



The McAnally System™
by Big Case Marketing

Medicare
MONEY PROGRAM™



Medical (Medicare) Billing For Clinical Dentistry



Account history for 12-18-14 to 02-06-17, printed on 02-06-17
(this is not a statement)

Date	Patient	Description	Amount	Balance
		Balance as of 12-18-14	0.00	0.00
12-18-14	Dick	New Patient Exam 4	275.00	275.00
12-18-14	Dick	Orthopantogram	150.00	425.00
12-19-14	Dick	Surgical Stent	1,250.00	1,675.00
12-19-14	Dick	3-D Rendering w/ interpre	60.00	1,735.00
12-19-14	Dick	Interim Prosthesis	840.00	2,575.00
12-19-14	Account	Check Pmt: THANK YOU! (Chk #1109)	-10,000.00	-7,425.00
12-19-14	Dick	Established patient exam	125.00	-7,300.00
01-05-15	Dick	Pre-Op Visit	0.00	-7,300.00
01-28-15	Dick	Office Visit	0.00	-7,300.00
01-29-15	Dick	Medical Ins. Pmt. 2ndary	0.00	-7,300.00
02-18-15	Dick	Orthopantogram	150.00	-7,150.00
02-18-15	Dick	Max. Bone Graft. 2 units	8,000.00	850.00
02-18-15	Dick	Interim Prosthesis	2,500.00	3,350.00
02-18-15	Dick	Established patient exam	125.00	3,475.00
02-18-15	Dick	Surgical Extraction (#3)	350.00	3,825.00
02-18-15	Dick	Surgical Extraction (#4)	350.00	4,175.00
02-18-15	Dick	Surgical Extraction (#5)	350.00	4,525.00
02-18-15	Dick	Surgical Extraction (#6)	350.00	4,875.00
02-18-15	Dick	Surgical Extraction (#7)	350.00	5,225.00
02-18-15	Dick	Surgical Extraction (#8)	350.00	5,575.00
02-18-15	Dick	Surgical Extraction (#9)	350.00	5,925.00
02-18-15	Dick	Surgical Extraction (#12)	350.00	6,275.00
02-18-15	Dick	Surgical Extraction (#13)	350.00	6,625.00
02-18-15	Dick	Surgical Extraction (#14)	350.00	6,975.00
02-18-15	Dick	Surgical Extraction (#15)	350.00	7,325.00
02-18-15	Dick	Surgical Extraction (#22)	350.00	7,675.00
02-18-15	Dick	Surgical Extraction (#23)	350.00	8,025.00
02-18-15	Dick	Surgical Extraction (#24)	350.00	8,375.00
02-18-15	Dick	Surgical Extraction (#25)	350.00	8,725.00
02-18-15	Dick	Surgical Extraction (#27)	350.00	9,075.00
02-18-15	Dick*	Surgical Extraction (#28)	350.00	9,425.00
02-19-15	Dick	P.O. Check	0.00	9,425.00
03-02-15	Dick	P.O. Check	0.00	9,425.00
03-16-15	Dick	P.O. Check	0.00	9,425.00
05-06-15	Dick	Pre-Op Visit	0.00	9,425.00
05-21-15	Dick	Adj. part. denture-lower	0.00	9,425.00
06-15-15	Dick	Orthopantogram	150.00	9,575.00
06-15-15	Dick	Maxillofacial Prosthetics	1,075.00	10,650.00
06-15-15	Dick	Established Patient Exam	150.00	10,800.00
06-15-15	Dick	Mand. BG 2 units	11,000.00	21,800.00
06-15-15	Dick	Surg. Implant, Endosteal (#3)	1,700.00	23,500.00
06-15-15	Dick	Surg. Implant, Endosteal (#5)	1,700.00	25,200.00
06-15-15	Dick	Surg. Implant, Endosteal (#7)	1,700.00	26,900.00
06-15-15	Dick	Surg. Implant, Endosteal (#10)	1,700.00	28,600.00
06-15-15	Dick	Surg. Implant, Endosteal (#12)	1,700.00	30,300.00
06-15-15	Dick	Surg. Implant, Endosteal (#14)	1,700.00	32,000.00
06-15-15	Dick	Surg. Implant, Endosteal (#19)	1,700.00	33,700.00
06-15-15	Dick	Surg. Implant, Endosteal (#20)	1,700.00	35,400.00
06-15-15	Dick	Surg. Implant, Endosteal (#23)	1,700.00	37,100.00

06-15-15	Dick	Surg. Implant, Endosteal (#26)	1,700.00	38,800.00
06-15-15	Dick	Surg. Implant, Endosteal (#28)	1,700.00	40,500.00
06-15-15	Dick	Surg. Implant, Endosteal (#30)	1,700.00	42,200.00
06-16-15	Dick	P.O. Check	0.00	42,200.00
06-30-15	Dick	P.O. Check	0.00	42,200.00
07-07-15	Account	Mail stmt prepared	0.00	42,200.00
07-07-15	Account	Stmt rmdv before printing	0.00	42,200.00
07-17-15	Dick	Medicare Payment (Chk #c99204d12/18/14)	-151.79	42,048.21
07-17-15	Dick	Medicare Payment (Chk #c70355d12/18/14)	-20.29	42,027.92
07-17-15	Dick	Medicare Payment (Chk #c99213d12/19/14)	-68.11	41,959.81
07-17-15	Dick	Medicare Payment (Chk #c21085d12/19/14)	-755.17	41,204.64
07-17-15	Dick	Medicare Payment (Chk #c76376d12/19/14)	-28.59	41,176.05
07-31-15	Dick	Medicare Payment (Chk #c21210d2/18/15)	-3,486.64	37,689.41
07-31-15	Dick	Medicare Payment (Chk #c70355d2/18/15)	-18.99	37,670.42
07-31-15	Dick	Medicare Payment (Chk #c21079d2/18/15)	-785.42	36,885.00
07-31-15	Dick	Medicare Payment (Chk #c99213d2/18/15)	-67.39	36,817.61
07-31-15	Dick	Medicare Payment (Chk #c21215d6/15/15)	-6,374.48	30,443.13
07-31-15	Dick	Medicare Payment (Chk #c21079d6/15/15)	-785.42	29,657.71
07-31-15	Dick	Medicare Payment (Chk #c70355d6/15/15)	-18.99	29,638.72
07-31-15	Dick	Medicare Payment (Chk #c99214d6/15/15)	-99.39	29,539.33
08-06-15	Account	Mail stmt prepared	0.00	29,539.33
09-08-15	Dick	Medical Ins. Pmt. 2ndary (Chk #0118926242)	-1,202.73	28,336.60
09-23-15	Account	Check Pmt: THANK YOU! (Chk #1205)	-20,000.00	8,336.60
09-23-15	Dick	Pre-Op Visit	0.00	8,336.60
10-14-15	Dick	All on 6 Acryl Max Bridge	20,000.00	28,336.60
11-02-15	Dick	Office Visit	0.00	28,336.60
11-06-15	Account	Mail stmt prepared	0.00	28,336.60
12-07-15	Dick	Try In	0.00	28,336.60
01-07-16	Account	Mail stmt prepared	0.00	28,336.60
01-11-16	Dick	Try In	0.00	28,336.60
02-08-16	Account	Check Pmt: THANK YOU! (Chk #1206)	-10,000.00	18,336.60
02-08-16	Dick	Delivery	0.00	18,336.60
02-23-16	Dick	Try In	0.00	18,336.60
03-03-16	Account	Mail stmt prepared	0.00	18,336.60
04-05-16	Dick	Try In	0.00	18,336.60
04-06-16	Account	Mail stmt prepared	0.00	18,336.60
04-11-16	Dick	Office Visit	0.00	18,336.60
04-12-16	Dick	Office Visit	0.00	18,336.60
05-02-16	Dick	Try In	0.00	18,336.60
05-09-16	Dick	Office Visit	0.00	18,336.60
05-12-16	Account	Mail stmt prepared	0.00	18,336.60
06-06-16	Dick	Try In	0.00	18,336.60
06-08-16	Account	Mail stmt prepared	0.00	18,336.60
07-12-16	Dick	All on 6 Acry Mand. Brdg.	20,000.00	38,336.60
07-14-16	Account	Mail stmt prepared	0.00	38,336.60
07-27-16	Dick	Deliver Orthotic Appl.	0.00	38,336.60
08-18-16	Dick	P.O. Check	0.00	38,336.60
09-19-16	Dick	P.O. Check	0.00	38,336.60
10-04-16	Account	Mail stmt prepared	0.00	38,336.60
10-25-16	Dick	Rep. broken teeth p/tooth	0.00	38,336.60
11-03-16	Dick	Delivery	0.00	38,336.60
11-03-16	Account	Mail stmt prepared	0.00	38,336.60
12-06-16	Account	Mail stmt prepared	0.00	38,336.60
01-11-17	Account	Mail stmt prepared	0.00	38,336.60
02-06-17		Ending balance		38,336.60

Patient	Charges	Ins Pmts	Patient Pmts	Net Adj
Dick	92,200.00	13,863.40	0.00	0.00
Account	0.00	0.00	40,000.00	0.00
Totals	92,200.00	13,863.40	40,000.00	0.00

Review of Medicare Ledger

- The case shown equals \$6,500 per arch paid by Medicare for Oral Surgery
- Patient paid \$40,000 total for treatment, \$20,000 per arch acrylic/AO6
- Medicare paid \$13,863
- Total payment for the case was **\$53,863!**
- Medicare got the patient in, made the difference in closing, the patient paid **less** out of pocket, doctor got paid **more AND the patient said yes.**
- This can be looked at another way, it really depends on what the doctor is charging. Doctors can charge any fee but how many cases are being closed?
- The doctor could easily have charged the patient \$30,000 and collected the Medicare and felt good at a total case fee paid of \$43,863 for AO6 acrylic.
- This doctor also has the luxury of charging this patient \$15,000 O4 and collecting 6-8,000 per arch from Medicare with the total case fee now being \$21,000 to \$24,000 which is what the local ClearChoice charges. If a truly price driven patient shows up, he can undercut even ClearChoice's price from the patient's perspective and STILL get the same total \$ that ClearChoice would have.
- The bottom line: Medicare starts the conversation. Medicare brings qualified patients in to talk.