



*ConcussionManagement.com*

# More Information

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Reimbursement for Concussion Care Services

## 1. Course Description

Including ImPACT in your concussion evaluations can greatly increase revenue when reimbursement and downstream revenue opportunities are properly leveraged. Learn what CPT codes commonly get the highest reimbursement rate for in-person and telemedicine concussion care services as well as how to identify downstream revenue opportunities you may not be taking advantage of.

## 2. Speaker

Shad Bernard, MA, AT

## 3. Contact Hours

1

## 4. Cost

\$39

## 5. Registration Link

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

## 6. Target Audience

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

## 7. Location/Format

Pre-recorded lecture (Internet enduring material, Distance learning: independent, E-learning course, self-paced program, home study,)



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## 8. Learning Objectives

(Achievement assessed through post-course evaluation/quiz)

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

- Outline implementation of a clinic-based concussion program
- Review billing best practices
- Identify other revenue opportunities outside of sports
- Identify indirect and downstream revenue opportunities

**Summary of Evidence:** Healthcare providers can get reimbursed for concussion care services when using ImPACT as part of their evaluations. Choosing the right billing codes and having efficient billing processes in place are critical for maximizing reimbursement. Additionally, they may be able to take advantage of other revenue opportunities outside of sports such as offering concussion services to firefighters and police departments.

## 9. Educational Level

Beginner / Introductory / Essential

## 10. Course Outline

- Premier Health - Evaluating Concussion Care Program
- Establishing Revenue and Billing Practices
- Common CPT Codes for Concussion Care
- Monitoring downstream revenue
- Quantifying revenue of concussion care program
- Challenges for billing and reimbursement
- Patient Journey



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## CE Credits Offered:

### Athletic Trainers

ImPACT Applications, Inc. (BOCAP# 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 1.5 *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:

Download the course eBook

Watch the prerecorded presentation

Complete the course quiz and satisfaction survey

## Attendance Requirements

Variable credit is not awarded for video on demand courses. ATs 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 video on-demand course for 6 months after purchase

Printable course slides

Technical support for training dashboard

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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### 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.

### 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.



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

- Shad currently serves as the Central Region Manager Sports Medicine, Sports and Human Performance at Premier Health - Miami Valley Hospital North
- Prior to joining Premier Health, Shad was the Staff Athletic Trainer at Dayton Sports Medicine Institute
- Shad completed his Bachelor's Degree at Charleston Southern University and went on to complete his Master's Degree in Sports Administration and Marketing at Morehead State University