

Stop losing revenue you've already earned

Let's talk about your revenue stream. Even the most efficient teams can overlook small billing details that add up to significant revenue leaks over time. But you can tackle these common challenges with just a few strategic shifts. Here are some actionable strategies you can take to help ensure your facility captures every dollar it earns.

3 billing tips that can help save you thousands

1 **Master the authorization audit.**

A missed or expired authorization doesn't just create a paperwork delay, it can lead to a full claim denial for services already rendered, which can add up to \$600 per resident, per day*.

Take action: Implement a daily or weekly audit report that tracks and documents all required payor approvals. This creates an essential feedback loop between your admissions and billing teams, turning potential denials into clean, reimbursable claims.

2 **Own your MDS timeline.**

Your MDS assessments are the foundation of your reimbursement. Submitting them late or with inaccuracies can prevent Part A billing or lead to under-coded PDPM rates.

Take action: Set internal MDS submission deadlines that are 3-5 days before the regulatory requirement. This creates a buffer to verify accuracy before claims are submitted, maximizing reimbursement right from the start.

3 **Reconcile your census daily.**

When your billing records don't match who is in-house and their correct payor, reimbursement stalls. Simple errors in discharges or payor info are common sources of avoidable delays.

Take action: Initiate a quick, daily census check with nursing, admissions, and billing. This cross-check ensures everyone is aligned on who is in-house, their payor source, and their level of care, paving the way for accurate claims.

*Schotland, Sam, MA, MS, Rachel M. Werner MD, PhD, and Janet Weiner, PhD. "Medicare Payment Policy for Post-Acute Care in Nursing Homes." *Penn LDI*, September 2023. https://ldi.upenn.edu/wp-content/uploads/2023/09/Penn-LDI-Issue-Brief-September-2023_FINAL.pdf.



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