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# More Information

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**Maximize Revenue From Your Concussion Program**

## **1. Course Description**

Are you taking advantage of all of the revenue opportunities that come with offering concussion care? Learn how you can increase patient volume and maximize reimbursement by identifying new revenue streams and leveraging the right CPT codes.

## **2. Speaker**

Shad Bernard

## **3. Contact Hours**

1

## **4. Cost**

Free

## **5. Registration Link**

[ConcussionCareTraining.com](https://ConcussionCareTraining.com)

## **6. Target Audience**

Physicians, Nurse Practitioners, Physician Assistants, Psychologists, Athletic Trainers, Physical Therapists, Occupational Therapists

## **7. Location/Format**

Live Webinar

## 8. Learning Objectives

(Achievement assessed through post-course evaluation/quiz)

At the end of this course, the learner will be able to:

- Identify commonly used CPT codes for concussion care and explain rationale for using each code
- Quantify ImPACT revenue potential from reimbursement
- Identify indirect and downstream revenue opportunities outside of athletics

**Summary of Evidence:** Healthcare providers can get reimbursed for using computerized neurocognitive assessments as part of their concussion evaluation. With the right CPT codes, documentation practices, and billing processes, organizations can increase the profitability of their concussion programs. There are also additional revenue streams outside of athletics that organizations may take advantage of to further increase their revenue.

## 9. Educational Level

Beginner / Introductory / Essential

## 10. Course Outline

- Working with insurance providers
- Commonly used CPT codes for concussion care
- Documentation and billing process considerations
- Indirect and downstream revenue opportunities
- Quantifying revenue potential of concussion care services
- Q&A



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### CE Credits Offered:

#### Athletic Trainers

ImPACT Applications, Inc. (BOC AP# P3429) is approved by the Board of Certification, Inc. to provide continuing education to Athletic Trainers. This program is eligible for a maximum of 1 Category A hours/CEUs. ATs should claim only those hours actually spent in the educational program.

#### Physicians

ImPACT Applications, Inc. is accredited by the Accreditation Council for Continuing Medical Education (ACCME) to provide continuing medical education for physicians.

#### AMA Credit Designation Statement

ImPACT Applications, Inc. designates this live activity for a maximum of 1 *AMA PRA Category 1 Credit(s)*<sup>™</sup>. Physicians should claim only the credit commensurate with the extent of their participation in the activity.





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### **Course Completion Requirements**

Learners must do the following to receive a valid statement of credit or certificate:

Watch the live presentation

Complete the course quiz (80% minimum passing score) and satisfaction survey

### **Attendance Requirements**

Attendees should claim only those hours actually spent in the educational program.

### **Prerequisites**

None

### **Healthcare Provider Applicability**

Available upon request. Please email [training@impacttest.com](mailto:training@impacttest.com) to request.

### **Special Needs Requests**

Participants who have special needs are encouraged to contact program organizers so that all reasonable efforts to accommodate these needs can be made.

### **Included with Registration**

Access to recording of the webinar for 48 hours after the live session

Presenter contact information available on request

### **Required Materials**

ImPACT Applications training dashboard login

### **Speaker Standards**

Statements and opinions contained in this presentation are solely those of the presenter.

Treatments and tools presented today are some of many that are available.

Presenters have agreed to demonstrate high standards of professional conduct and will not discriminate against learners on the basis of gender, age, socioeconomic or ethnic background, sexual orientation, or disability.

ImPACT Applications owns the slides presented. Attendees may not use any materials presented without written permission from ImPACT Applications.



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**Return to Learn / Work After a Concussion: Setting up Patients for Success**

### Complaint Policy

When a participant, either verbally or in written format, files a grievance and expects action on the complaint, the following actions will be taken.

If the grievance concerns a speaker, the content presented by the speaker, or the style of presentation, the individual filing the grievance will be asked to put his/her comments in written format. The planning committee will then pass on the comments to the speaker, assuring confidentiality.

If the grievance concerns a workshop, its content, level of presentation, or the facilities in which the workshop was offered, the planning committee will mediate and will be the final arbitrators. If the participant requests action, the final arbitrator will follow the standard cancellation and refund policies.

If the grievance requires a resolution, a member of the planning committee will take necessary action.

Please contact ImPACT Applications at [training@impacttest.com](mailto:training@impacttest.com), (877) 646-7991 ext. 908, or +1 (412) 567-8400 to submit a complaint, or if you have additional questions.

### Commercial Support

Currently, ImPACT Applications does not accept commercial support for any continuing education programs.

### Conflict of Interest Policy

Available upon request

All individuals in control of content disclosed **no relevant financial relationships**.

The planning committee identified **no conflicts of interest** for this course.

### Commercial Bias

The intent of this course is to promote improvements in the management of concussion. Attendees are encouraged to inform the course planning committee through the course evaluation if any commercial bias is detected.

### Cancellation Policy

**By the Learner:** You may not cancel a video on-demand purchase. The course is available for 6 months after purchase and the individual may watch it at any time. If you are unsatisfied with the course, please contact [training@impacttest.com](mailto:training@impacttest.com) to receive credit towards another course of equal or lesser value.

**By ImPACT:** If ImPACT Applications removes a course from its video on-demand library, they will first offer the individual a credit toward another course of equal value. If the individual does not want another course, the provider will refund the registration fee for the course.



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### Maximize Revenue From Your Concussion Program



**Shad Bernard**  
Central Region Manager Sports Medicine,  
Premier Health

Shad has been a Certified Athletic Trainer for 24 years working in the professional and secondary school settings. Currently, he is the Central Region Manager of Sports Medicine and Sports and Human Performance for Premier Health where he led the implementation of the ImPACT concussion management program in all forty of their secondary school settings and physician offices.

He earned a Bachelor of Science in Physical Education and Business from Charleston Southern University and a Masters of Arts in Sports Administration and Marketing from Morehead State University.