

Chronic Care Management (CCM) Talking Points:

Who Qualifies:

- Medicare patients with 2 or more chronic conditions.
 - (We only will bill CCM codes for patients that qualify but we should try to get consents from all Medicare patients because people can develop 2 or more conditions at any time)

Things to know:

- Patients with MassHealth/Medicare combination will not have copays.
- Most patients with secondary insurance will have minimal copays if any.
- Patients with straight Medicare are at greatest risk of having to pay the full amount. It still may be better for them than coming in for multiple visits etc.
- The amount of copay differs for every insurance company so we shouldn't make any promises about "how much".

Why should patients give consent?

- Medicare has created a way to support "the work" that primary care offices do outside of visit time. By signing this form you are giving permission for VMG to bill Medicare if we spend more than 20 minutes in a month coordinating care for you outside of an office visit.
- This payment allows us to do important work like prior authorizations for your medications, getting CPAP machines, Oxygen, DME, coordinating your care with specialists, managing coumadin, coordinating care with VNA or hospice.
- Compensation from this work allows us to hire nurses to help manage your chronic conditions and titrate medications without you needing to come to the office.
- In a perfect world this would just be a benefit for all patients but unfortunately Medicare has compartmentalized payments for different services-in office and out of office. They have asked we get permission for out of office care.
- VMG will not bill your insurance unless we spend more than 20minute doing important work for you outside of a visit.
- Being paid for the work of primary care has become increasingly challenging. As you are aware maintaining primary care practitioners in our communities is challenging due to the amount of work we are asked to do with limited resources. This consent is a way that Medicare is providing primary care practitioners compensation for the work of sustaining our practices and services we provide