





















# Ask The Following 11 Medical Practice Protection Questions

Before you hire a billing service or choose in-house billing to work on your medical practice, be sure to use this checklist and ask the following questions to avoid any potential negative experiences:

	Medical Billing Authority	Other Billing Services
Do you have a performance guarantee ensuring your service provides clients a return on investment? (answer should be yes)		
Does your service guarantee an average "Days in A/R?" (answer should be yes and under 35 days)		
Do you use a complete enhanced revenue system such as MBAs ER-5 Formula™ (answer should be yes)		
Does your service implement a payer profiling method making certain claims are filed accurately each and every time for every payer? (answer should be yes)		
Does your service have systems in place to increase point-of-service collections by up to 315%? (answer should be yes)		
Do you use a strategic automation process making sure a clean claim is sent the first time to avoid insurance companies intent on delaying payment? (answer should be yes)		
Does your service have a quality assurance program and provide real time access to the work done on your practice? (answer should be yes)		
Does your service have a successful history and provide references from current clients? (answer should be yes)		
Does your service have CPCs and certified billers on staff? (answer should be yes)		
Does your service have certified Medical Compliance Specialists? (answer should be yes)		
Does your service have professional affiliations, such as HBMA - Healthcare Billing and Management Association? (answer should be yes)	