, sign them, and return them to the Home Health Agency. Believe it or not, many physiatrists are not aware that they can bill for these services. But wait, there's more! After 60 days, the patient may be Re-certified for another 60 days of home health services, and another Certification form will be signed by the physician. This second 60-day Certification is ALSO billable, although with a different CPT code.

### Reimbursement

Medicare reimbursement is over \$50 for the Initial Home Health Certification, and over \$40 for each Re-certification. If you have not been billing for these services for the past ten years, and if you have had an average of two Certifications per month, you have lost income of well over \$10,000. If so, don't look back, but bill going forward.

Bruno Stillo, CPA is the owner of Psychiatry Billing Specialists, 800-835-4482, [psychiatrybillman@aol.com](mailto:psychiatrybillman@aol.com)

## The Business of Physician Recruitment



by Linda Farr

It's my world, the world of physician recruitment, but here's some information that maybe new to you:

Physician recruiters typically charge \$20,000+ to recruit a doctor. A hiring entity signs a contract with the physician recruiter. The fee and contract terms include the identification of doctors, reference checking, helping coordinate communications between the doctors and the hiring entity, etc. It does not include the cost of bringing the

doctor(s) in to interview.

It is a tax-deductible expense. It is a lot of money but the time value of having manpower in hopefully a shorter time than if you recruited yourself is a consideration. Plus, if you use a physician recruiter experienced in psychiatry recruitment, then he/she may very well have knowledge of the candidate's background and interests that the hiring entity might not. Also, an experienced recruiter has the skills to detect good candidates from less good candidates as a result of developed listening skills.

There are a just a few psychiatry recruitment firms. It is best to use a psychiatry recruitment firm because they know more about the physiatrists and the lingo of psychiatry terms and have more psychiatry practice opportunities.

Sometimes, the hiring entity wants to hire a locum tenens doctor. Locum tenens means to work on a temporary basis. It can be to cover you during a vacation, while away for CME, until you find a permanent doctor, etc. Locum tenens doctors usually expect \$750/day - \$1,000/day.

Our firm also helps find locum tenens doctors. On top of the reimbursement, locum tenens doctors need housing and, if the term is for a few weeks or more, transportation costs back to his/her home every so often. If the locum tenens doctor does not have or can not obtain professional malpractice, then the hiring entity will need to secure it for him/her. If the hiring entity can not get professional malpractice for the locum tenens doctor, then locum tenens recruitment firms can provide this coverage.

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