

COPING WITH COVID-19: APRIL  
20<sup>TH</sup>, 2020 WEBINAR  
HOSTED BY CINDY PEZZA, PMAC  
OF PINNACLE PRACTICE  
ACHIEVEMENT

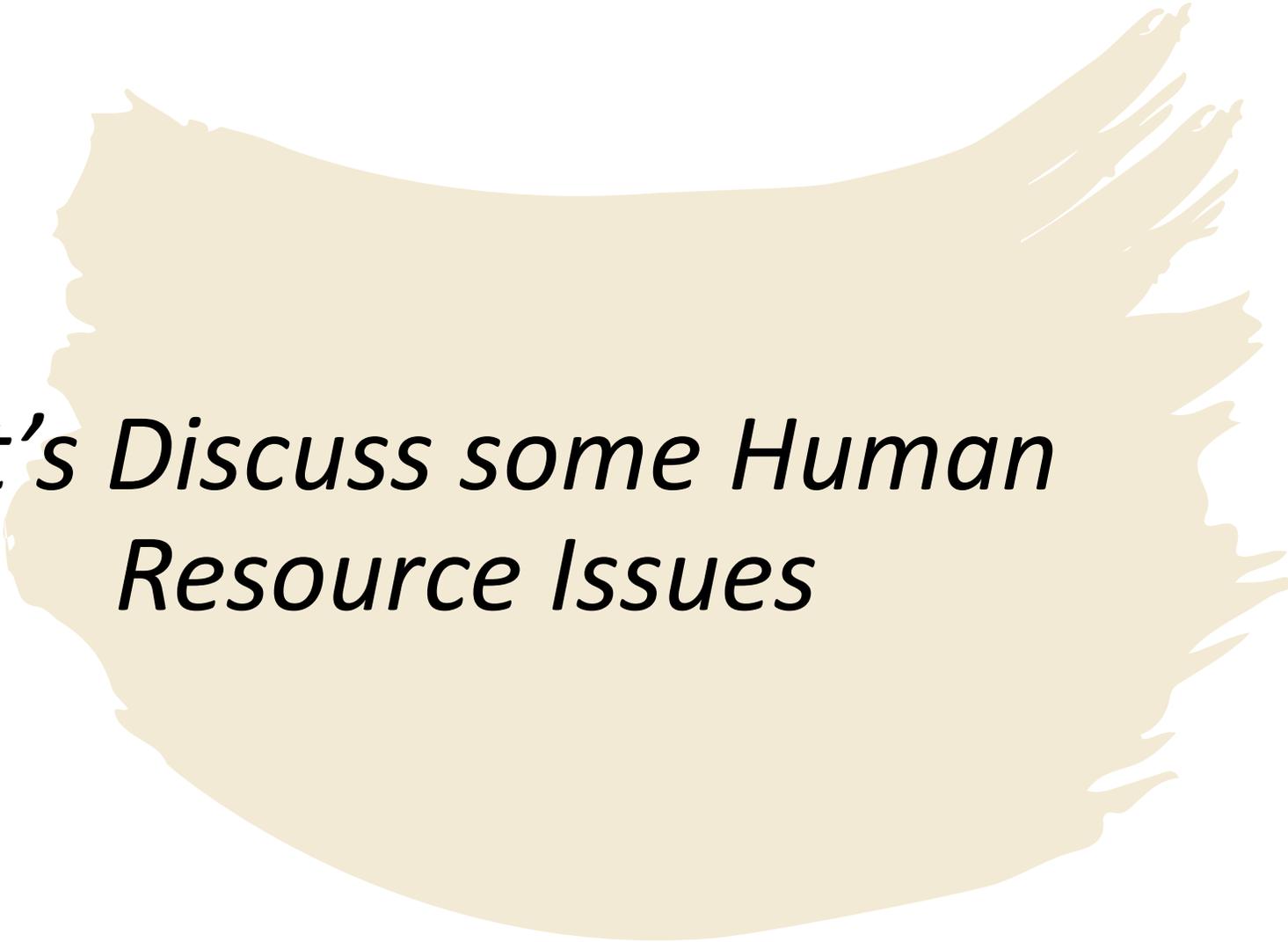
*This is week 6 of our  
COVID-19 Open  
Discussions*



# Disclaimer



*Information is changing rapidly so we all must stay informed  
(i.e. Don't shoot the messenger!)*



*Let's Discuss some Human  
Resource Issues*

Insert Practice Name, Address and Logo Here

**COVID-19 PRACTICE UPDATE AND PROTOCOL**

***As of (Date)***

We are keeping a close eye on Covid-19 developments in the \_\_\_\_\_ area and encourage you to do the same. Please consider making your own personal/family emergency plan in the event the threat level is raised. Refer to the guidelines set by the [World Health Organization \(WHO\)](#) and the [Centers for Disease Control and Prevention \(CDC\)](#) for the most current information. The CDC reminds us to follow best practices, including washing hands often with soap and water, not touching our eyes, nose, or mouth with unwashed hands, avoiding contact with people who are sick, and limiting personal contact, including shaking hands.

In response to the current threat, we have the following plan in place:

1. If you are sick or have come in contact with anyone who is sick, please do not come in to work. Notify \_\_\_\_\_ as soon as you know that you will not be in, so appropriate adjustments can be made.
2. If you have a fever, cough, respiratory condition, compromised immune system or any other group at heightened risk, you should avoid contact with others until you have been cleared by your health care provider.
3. Should you come into close contact with anyone who has traveled to an area considered high risk by the CDC, you should avoid contact with them until you have been cleared by your health care provider.
4. During this period of heightened awareness, staff will be able to utilize PTO for absences. If PTO is not available, staff will be able to borrow up to 10 (ten) days/80 (eighty) hours of PTO to accommodate unexpected absences due to the Covid-19 virus threat.
5. Should a mandatory quarantine of \_\_\_\_\_ or the local area be put in place, a plan will be developed at that time. **Staff should plan for the possibility of working from home as a means of earning income during time off.**
6. See below screening questions to be utilized during all patient bookings. Remind patients that we are happy to reschedule patients who suspect that they might be ill.
7. We will continue to utilize universal precautions in the office, routinely disinfect all hard surfaces throughout the day, dispose of all biohazard/soiled waste (including Kleenex and napkins) properly, cough or sneeze into our elbow, wash our hands frequently but especially before and after patient interaction, before and after meals, and after using the restroom and don PPE (face masks and gloves).
8. All staff are asked to cross train as much as possible so that they may fill in for others who may unexpectedly need to miss work.

**These questions are to be asked of all patients calling the clinic to book an appointment:**

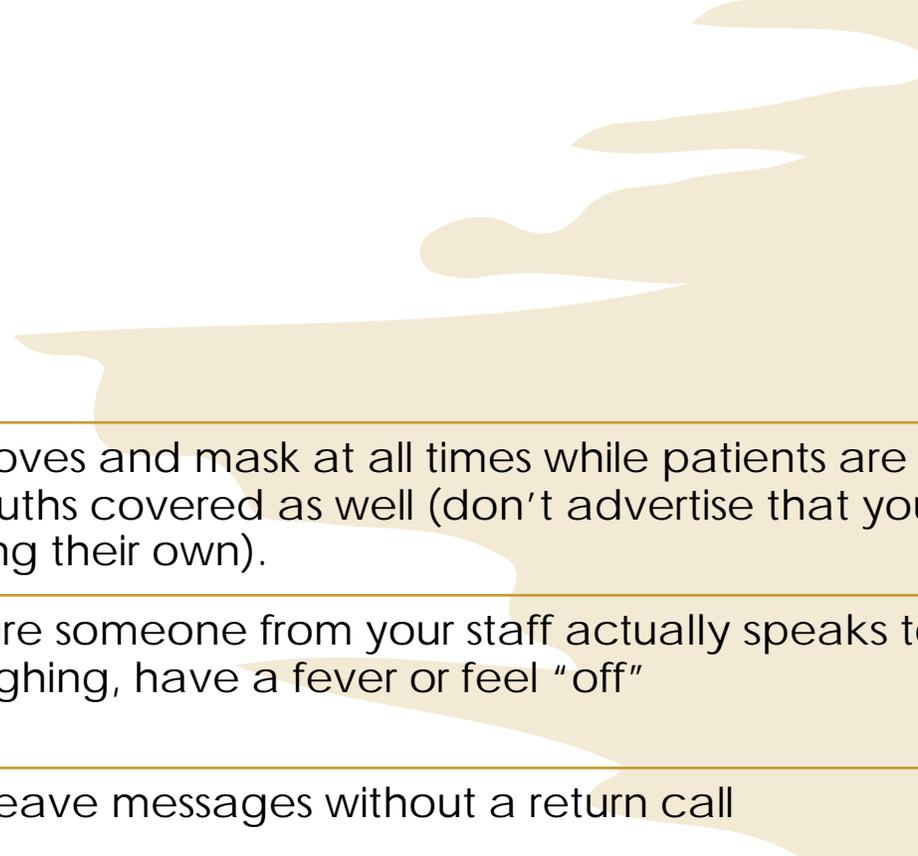
1. Has the patient visited, or been in close contact with anyone who has visited or traveled out of the state or country in the past 14 days?
2. Does the patient have any of the following symptoms: fever, cough, or shortness of breath?
3. Has the patient been in contact with someone with known or suspected coronavirus (COVID-19)?

PLEASE ACKNOWLEDGE RECEIPT OF THE ABOVE POLICY

\_\_\_\_\_  
NAME

\_\_\_\_\_  
DATE

*Do you have and are you  
adapting a COVID-19  
Practice Policy/Plan  
weekly?*



## Continue to be diligent by screening to determine urgency of visit and to protect yourself, your staff and your patients

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Wear gloves and mask at all times while patients are present and require that patients keep their noses and mouths covered as well (don't advertise that you will supply patients with masks; encourage that they bring their own).

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Make sure someone from your staff actually speaks to the patient prior to arrival to make sure they are not coughing, have a fever or feel "off"

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Do not leave messages without a return call

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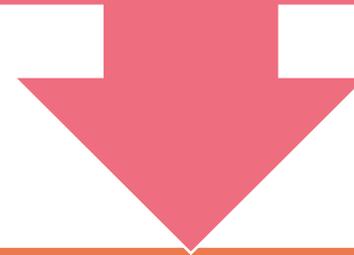
If you have closed your office establish a protocol for instructing patients in need of urgent care.

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Have protocols in place for if you, one of your staff members or patients finds out they are exposed

# *Opening up America Again*

President Trump has unveiled Guidelines for Opening up America Again, a 3 phased approach based on the advice of public health experts.



The phased approach will be based on up to date data and readiness with the intent to:

mitigate the risk of resurgence

Protect the most vulnerable

This will be implemented on a statewide or county-by-county basis at the governor's discretion

# *Before proceeding to the Phased Comeback, certain criteria have to be met \**

1

Symptoms: There must be a downward trajectory of ILI and covid-like syndromic cases reported within a 14-day period

2

Cases: There must be a downward trajectory of documented cases within a 14-day period OR a downward trajectory of positive tests as a % of total tests within a 14-day period (flat or increasing volume of tests)

3

Hospitals: treat all patients without crisis care and must have a robust testing program in place for at-risk healthcare workers, including emergency antibody testing

# *Different regional and state needs*



State and local officials may need to tailor the application of these criteria to local circumstances (areas that have suffered severe outbreaks and others with no outbreaks have occurred or have been mild). Additionally, where appropriate, Governors should work on a regional basis to satisfy these criteria and to progress through the 3 phases of the program.



What a time to be Governor. . .



## What will your practice look like POST COVID-19?

Plexiglass in reception or in treatment rooms

Continued staggering of patient visits

Incorporating of more Telehealth services

Increased virtual versus in-office staff





## Updated Telehealth (non face-to-face) Service Options\*\*

Any of these services  
can be provided to NEW  
OR ESTABLISHED  
PATIENTS!

### Option 1: Utilize office E/M coding (99201-99215)

- Must use a communication tool that has interactive audio and video; real-time communication such as (FaceTime, Skype, Doxy.me)
- Use modifier 95\*\*
- Use the Place of Service that would have been used had the service been rendered in person (e.g., POS 11 for CPT 99213)
- These services will be paid at the regular (non-facility) rate
- This waiver is in place as long as the public health emergency lasts
- Postoperative global periods still apply
- Document a progress note just like one would do when this service is provided face-to-face. This interaction is an E/M service and the same documentation requirements apply. The level is selected based on the 1995 or 1997 CMS guidelines for evaluation and management services. When using CPT 99202–99215 for telehealth, the level may be selected based on “Medical Decision Making alone or total time alone.”

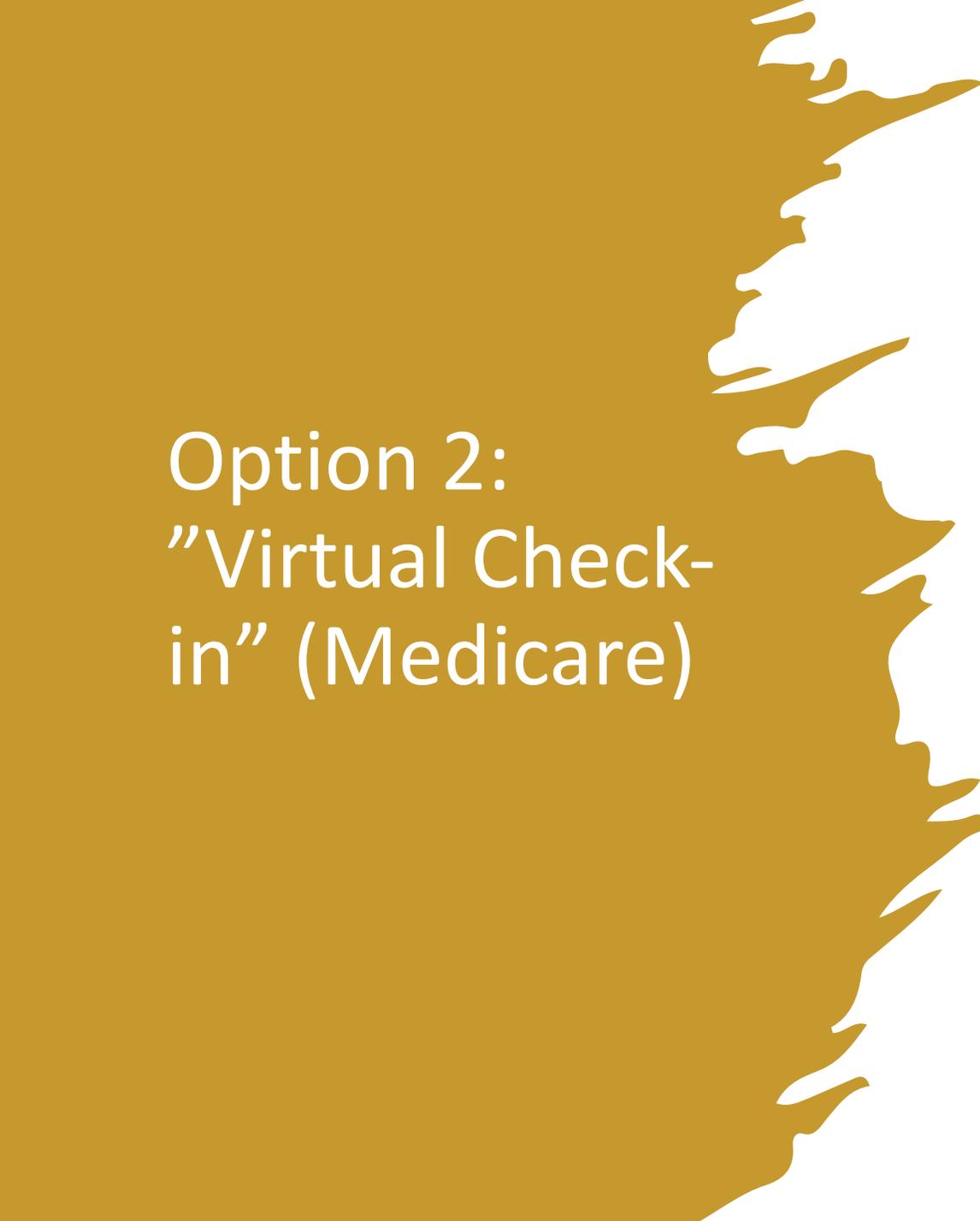
Private Payers have been most likely to pay Option One  
(and it's the easiest)

Some are waiving copays/patient responsibility and are  
paying 100% of allowed amounts.

Some are even allowing providers to "treat" via real  
time or telephone communication using E/M coding

You should check with the individual payer about the  
preferred coding and modifiers for the other Telehealth  
options.

BCBS	99422 (11-20 mins) 99423 (21-30 mins) E/M codes are still acceptable	11	GT	Florida Blue guidelines state GT or 95 modifier <a href="https://www.floridablue.com/sites/floridablue.com/files/docs/COVID-19%20Billing%20Guidelines_04.09.20_Approved.pdf">https://www.floridablue.com/sites/floridablue.com/files/docs/COVID-19%20Billing%20Guidelines_04.09.20_Approved.pdf</a>	99213/02/95
Cigna Effective through 5-31-20 (May be extended)	Phone Call for COVID G2012 (5-10 minutes)  E/M codes ARE acceptable during this period	11	GQ		99213/02/95
Medicare	99201-99205 99211-99215	11	95		99213/02/95
United HealthCare	99201-99205 99211-99215	11	95	UHC states audio-video <b>OR</b> audio-only telecommunications	99213/02/95 99213/02/GT
Empire Plan	99201-99205 99211-99215	02	95		
GHI/HIP/Emblem	99201-99205 99211-99215 / 99441-99443	02	GT	"Telephone evals can be billed" similar to UHC above.	
Humana	99201-99205 99211-99215 / 99441-99443	11	95	No cost share for patients Humana is following CMS guidelines for telemedicine. <b>Temporary expansion of telehealth channels</b> Humana understands that not all telehealth visits will involve the use of both video and audio interactions. For providers or members who don't have access to secure video systems, we will temporarily accept telephone (audio-only) visits. These visits can be submitted and reimbursed as telehealth visits Please follow CMS or state-specific guidelines and bill as you would a standard telehealth visit Further information on using mobile devices for telehealth can be found below <a href="https://www.humana.com/provider/coronavirus/telemedicine">https://www.humana.com/provider/coronavirus/telemedicine</a>	
Aetna	99201-99205 99211-99215 / 99441-99443	11	95	Aetna waiving member cost sharing for any covered telemedicine visit regardless of dx. Aetna follows CMS's policy for Telemedicine  <a href="https://apps.availity.com/web/core/vault/vault/v1/files/329166/Kad1B09kR/38cbcffa-1bc1-4f68-ae91-bdc9763bae83?spaceId=73162546201441548441629200000321">https://apps.availity.com/web/core/vault/vault/v1/files/329166/Kad1B09kR/38cbcffa-1bc1-4f68-ae91-bdc9763bae83?spaceId=73162546201441548441629200000321</a> Paid w/ POS 02	99213/02/95
CarePlus	99201-99205 99211-99215 / 99441-99443	11 (3)	95	<a href="https://docushare-web.apps.cf.humana.com/Marketing/docushare-app?file=3921879">https://docushare-web.apps.cf.humana.com/Marketing/docushare-app?file=3921879</a> Temp Expansion of telehealth All telehealth services delivered by participating/in-network providers, either through audio or video	
Amerigroup		11(3) 02 (1)	95	Bill as usual w/modifier	99213/02/95



## Option 2: "Virtual Check- in" (Medicare)

- G2012: Brief communication technology-based service (e.g., virtual check-in) by a physician or other qualified health-care professional who can report evaluation and management services, provided to a new or established patient, not originating from a related E/M service provided within the previous seven days nor leading to an E/M service or procedure within the next 24 hours or soonest available appointment; 5–10 minutes of medical discussion
- Can be any type of telecommunication tool, including telephone

Use POS 02

No modifiers needed

# Option 3: Telephone E/M Services

- This interaction is an E/M service and documentation must support an E/M just like any other E/M type. Must have history, as much of an evaluation as possible, and some form of medical management.
- ***Must be initiated by patient or the patient's guardian***      ***Provider may educate patients about this option***
- Not reimbursed by some payers\*
- CANNOT report if call results in decision to see patient within 24 hours or next available urgent appointment
- CANNOT report if call refers to E/M service performed by same provider within previous seven days
- CANNOT report if call refers to a problem for which a patient is in a global period
- CPT **99441** - Telephone evaluation and management service by a physician or other qualified health-care professional who may report evaluation and management services provided to an established patient, parent, or guardian not originating from a related E/M service provided within the previous seven days nor leading to an E/M service or procedure within the next 24 hours or soonest available appointment; 5–10 minutes of medical discussion
- CPT **99442**– ; 11–20 minutes of medical discussion
- CPT **99443**– ; 21–30 minutes of medical discussion

**Use POS 02 No Modifier (for Medicare, Private Payers may require something different)**

# Option 4: E-Visits (check with private payers about coverage and specifications of coding)

- This interaction is an E/M service and documentation must support an E/M just like any other E/M type. Must have history, as much of an evaluation as possible, and some form of medical management.
- Examples of digital platforms:
  - Electronic health record (through the patient portal)
  - Email
  - Text message
  - Other two-way digital communication

*Must be initiated by patient via a digital platform  
about this option*

*Provider may educate patients*

- CPT 99421: Online digital evaluation and management service, for an established patient, for up to seven days, cumulative time during the seven days; 5–10 minutes
- CPT 99422 ; 11–20 minutes
- CPT 99423 ; 21 or more minutes
- Time includes:
  - Review of inquiry
  - Review of patient records
  - Interaction with other staff
  - Development of management plan
  - Rx
  - Ordering tests
  - Communication with patient

Use POS 02 No

## Concerns about the logistics of providing Telehealth Services

These questions have been coming up over the past few weeks and I wanted to share the answers/responses from PICA with you. FAQs can also be accessed by visiting [www.picagroup.com/covid-19](http://www.picagroup.com/covid-19)

**Question/Scenario:** What is the liability for complications that arise during the pandemic?

Example: Patient who was deemed as non-urgent (history of calluses but generally a controlled diabetic with mild neuropathic symptoms). The patient was taken off the schedule to be called when things return to "normal" but then developed some sort of complication (ulcer, etc.) that lead to hospitalization/amputation.

**Response:** Ultimately, it is the practice's responsibility to determine what patients may fall into an acute healthcare situation and those who would not. The practice can close the office if they feel their patients are not in need of immediate ongoing treatment that might be detrimental to the patient's recovery. If they determine that they are closing, they need to contact the patients on the schedule and reschedule the appointments. However, the patients under acute conditions or post-surgical care, who could suffer from not being seen, either can be evaluated on a one-on-one basis and be seen or instructed to go to an urgent care or hospital if the condition needs immediate evaluation and treatment. *Your staff should be communicating with patients that they need to call if their callus/wound changes or go to an urgent care/hospital. This should be documented in the notes. Telehealth/Telemedicine can be used to check in with the patient, if possible.*

**Questions:** How are we handling consents for telehealth services? Is documenting in the chart note "Patient consented to telehealth services" enough? How would we get patients to actually sign a consent (many elderly patients wouldn't have the technology or ability to do so)? I have seen the PICA telemedicine consent but if they did not sign when they came in before COVID-19, how do we get it signed?

**Responses:** Option 1: Email a copy of the consent form to the patient (download a sample form here) and ask them to print it, sign it, and either scan it and email it back or take a picture with their phone and send it back as an email attachment or via text message. Copies of the email and or text communications should be entered into the medical record. If they are unable to print it, have them reply to the email stating that they have read the consent form and agree to treatment via telehealth/telemedicine.

Option 2: Take a picture of the consent form, send it to the patient via text message, and ask them to reply with a confirmation that they read the consent form and agree to treatment via telehealth/telemedicine. Copies of the text communications should be entered into the medical record. Even if option 1 or 2 were completed, you should still do a verbal consent at the beginning of the visit and document that it was completed.

# *Short on CMEs due to meeting cancelations?*



THERE ARE MANY ONLINE  
OPTIONS



FIND OUT HOW MANY YOU CAN  
EARN ONLINE IN YOUR STATE

• STATES THAT ALLOW 100% ONLINE

State	Cycle	Credits	Credits/yr	Online	Online %	Next Renewal	Info
Alaska	2	20	25	20	100%	12/31/2020	Info
Alabama	1	12	12	12	100%	10/31/2020	Info
Arizona	1	20	20	20	100%	04/30/2020	Info
California	2	20	25	20	100%	01/01/2020	Info
Colorado	1	10	10	10	100%	03/31/2020	Info
Delaware	2	32	16	32	100%	06/30/2020	Info
Hawaii	2	40	20	40	100%	01/31/2020	Info
Indiana	2	20	15	20	100%	06/30/2021	Info
Kansas	2	24	12	24	100%	10/31/2021	Info
Louisiana	1	20	20	20	100%	--	Info
Massachusetts	2	20	15	20	100%	12/31/2021	Info
Maine	2	25	12.5	25	100%	06/30/2021	Info
Michigan	2	150	50	150	100%	03/01/2021	Info
Mississippi	2	40	20	40	100%	06/30/2020	Info
North Dakota	1	20	20	20	100%	12/31/2020	Info
New Jersey	2	100	50	100	100%	10/31/2021	Info
New Mexico	1	14	14	14	100%	01/01/2020	Info
Nevada	2	20	25	20	100%	10/31/2020	Info
Ohio	2	100	50	100	100%	--	Info
Oregon	2	40	20	40	100%	12/31/2021	Info
Rhode Island	1	15	15	15	100%	09/30/2020	Info
South Dakota	2	20	15	20	100%	06/30/2021	Info
Utah	2	40	20	40	100%	09/30/2020	Info
Virginia	2	40	20	40	100%	--	Info
Vermont	2	20	15	20	100%	11/30/2020	Info
Wisconsin	2	20	25	20	100%	10/31/2020	Info
West Virginia	2	20	25	20	100%	04/30/2021	Info
Wyoming	2	40	20	40	100%	07/01/2021	Info

## States that allow CME's 100% online

Source: PRESENT e-Learning

<https://podiatry.com/State-Online-Podiatry-CME-Laws>

Be sure to check with your individual state licensing board for confirmation.

• STATES THAT LIMIT CME EARNED ONLINE

State	Cycle	Credits	Credits/yr	Online	Online %	Next Renewal	Info
Arizona	1	25	25	10	40%	06/30/2020	Info
Connecticut	0	0	0	0	0%	00/00/0000	Info
D.C.	2	20	25	25	50%	03/31/2020	Info
Florida	2	40	20	3	20%	05/31/2020	Info
Georgia	2	50	25	10	20%	05/31/2021	Info
Iowa	2	40	20	10	25%	06/30/2020	Info
Idaho	1	12	12	5	50%	--	Info
Illinois	2	100	50	20	50%	01/31/2021	Info
Kentucky	1	20	20	5	25%	06/30/2020	Info
Maryland	2	20	25	25	50%	12/01/2021	Info
Minnesota	2	40	20	3	20%	06/30/2021	Info
Missouri	2	24-50	12-25	5-12	24-25%	02/28/2020	Info
Montana	3	75	25	0	0%	--	Info
North Carolina	1	25	25	5	20%	06/30/2020	Info
Nebraska	2	45	24	14	33%	04/01/2020	Info
New Hampshire	2	40	20	10	25%	06/30/2020	Info
New York	3	50	16.5	25	50%	--	Info
Oklahoma	2	60	30	10	16%	06/30/2020	Info
Pennsylvania	2	50	25	10	20%	12/31/2020	Info
Puerto Rico	3	45	15		0%	--	--
South Carolina	2	24	12	12	50%	12/31/2021	Info
Tennessee	1	15	15	5	33%	06/30/2020	Info
Texas	2	50	25	20	40%	11/01/2020	Info
Washington	2	100	50	20	20%	00/00/0000	Info

## States that limit CME earned online

Source: PRESENT e-Learning

<https://podiatry.com/State-Online-Podiatry-CME-Laws>

Be sure to check with your individual state licensing board for confirmation.

## Ohio Foot & Ankle Medical Association (OHFAMA)

Cindy was scheduled to lecture at this well-known state meeting. Rather than cancel the meeting, OHFAMA decided to make it available virtually!

You can earn up to **23 credits online** during this 3-day event!

**May 14-16, 2020**

Cindy was able to secure a **discount** for her audience (nationwide) to register and attend all online sessions (in addition to APMA and early bird discounts).

Physicians **receive \$30 off** the registration cost and  
Assistants **receive \$10 off** the registration cost.

You must use the PPA Promo codes...



Physicians use code PPA2020

Assistants use code Assistants2020

Follow these steps to register and take advantage:

1) Navigate to the OHFAMA conference page by visiting the ohfama.org home page, then click on the Annual Seminar more information link

Or follow this link:

[http://www.ohfama.org/aws/OHFAMA/pt/sp/annual\\_seminar](http://www.ohfama.org/aws/OHFAMA/pt/sp/annual_seminar)

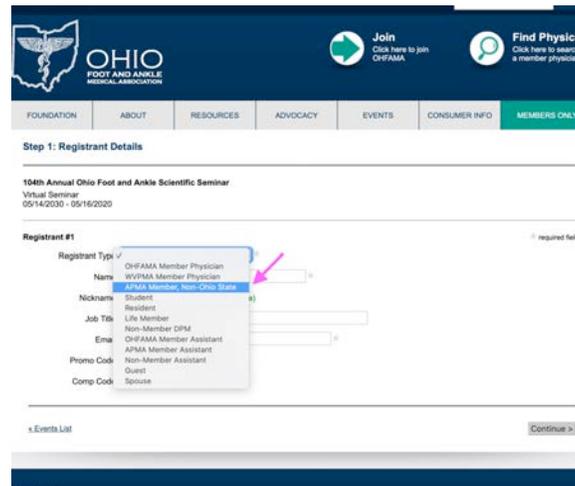
2) Then, click on the text [“Please follow this link to register for the Physicians or Assistants Program online”](#)

3) Create a new user

4) After you create your account, select registrant type [“APMA Member, Non-Ohio State”](#)



Take a picture of this slide for your reference!



## OHFAMA Discount Registration Continued...

5) Fill in your information and use PROMO Code: PPA2020 to receive an additional \$30 along with APMA and early bird discounts

6) Click Continue

7) Confirm your APMA out of state registration in the drop-down box, check to agree to the terms and then select each session you would like to attend online

8) On the next screen, check to make sure that your \$30 PPA and early bird discounts have been applied

OHIO FOOT AND ANKLE MEDICAL SOCIETY

FOUNDATION ABOUT RESOURCES ADVOCACY EVENTS CONSUMER INFO MEMBERS ONLY

Step 1: Registrant Details

164th Annual Ohio Foot and Ankle Scientific Seminar  
Virtual Seminar  
05/14/2020 - 05/16/2020

Registrant #1  required field

Registrant Type  APMA Member, Non-Ohio State

Name

Nickname

Job Title  PHYSICIAN/OWNER

Email  bestdoctor@xyz.com

Phone Code  PPA2020  978.543.1234

Camp Code  978.543.1234

Events List

OHIO FOOT AND ANKLE MEDICAL SOCIETY

FOUNDATION ABOUT RESOURCES ADVOCACY EVENTS CONSUMER INFO MEMBERS ONLY

Step 2: Registration Choices

164th Annual Ohio Foot and Ankle Scientific Seminar  
Virtual Seminar  
05/14/2020 - 05/16/2020

Registrant #1: Best Podiatrist Type: APMA Member, Non-Ohio State

Early Bird rates will be applied at checkout

APMA Member Registration - Out of State

This seminar is a Virtual Seminar Only

Virtual Meeting Details Registrants will attend the seminar virtually, that will give the registrant the ability to watch the seminar from their home or office. Registrants will sign into the session that they prefer at the start time and complete an evaluation at the end. Each session will be streamed so physicians may earn up to 20 CME/CE for the seminar depending on what is attended. The seminar will not be recorded, and registrants will need to participate during the live presentation in order to receive continuing education credit. Complete virtual seminar details will be sent to registrants via email on the night and other seminar information. There will be a virtual seminar hall and those details will be sent to registrants the week of the seminar.

Check here to indicate you have read and agree to the terms outlined above.

SEMINAR REGISTRATION: PLEASE CHECK ALL THAT APPLY

May 14, 2020 - Thursday

- 7:30AM - 10:00AM - Opioid Prescribing, Pain management and Alternatives to Narcotics [Details](#)
- 8:00AM - 9:30AM - Breakout Session: Improving Patient Care While Avoiding Physician Burnout; Necessary Changes to Succeed in Private Practice [Details](#)
- 10:00AM - 11:30AM - Breakout Session - APMA Coding and Documentation [Details](#)
- 10:30AM - 11:30AM - Rounds that KIR - APMA Regional Lecture Series [Details](#)
- Thursday Lunch and Learn - 11:30AM - 1:00PM [Details](#)

Please select Thursday PM session 1:00 - 3:00PM

- 3:30PM - 5:30PM - FICA Risk Management Lecture [Details](#)

OHIO FOOT AND ANKLE MEDICAL SOCIETY

FOUNDATION ABOUT RESOURCES ADVOCACY EVENTS CONSUMER INFO MEMBERS ONLY

Step 3: Registration Summary

164th Annual Ohio Foot and Ankle Scientific Seminar  
Virtual Seminar  
05/14/2020 - 05/16/2020

Registration Summary

Be sure to review all information carefully. Click "Modify" if you need to make changes.

Best Podiatrist / PHYSICIAN/OWNER  
YOUR PRACTICE NAME HERE

APMA Member Registration  
7:30AM - 10:00AM - Opioid Prescribing, Pain management and Alternatives to Narcotics  
8:00AM - 9:30AM - Breakout Session: Improving Patient Care While Avoiding Physician Burnout; Necessary Changes to Succeed in Private Practice  
10:00AM - 11:30AM - Breakout Session - APMA Coding and Documentation  
10:30AM - 11:30AM - Rounds that KIR - APMA Regional Lecture Series  
Thursday Lunch and Learn - 11:30AM - 1:00PM  
- Email: bestdoctor@xyz.com  
- Phone Code: PPA2020

Early Bird Discount	\$30.00
\$30 Discount Of Physician Registration	\$30.00
<b>APMA Member, Non-Ohio State Total</b>	<b>\$285.00</b>
<b>TOTAL</b>	<b>\$285.00</b>

Date Received: 04/11/2020

Take a picture of this slide for your reference!

## OHFAMA Discount Registration Continued...

Note: You can also register staff members with your account by selecting APMA Member Assistant and filling in the information along with PROMO Code: ASSISTANTS2020

For your staff registration, check to agree to terms and then select which day(s) you would like them to attend online.

### 9) Complete checkout

FOUNDATION ABOUT RESOURCES ADVOCACY EVENTS CONSUMER INFO MEMBERS ONLY

Step 1: Registrant Details

104th Annual Ohio Foot and Ankle Scientific Seminar  
Virtual Seminar  
05/14/2020 - 05/16/2020

Registrant #1 required field

The Registrant you are trying to access has been removed from this Registration.  
To add a new Registrant, click the 'Register Another Person' button on the bottom of the next screen.

Registrant Type: APMA Member Assistant

Name: Katherin Assistant

Nickname: Kathy (for name badge)

Job Title: Podiatric Assistant

Email: ma@bestdoctorever.com

Promo Code: ASSISTANTS2020 [What's This?](#)

Comp Code: [What's This?](#)

[Events List](#) [Continue >](#)

Take a picture of this slide for your reference!

FOUNDATION ABOUT RESOURCES ADVOCACY EVENTS CONSUMER INFO MEMBERS ONLY

Step 2: Registration Choices

104th Annual Ohio Foot and Ankle Scientific Seminar  
Virtual Seminar  
05/14/2020 - 05/16/2020

Registrant #1: Katherin Assistant Type: APMA Member Assistant

**This seminar is a Virtual Seminar Only**  
Virtual Meeting Details Registrants will attend the seminar virtually, that will give the registrant the ability to watch the seminar from their home or office. Registrants will sign into the session that they prefer at the start time and complete an evaluation at the end. Each session will be streamed so assistants may earn up to 14.5 CME hours for the seminar depending on what is attended. The seminar will not be recorded, and registrants will need to participate during the live presentations in order to receive continuing education credit. Complete virtual seminar details will be sent in early May with instructions on how to login, and other seminar information. There will be a virtual exhibit hall and those details will be sent to registrants the week of the seminar.

Check here to indicate you have read and agree to the terms outlined above.

Early Bird rates will be applied at checkout

Thursday ONLY - Member Assistant Registration: May 14, 2020 (\$110.00) [Details >](#)

Friday ONLY - Member Assistant Registration: May 15, 2020 (\$110.00) [Details >](#)

Thursday and Friday - Member Assistant Registration - May 14 - 15, 2020 (\$185.00) [Details >](#)



## HHS Deposits (Round Two)

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Round two of HHS deposits (from Optum Bank with the description HHSPAYMENT) began on Friday the 17<sup>th</sup>.

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PLEASE DO NOT PANIC IF YOU HAVEN'T RECEIVED A DEPOSIT.

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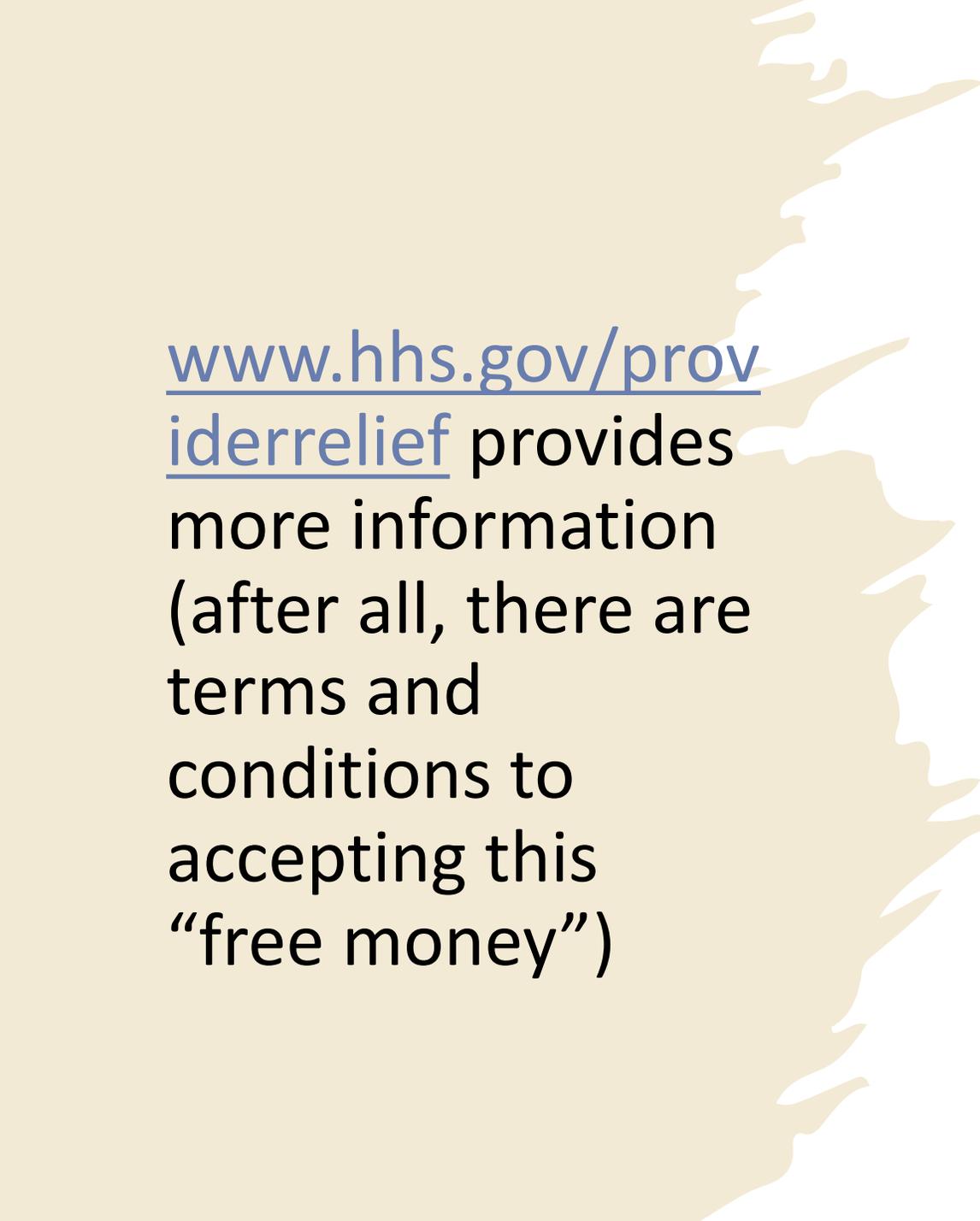
Contact information is available  
[hhs.gov/providerrelief.com](https://hhs.gov/providerrelief.com)

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YOU DO NOT APPLY FOR THIS MONEY, IT IS A "GRANT"

## *The Attestation Portal is Open*

HHS' payment of this initial tranche of funds is conditioned on the healthcare provider's acceptance of the [Terms and Conditions - PDF](#), which acceptance must occur within 30 days of receipt of payment. Not returning the payment within 30 days of receipt will be viewed as acceptance of the Terms and Conditions, the provider must do the following: contact HHS within 30 days of receipt of payment and then remit the full payment to HHS as instructed. The [CARES Act Provider Relief Fund Payment Attestation Portal](#)  will guide providers through the attestation process to accept or reject the funds.



[www.hhs.gov/providerrelief](https://www.hhs.gov/providerrelief) provides more information (after all, there are terms and conditions to accepting this “free money”)

- This quick dispersal of funds will provide relief to both providers in areas heavily impacted by the COVID-19 pandemic and those providers who are struggling to keep their doors open due to healthy patients delaying care and cancelled elective services.
- If you ceased operation as a result of the COVID-19 pandemic, you are still eligible to receive funds so long as you provided diagnoses, testing, or care for individuals with possible or actual cases of COVID-19. Care does not have to be specific to treating COVID-19. HHS broadly views every patient as a possible case of COVID-19.



PPP and EIDL  
are closed. . .  
Now what?

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The SBA announced on April 16 that they will no longer be accepting new applications for the [Paycheck Protection Program](#) and the [Economic Injury Disaster Loan](#). After two weeks of fulfilling requests from hundreds of thousands of business owners across the country, the relief funds have run dry. The PPP is expected to re-open at some point, and it's possible the EIDL may be replenished as well.

These funds aren't actually gone, it just looks like that on "paper"

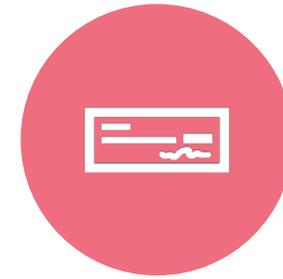
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Details on loan forgiveness should be finalized in the next 30 days\*

*What you  
should do now  
if you did not  
apply yet*



GET YOUR 2019  
BOOKKEEPING AND  
TAXES COMPLETED



PRE-APPLY FOR THE  
PAYCHECK PROTECTION  
PROGRAM



EXPLORE ALTERNATIVE  
FUNDING

- Most businesses have gladly taken advantage of the 90-day tax filing deferral to July 15, 2020. However, getting your taxes filed will give you the official documentation you need to get approved for the PPP and EIDL if they're reopened. And in order to fill out an accurate tax return, you'll need 2019 bookkeeping completed.
- So if you want to position yourself to be ready if the PPP or EIDL reopens, the best thing you can do today is to get your bookkeeping and taxes taken care of.



**Get your 2019  
bookkeeping and  
taxes completed**



## *Pre-apply for the PPP*

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It's estimated that there are 800,000+ applications waiting to be processed once the PPP opens up again.

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If you want to be first in line once the PPP opens so get your application in order today and submitting it to a PPP lender.

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Right now, that's a little tricky since many lenders have stopped accepting applications, and the official SBA Lender Match page is currently displaying no lenders.

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Reach out to the financial institutions you're already a member of first to see if they're participating. After that, reach out other community banks or check out online lenders that are taking applications

# *The Save Small Business Fund*



The [Save Small Business fund](#) is a grant made available by the U.S. Chamber of Commerce and supporting partner companies. It provides \$5,000 to small businesses with 3–20 employees.



\$5,000 grant



Applications opened today April 20, 2020 at 12PM PDT



Requires W-9 form



Your business must be located in an economically vulnerable community. \*You can enter your business's zip code on the site to see if you qualify. <https://savesmallbusiness.com>

# SEE IF YOUR BUSINESS QUALIFIES

Enter the zip code associated with your business (as listed on your W9 Form) to see if you are eligible

**CHECK**

Your zip code qualifies

## TO QUALIFY YOU MUST

- Employ between 3 and 20 people
- Be located in an economically vulnerable community
- Have been harmed financially by the COVID-19 pandemic

## SEE IF YOUR BUSINESS QUALIFIES

Enter the zip code associated with your business (as listed on your W9 Form) to see if you are eligible

**CHECK**

Unfortunately, your zip code does not qualify



## *The employee retention tax credit*

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You can be eligible for payroll tax credits if you keep your employees on payroll, if you paid COVID-19-related sick leave for employees, or if you had to suspend operations.

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[More information: Employee Retention Credits: A Simple Guide \(COVID-19\)](#)

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These tax credits can significantly lower your tax bill.

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However, you cannot qualify for these tax credits if you're also applying for the [Paycheck Protection Program](#).

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Relief is available for qualified wages paid after March 12, 2020, and before January 1, 2021.

## *Other options:*

### The Express Bridge Loan

- You can borrow up to \$25,000 for disaster-related purposes from a lender you have an existing banking relationship with. More information: [The Express Bridge Loan Pilot Program \(A Simple Guide\)](#)

### Support from large businesses

- Many large companies have stepped up with resources and funding for small businesses affected by COVID-19.

Facebook is providing cash grants and ad credit to small businesses with 2–50 employees.

- Applications will be open to cities on a rolling basis. Visit the site to see if it's open for your city
- Must be a for-profit company that has been in business for over a year
- <https://www.facebook.com/business/boost/grants>

# *State by State Help*

Example: Michigan

- SBA Economic Injury Disaster Loans: The U.S. Small Business Administration (SBA) has made Economic Injury Disaster Loans available in all 50 states. No matter where you live in the country, you can apply to borrow up to \$2 million to keep your business running.
- Small Business Relief Loans: Loans from [\\$50,000 - \\$200,000 with a 0.25% interest rate](#) for businesses that have experienced significant hardships. The loan can be used to cover working capital expenses like payroll, rent, and utilities.

<https://bench.co/blog/operations/sba-disaster-loan/>



*Open Discussion*

# Thank you for joining and keep watching for emails

“Extra Extras” will be sent as frequently as possible with helpful tips and information. These are also archived in the Extra Extra tab of [www.pinnaclepa.com](http://www.pinnaclepa.com)

Stay tuned and stay safe. . .

Visit [www.pinnaclepa.com](http://www.pinnaclepa.com) for more information

