



Volume 1, Issue 1

January 2012

Happy New Year

Another year begins and with that, a “to do” list of agenda items to accomplish.

My list includes providing you with more information that you will find useful via webinar. Don’t forget we will be doing our first one this month regarding Medicare and Medicaid billing risks and the CMS Audits (RAC).

If you have not responded yet, you still can participate in the webinar. Just e-mail me and I’ll get you the login information when it’s available. The webinar will be from 12 to 1 on Thursday, January 12th.

Future webinars are in the planning stages based upon feedback I get from you.

.....To all those who provided referrals last year, THANK YOU!

Joe

Common mistakes to avoid in your practice

Over the 16 years I’ve been at this, there are some common issues that come up that will make your practice life easier with planning ahead of time.

- 1) Address who is responsible for purchasing tail coverage in your employment contracts when recruiting and hiring new physicians or physician extenders.
- 2) Be sure to notify us whenever you add a new entity. They must be named on your policy to avoid gaps in coverage.
- 3) When at all possible, request locum tenens coverage with as much advance notice as you can. Most carriers require prior approval of the replacement physician and an application. Know your carriers rules.
- 4) Never assume you are covered for a new activity or procedure you are considering performing. Certain activities or procedures may be excluded or will require approval and / or additional premium. Examples include moonlighting at an Urgent Care, performing IME’s, or laser hair removal.
- 5) Know the implications of expanding your practice to new cities beforehand. Sometimes a practice will expand into a neighboring city in a different county and the new county is in a different rating “territory” for the carrier. Thus your premium may increase.

SeibertKeck can do it all

Don’t forget, as you go thru your budgets for 2012 and look at expenses that we are able to help you with all your insurance needs:

Executive coverage (D & O; Employment Practices; Fiduciary; Crime)
Building
Equipment
Mobile equipment
Business Income & Extra Expense
Bonds
Business Owners Policies
Professional liability (Medical & Lawyers)
Regulatory
Cyber technology
Business Auto
Personal Home & Auto
Life

If you have received this newsletter in error or wish to be removed from our distribution list, please e-mail us at jpanitto@seibertkeck.com to notify us to remove you from our distribution list.