Introduction

What is this book about?
There are a lot of books on Medicare appeals. I think I have most of them. The one thing they have in common is that they are not very useful when you are faced with an appeal and you want direct, practical answers for the questions in front of you: What do I do next? Why is that the best choice? Exactly how do I do that?

This book is about how to successfully fight for the payment of medically reasonable and necessary services when Medicare erroneously denies payment, or when Medicare erroneously demands a repayment of overpayment.

Who is this book for?
If you are a contracted Medicare provider (provider or supplier), and you must submit claims to Medicare in order to get paid for the services or supplies you provide to Medicare beneficiaries, this book is for you.

If you are a biller/coder/billing service for contracted Medicare providers and/or suppliers, and you want to continue fighting for payment after your redetermination appeals are denied, this book is for you.

If you are a health care attorney representing Medicare providers and suppliers, this book is for you.

What is this book not about?
This book is not about selecting the correct codes and modifiers for a service. Every provider group has coding experts who publish widely and are far more knowledgeable than I will ever be regarding the selection of the correct codes and modifiers for the services billed by that group.

Why does this book target the ALJ hearing?
The ALJ (Administrative Law Judge) hearing is the provider’s first and last chance at a fair review of a denied claim by a truly neutral third party. As a result, most appeals are not won before you get to the ALJ hearing and will not be won in an appeal after the ALJ hearing. The information in this book will help Medicare providers, Medicare billing companies, and health care attorneys who represent Medicare providers to prepare for ALJ hearings—and will help you win those ALJ decisions.
Is there a lot of repetition in this book?
Yes. I know no one is going to pick this book up and read it cover to cover. People use this kind of book when they are in the middle of an appeal and want to know what to do next and how to do it. I purposefully included enough information to allow each section to stand on its own, and that requires repetition.

If you have practical suggestions for future versions, please do not hesitate to email me at dmullens@mullenslawoffice.com.