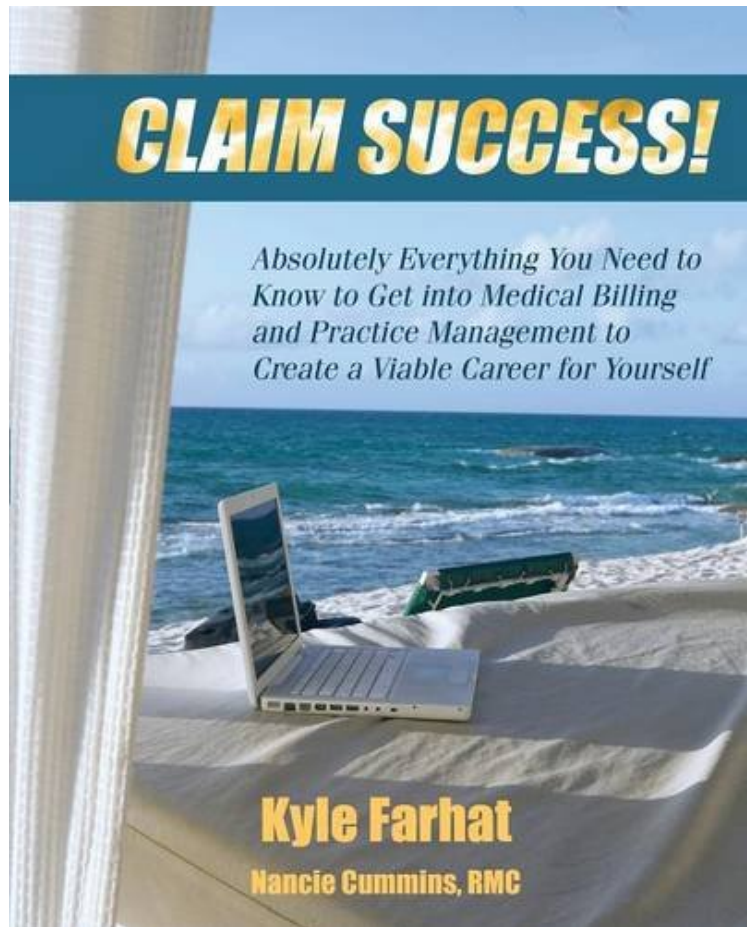


[Read free] Claim Success! Absolutely Everything You Need to Know to Start a Successful Medical Billing Business and Create a Viable Career for Yourself

Claim Success! Absolutely Everything You Need to Know to Start a Successful Medical Billing Business and Create a Viable Career for Yourself

Kyle Farhat, Nancie Cummins
*audiobook | *ebooks | Download PDF | ePub | DOC*



DOWNLOAD



READ ONLINE

#2313639 in Books Wheatmark 2008-03-15Original language:EnglishPDF # 1 9.25 x .54 x 7.52l, .98 #File Name: 1587369761256 pages | File size: 22.Mb

Kyle Farhat, Nancie Cummins : Claim Success! Absolutely Everything You Need to Know to Start a Successful Medical Billing Business and Create a Viable Career for Yourself before purchasing it in order to gage whether or not it would be worth my time, and all praised Claim Success! Absolutely Everything You Need to Know to Start a Successful Medical Billing Business and Create a Viable Career for Yourself:

Claim Success! Absolutely Everything You Need to Know to Start a Successful Medical Billing Business and Create a Viable Career for Yourself If you've been seeking accurate, reliable, and practical information about starting a medical

billing business, this book is the very first - and perhaps only book you'll want to read. Claim Success! is written to provide entrepreneurs, business professionals, and anyone exploring medical billing as a potential career, with completely up-to-date, comprehensive information about everything you need to know to decide if running a medical billing and practice management company is a good business for you. More in-depth, forthright, and accurate than any other book on the market about this business, Claim Success! goes into extensive detail about every aspect of launching a successful medical billing company. You can learn about all the types of health insurance and how each one works; the inner workings of doctors offices and the types of financial problems doctors encounter that lead to a need to hire professional billers; the trends in the medical industry regarding electronic claims, electronic medical records, and other advancements that are challenging medical practices of all sizes. You will see why doctors are experiencing problems with insurance companies and what tactics they increasingly resort to in order to run their practices more efficiently and profitably. The meat of Claim Success! deals with helping you decide if this is a business for you, and if so, how to get your company off the ground. The chapters go into more detail than you will find anywhere else. You'll learn: How to start your business, Seven methods of conducting marketing campaigns to attract doctors to your services, How to conduct a formal sales meeting with a prospective doctor, What to say and not to say to win the contract, How to close a sale that gets you the business. and more!. Once you have clients, the book does not leave you cold and dry. It explains: How to set up your office so you can be effective in your business, How to use medical billing software, How to select a clearinghouse, How to file electronic and paper claims, and how to price your services. Claim Success! also goes into great detail about eight additional profitable services you can sell to doctors to make your billing service a one-stop shop that fulfills the many needs that medical offices have, including electronic fund transfer, digital archiving, and even software sales. Finally, the book also explains how you can set yourself up to sell the most advanced software that doctors must soon transition to using, Electronic Medical Records. Claim Success! is the most authoritative book you can find about this industry. It contains extensive, down-to-earth, practical information about medical billing for today's competitive business world. The book is written in clear, straightforward manner, without glorifying the profession or hyping the ease of success, as so many medical billing books do. If you want to feel like you didn't waste your time reading fluff and that you received highly accurate, detailed information that helps you make a good business decision for yourself about starting a medical billing business, Claim Success! is worth every penny of your research investment.