



# Start Making Money

A New Revenue Guide for  
Medical Practices



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Guide for Medical Practices

In all of our years working with healthcare businesses, we haven't seen any successful group grow from cost-cutting schemes.

This guide has 7 services you can use today to **stop focus on cutting costs, stop losing money, and start finding new revenue streams** for your practice.

## How would an extra \$10,000 impact your monthly cash flow?



## #1 Reimbursable Services With NO Out-of-Pocket Patient Costs

Did you know that most insurance plans cover 100% of preventative services with **\$0 in patient cost sharing**? That means no deductibles nor co-pays for these visits.

It is likely that **50% of your patient population needs these services**. And, since you get reimbursed directly, you avoid costly patient-due AR issues. It also helps increase your patient visits and keeps patients healthier. **A win-win!**



## #2 Screen for Diabetic Retinopathy

Did you know that up to **80% of all patients referred** out for diabetic retinopathy screenings/exams are **non-compliant**? By adding optometrists and screening services to your practice, you will not only generate additional revenue, but also significantly **increase your patient compliance**.

Beyond the reimbursement of eye exams, you will also maximize your bonus from health plans by meeting HEDIS quality requirements.

Diabetic and renal patients can also have **additional educational services** provided to them by professionals with no out-of-pocket expenses by physicians, nutritionists and dietitians who can partner with the physician or open their own successful practice.



## #3 Add Dermatologic Care To Your Practice

Team up with a dermatologist to perform services in your practice. This will help your patients receive critical skin screenings and treatment while keeping them fully engaged with your office instead of referring them somewhere else. After all you are their doctor.

Beyond adding billable services to your practice, profitable management relationships can be implemented easily to make it a win-win for you and the dermatologist.



## #4 Perform Detailed Drug Screenings

Treat patients with chronic pain and prescribe narcotics? Then you should start routine drug screening services. **In fact, it may be a requirement.**

Drug screenings give you a chance to better counsel your patients in the clinical setting and monitor compliance.

On the revenue side, you add a services procedure and an additional screening visit charge to your revenue streams.



## #5 Participate in Depression Testing Services

Do you know that **Depression is misdiagnosed up to 50%** of the time. This negatively impacts patient health and revenue.

Participation in an IRB-approved testing program for Major Depressive Disorder is now available. Participants earn up to \$75 per patient in reimbursement from the affiliated lab.

**Improve your diagnosing, treatment, and bottom line.**



## #6 Pharmacogenetics Evaluations / DNA

Knowing how your patients metabolize medications will have major impact on treatment plans and response thereof.

Genetic testing is recommended prior to prescribing over 120 black box drugs. And, with simple testing and extremely high quality results, and up to \$75 per patient remuneration, adding this service is a no-brainer.

**Start prescribing through science, not guess work!**





## #7 Medically Prescribed Weight Loss Program

Harnessing your Internal Medicine, Bariatric, Family Practice, Pediatrics, and Cardiology expertise to create a program for chronic disease patients unparalleled in service and revenue.

Patients (that meet the criteria) can have **26 visits within 6 months** with no financial responsibility.

There are also cash pay options for those who partake in non-medically necessary services, and **fully reimbursed**, no patient pay portions available for diabetic and renal patients.



# We are here to help!

You may be thinking that these are great ideas, but you just don't have the time.  
**That's why we are here to help!**

One main reason that physicians do not provide these services, is due to lack of time available when treating anywhere from 25 to 60 patients per day, depending on the specialty, to meet their financial obligations. UPS Healthcare has the tools and vendors to make this a seamless turnkey operation.

We know that these services can **add thousands of dollars** to your practice's revenue, and we can't stand to see providers miss out on opportunities to profit!

Rochelle Glassman and our team will make these new revenue services a reality in your office. Call us at **(602) 685-9500** or email us at [info@upshealthcare.com](mailto:info@upshealthcare.com) today!