

# CCM in a solo practice

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# Why implement CCM?

Improve patient care

Reduce hospitalizations

Improve cashflow

# Implementation process

Train all staff

Create workflows

Add clinical staff

Create care plans

# Workflow

Identify qualified patients

F2F

Contract

Individualized care plan

Phone follow up

Add minutes at end of month

# Basic requirements for billing

20 minutes of clinical staff time directed by a physician or other qualified health care professional, per calendar month, with the following required elements:

- Two or more chronic conditions expected to last at least 12 months or until the death of the patient
- Chronic conditions place the patient at significant risk of death, acute exacerbation / decompensation, or functional decline
- Comprehensive care plan established, implemented, revised, or monitored

# Helps

[ccmtrak.com](http://ccmtrak.com)

CCM companies

Collaborate

# Challenges

Extra staff

Training

Fear

# Realized benefits

Fewer hospitalizations

Increased revenue

Improved satisfaction



# Hold CCM services when . . .

- During TCM (Transitional Care Management) days after a hospitalization.
- During inpatient rehab (swingbed, NH rehab)
- When billing for home health supervision. May still bill for cert/recert.

Questions

