

The FHLF Monthly

A new way of providing legal services to healthcare clients

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THE FLORIDA HEALTHCARE LAW FIRM
The Law Offices of Jeff Cohen, P.A.

Welcome to our Premiere Issue!

Welcome to the premiere issue of The FHLF Monthly, produced by The Florida Healthcare Law Firm and designed to further empower you to achieve your highest business aims.

Our firm is unique because of the principles we adhere to, grounded by a dedication to competency, transparency, value and respect amongst other core values.

Specializing in representing physicians and other

clients in healthcare/corporate matters, we bring experience, knowledge, and practical advice to a wide range of healthcare related entities and would like to start of by thanking you for being an important member of the healthcare and/or business community.

At The Florida Healthcare Law Firm, we think that practicing law the way we do will not only improve the lives of our clients and business associates, but our communities as well.

We hope you find our monthly newsletter to be in line with that philosophy — proving to be a helpful and informative tool for you and your personal and business needs!



Helpful headline of the month: "Without Cause"



By:
Jeffrey L. Cohen
Founder & CEO

Doctor employers; never be lured into making exceptions for terminating someone without cause! The usual situation arises in the context of employing a new physician. The employment agreement contains the usual provisions, including a restrictive covenant and also a tail insurance obligation. The new physician says "I will accept the non-compete [or the tail] obligation, but if you terminate me

without a really good reason, then I won't be bound by the noncompete [or tail obligation]. I'll be able to practice across the street from you and you will have to buy the tail because you didn't terminate me for cause." Don't buy it! It seems "fair," but in fact, it isn't.

For the complete article, visit www.floridahealthcarelawfirm.com/news/WithoutCauseArticle.pdf

— Latest Developments —



Founder Jeffrey Cohen is proud to announce the launch of Maverick Medical Claims Solutions, whose mission is to get healthcare providers paid by managed care companies!

Visit www.MaverickMedicalClaims.com for more details.

Sometimes, it's the little things that count!

By:
Michele A. Allen
Senior VP
Provider
Reimbursement

Getting your managed care claims paid can be a difficult and seemingly daunting task, however, there are a few helpful practices to develop that will increase your chances of a more successful outcome.

When you speak with a customer service representative, always ask for a reference number for that phone call. Document that number in the patient's file; you will often need to rely on that conversation in the future.

When you mail an appeal or any documentation necessary to support payment of a claim, send it certified mail or by any other commercial means available to track receipt of the correspondence. This can prove invaluable when the carrier states they haven't received it

or when they claim you submitted it beyond the timing filing deadline.

When you send a fax to the carrier, set your fax machine to print a confirmation. This one sheet is proof of your timely filing and can make the difference between getting paid or not.

By consistently implementing these practices, you create an indisputable document trail that can only help you get your claims paid.

With over 18 years of experience, Michele is an expert at getting healthcare providers paid by managed care payors. As Senior VP of Provider Reimbursement for Maverick, Michele's specialties include reimbursement issues and denied claims appeals.

Recent News

Founder Jeff Cohen featured in
"The Palm Beach Post" business section!

For the complete article, visit
www.floridahealthcarelawfirm.com/PBPost.html

The Gulfstream Bank Building
909 SE 5th Avenue, Suite 200
Delray Beach, Florida 33483

Phone: 888.455.7702
Local Phone: 561.455.7700
Fax: 561.455.7701

www.FloridaHealthcareLawFirm.com

Broward County Medical Assoc. Bldg.
5101 N.W. 21st Avenue, Suite 440
Ft. Lauderdale, Florida 33309