



# **3 Key Trends About Health Insurance Coverage & *We Answer Your Questions***

# Trend 1: Affordability & Access

**Higher Premiums**

**Up Average 20-30%**

**Higher Deductibles**

**Higher Co-Insurance**



# Lowest Out-of-Pocket Cost Guarantee

**Patients Will ALWAYS Be Offered the Option to Buy Direct from GURU at the Lowest Prices Allowed by Manufacturers**



# Aggressive About Affordability

- **Lowest Out-of-Pocket Cost Guarantee**



COMPRESSION  
**CARE**



# Aggressive About Affordability

- **Lowest Out-of-Pocket Cost Guarantee**
- **Payment Plans**



# Aggressive About Affordability

- **Lowest Out-of-Pocket Cost Guarantee**
- **Payment Plans**
- **Cost Assistance Program**



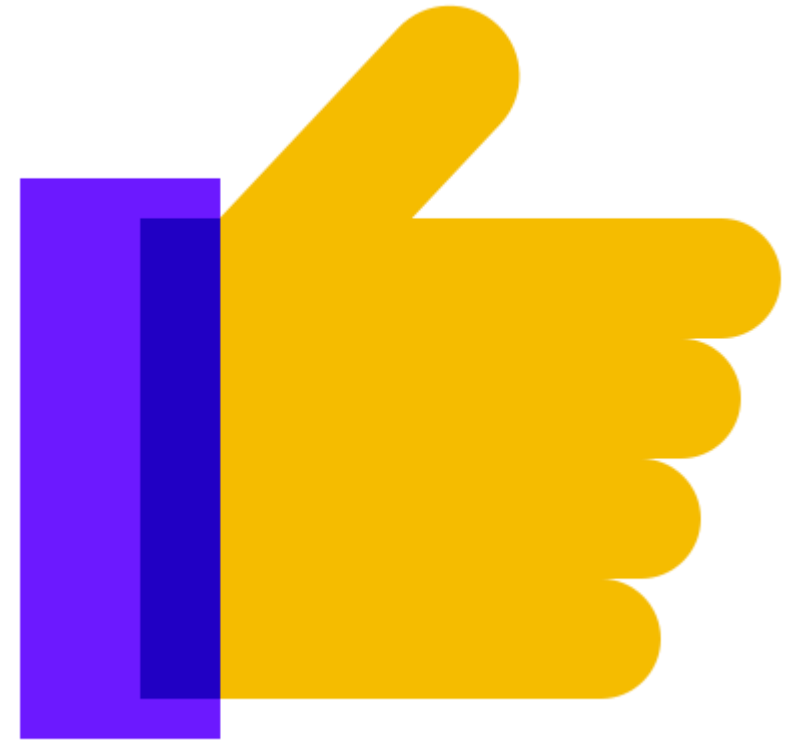
# Trend 2: Rapid Round

**Lots of Little Things it  
Helps to Know in a  
Fast-Changing Space**



# Yes, Add a Silicone Band

**Silicone Band is the  
Most Common Garment  
Accessory, and it Now  
Has It's Own Code  
STARTING APRIL 1st**



# Yes, Medicare Advantage

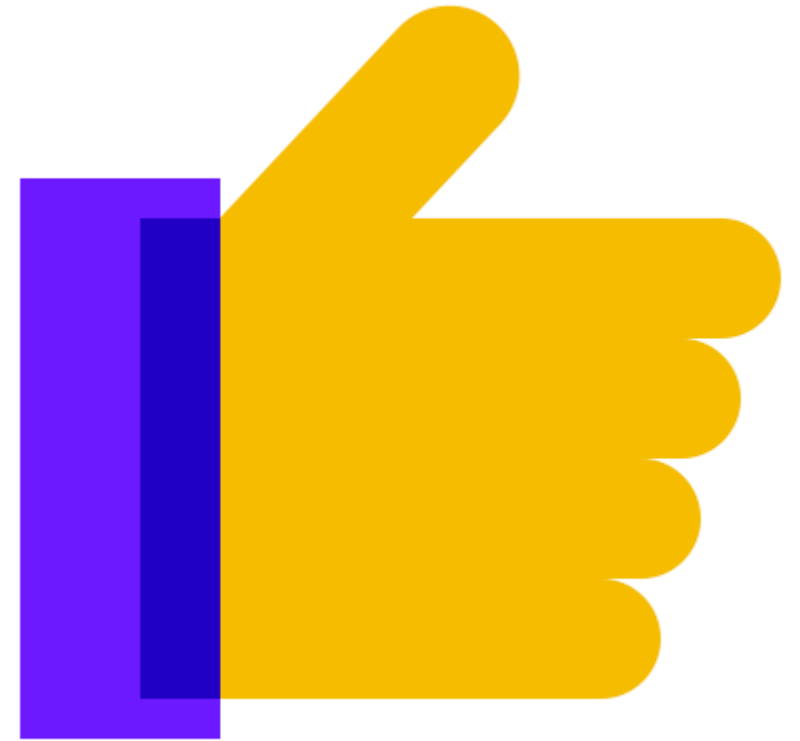
**We Now Accept Almost  
All Medicare Advantage  
Plans EXCEPT “Dual  
Medicaid” Versions,  
Which are State-Specific**

**Including  
United  
Healthcare**



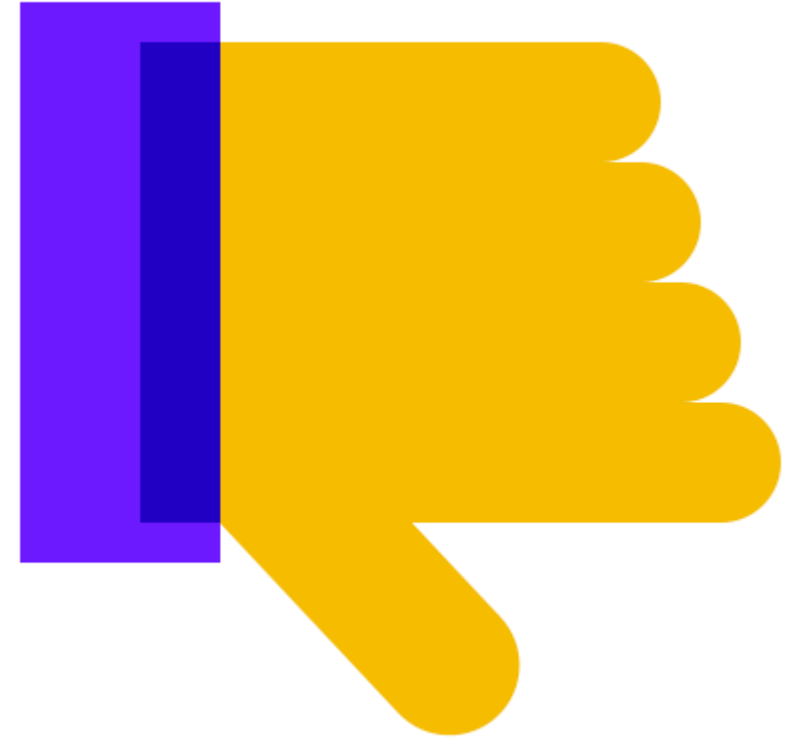
# Yes, Velcro Wraps

**Velcro Wraps Default as a Day Garment, But Can Be Ordered as a Night Garment with a Pad or Swell Spot**



# United Healthcare

**Most Commercial Plans  
Still Not Covering  
Compression Garments**  
Lots of Behind the Scenes  
Effort Here



# Yes, Care Coordination Network

**When We're Not In-Network,  
We'll Make Sure the Patient  
Referral Gets to Another  
Billing Partner Who Is**

*"If In Doubt, Send It Out"*



# Trend 3: Outcome of Medicare Audits

**Initial Medicare Audits of the New Compression Codes Have Revealed Flaws in Our Historical Approach as an Industry**



# New, Higher Documentation Standard



**Our Entire Industry is  
Now Being Held to a  
New, Higher  
Documentation  
Standard**

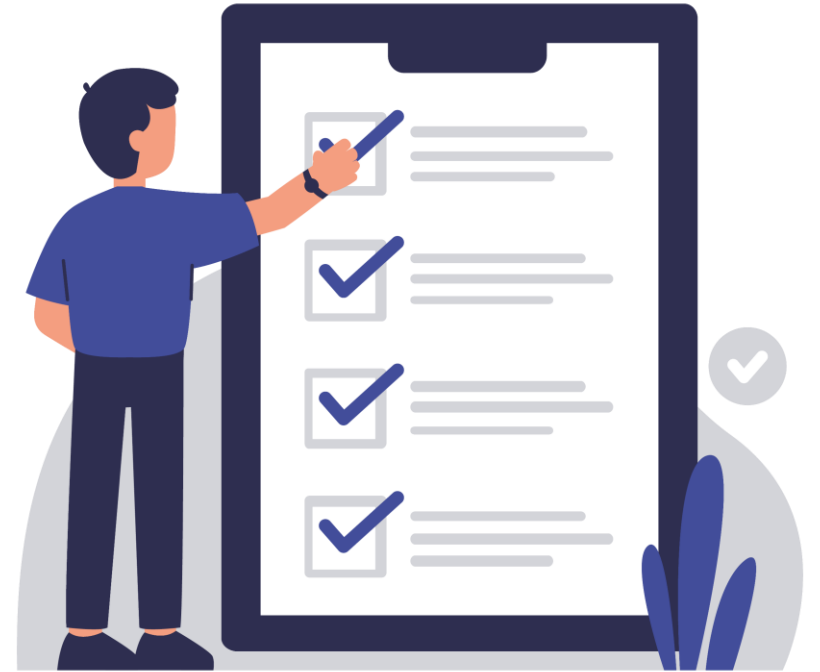


# Diagnosis Codes



**Dx Must Now Appear:**

- **Your Plan of Care**
- **Rx**
- **Referring Physician's Office Notes**

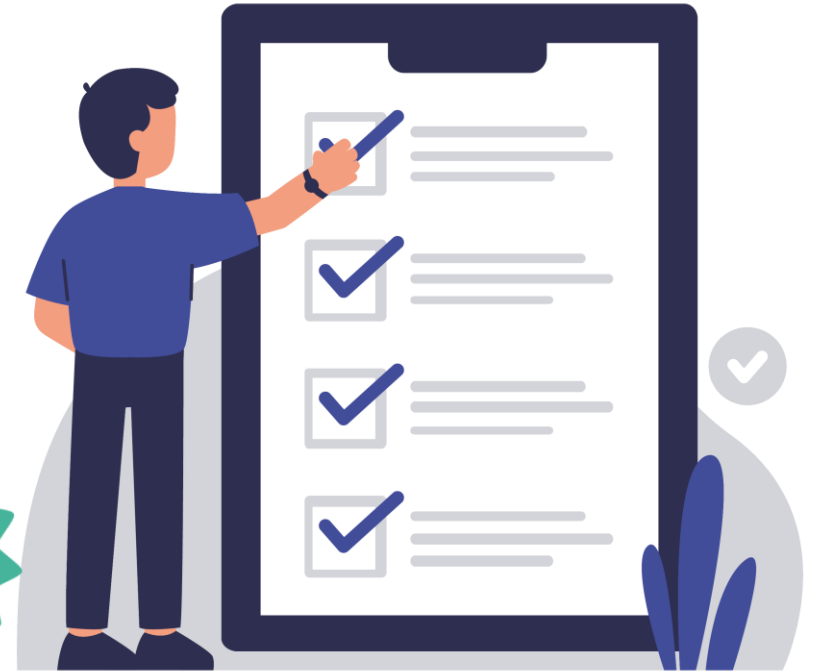


# Justification of Modifications



## POC Must Document:

- Justification of Custom Garments
- Justification of Accessories

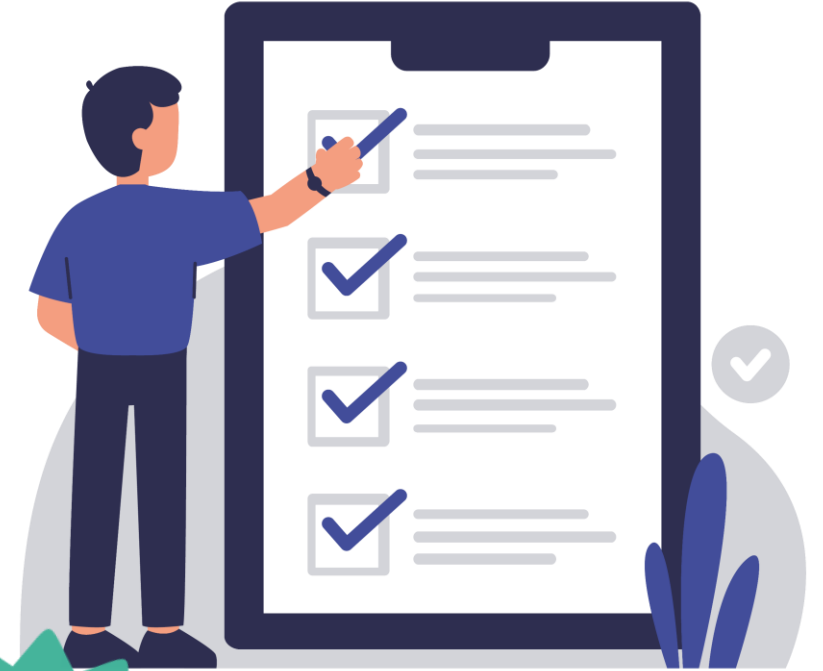


# More Paperwork



## Referring Physician Must Now Provide:

- **Rx**
- **Office Notes WITH Dx**

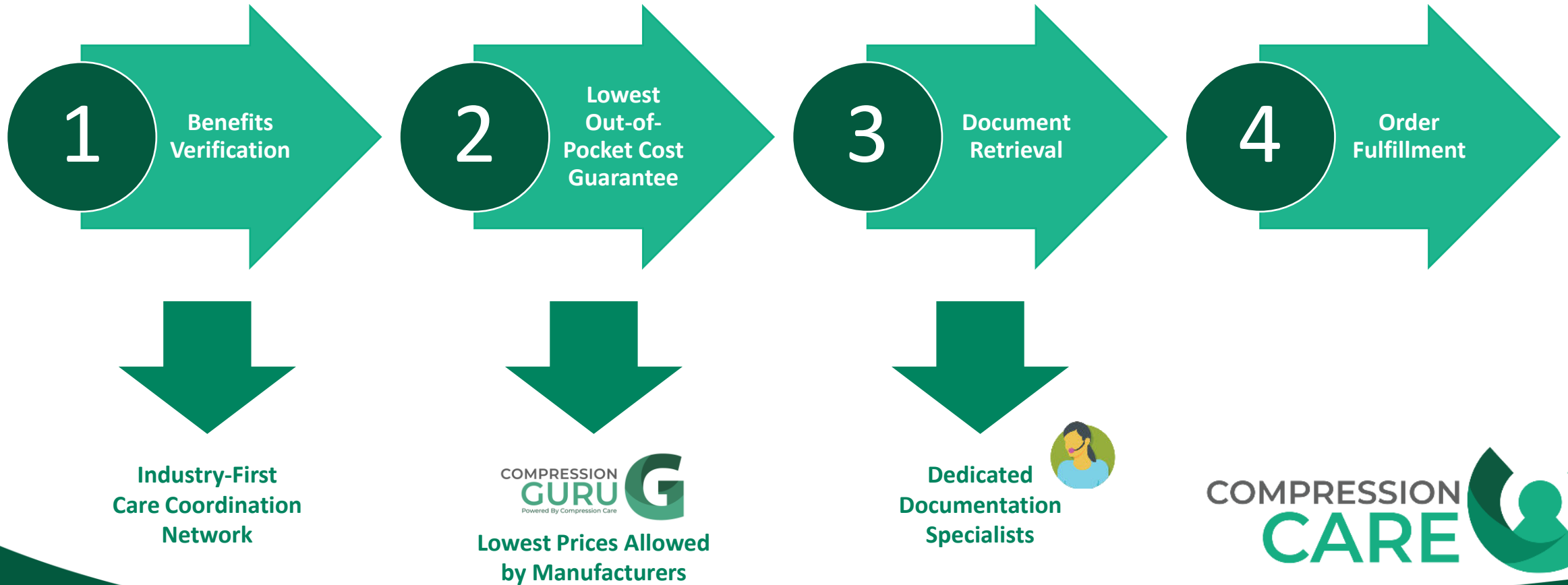


# What's Forthcoming About This

**The New Compression Dealer Alliance is Developing a Unified Response to Provide You with Consistent Guidance**



# Owning More of the Process



# We Value Your Feedback

Control Over the Things Important to You  
**Make the Rest Simpler**



Got an Idea to Help Us Improve?



How Can We Save You More Time?



Plug In With Our Team!



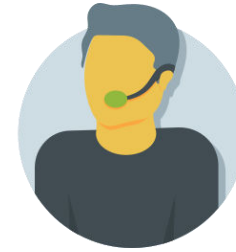
# More Information

We're Here to Help  
**The Support Team  
Has Expanded**

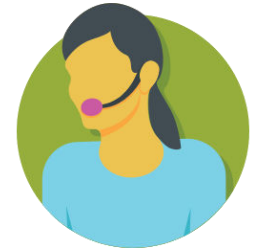
**(615) 583-2273**

**Support@CompressionCare.com**

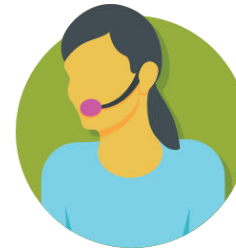
**CompressionCare.com**



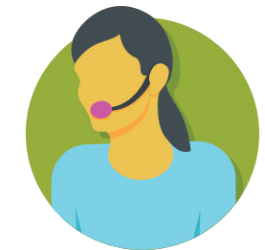
Ross



Rebecca



Reba



Madeline



# More Information

How to Access More Resources  
**Big Day of Training**

