

Drs. Ben Lerner and Greg Loman

Treating 6,000 patients per week, coaching hundreds of chiropractors, and running a practice at the same time require Drs. Ben Lerner and Greg Loman to match their vast healthcare experience with savvy business sense. Dr. Loman's practice had already been using an outsourced billing service, but as new patients joined, he found himself with a growing gap between charges and payments. Unpaid claims continued to accumulate and the daily billing chores took time away from his patients and family. "By plotting my accounts receivable over time, I saw a quarter of it extending past 120 days. I realized that a claim that was not paid for four months is unlikely to ever get paid. I needed a far more dependable billing service," says Dr. Loman.

"...my 120-day [A/R] shrank to 4.4%, [which] translates to almost 20% in added revenue."

Dr. Loman first heard about Billing Precision from Dr. Brian Capra, Director of Advanced Chiropractic and Wellness in Princeton, New Jersey and Managing Partner at Billing Precision. "We set new standards in billing by combining an expectation for instant payment with a scientific approach for measurement," said Dr. Capra. "Billing Precision is the only service that embraces the vision and systematic approach uniquely required by high volume, successful chiropractors," recalls Dr. Loman.

Accountable and Responsive Billing

Billing Precision supports its processes with proven Internet-based technology developed for instant adjudication on Wall Street and Telecommunications. Billing Precision's technology offers full, transparent access to each and every claim, from coding to payment. The doctor has 24x7 status reports about received payments, submitted claims, rejections, follow-ups, and delays. A "billing vital signs" report is continuously updated to provide an up-to-date distribution of accounts receivable.

"Billing Precision works hard on continuously improving every detail of the billing process," says Dr. Lerner. "They first loaded our patient demographics and provided extra staff to catch up with my backlog. From my own computer, see every claim problem reported immediately. My staff can resolve issues as

soon as they're detected, instead of waiting for mailed paper reports."

Greater Collections and Compliance

"Since Billing Precision's technology not only flags problems immediately but also provides specific Medicare documentation, I can maintain higher level of compliance," continues Dr. Lerner. "The findings in the data are useful and immediately applicable. Trends are traceable. The net results are measurable revenue and compliance improvements."

"Billing Precision delivered. Clean claims, measurement and analysis yield greater collections. In two months, the distribution of my Accounts Receivable dramatically changed: half of my claims are being paid within 15 days, with over 90% of all claims being paid

within 45 days," says Dr. Loman. "The narrow bell-curve of payments means better cash flow predictability while its lower "tail" means added revenue. In two months we caught up with my backlog and my 120-day Accounts Receivable shrank to 4.4%. This translates to almost of 20% in added revenue."

Zero Risk

Billing Precision delivers its service by centralizing the technology platform and eliminating individual office technology and personnel. "Gone are the disk crashes and software maintenance. No more staff conflicts to resolve or benefits to pay. I now pay only for performance, which makes perfect business sense," says Dr. Lerner. "Billing Precision helps us see more patients. Instead of administration, I can focus on wellness and partner with chiropractors to share workload and add revenue," concludes Dr. Loman.



Chiropractors: Drs Ben Lerner and Greg Loman, founders of **Teaching The World About Chiropractic.**

Practices: Celebration in Kissimmee, Florida, and Trinity Chiropractic in Naples, Florida.