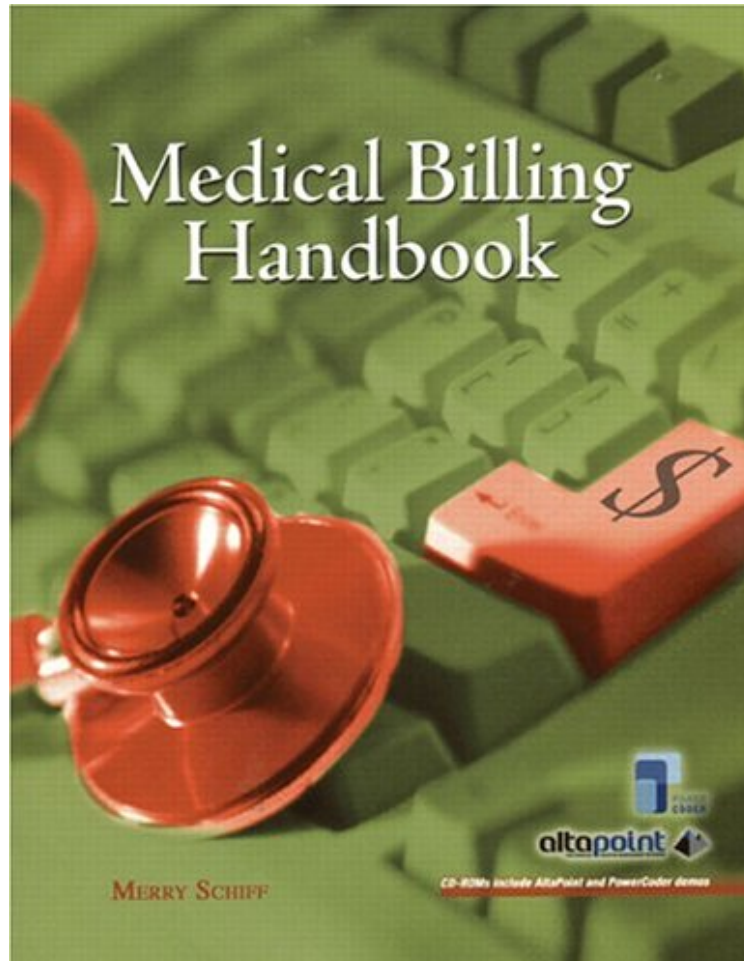


(Mobile book) The Medical Billing Handbook

# The Medical Billing Handbook

*Merry Schiff*

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**Merry Schiff : The Medical Billing Handbook** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Medical Billing Handbook:

Written by the founder and Executive Director of the National Electronic Billers Association (NEBA), the largest medical billing organization in the country, this book is a comprehensive and authoritative overview of medical billing as a business. This resource is a comprehensive overview to medical billing- what you need to know and how to get started when building your own medical billing business. Topics include: how to use medical billing software, gaining medical offices as accounts, maintaining relationships with your accounts, and much more. Anyone interested in going in to their own business as a medical biller.

From the Back Cover  
The Only Resource You'll Need  
Everything you need to know about Medical Billing and Insurance in one easy place! Renowned teaching professional, Merry Schiff, makes the intricate world of billing and coding easy to understand. Includes: Hundreds of tips from Medical Billing Professionals PowerCoder demo - a practice coding software that helps you easily apply your new knowledge AltaPoint demo provides another practice tool A chapter on running your own business  
About the Author  
Merry Schiff, C.H.R.S. Certified Healthcare Reimbursement Specialist  
Founder and Executive Director NEBA  
Merry Schiff is a Certified Healthcare Reimbursement Specialist and is the Founder and Executive Director of the National Electronic Billers Alliance (NEBA). She has been in the medical billing business for over 40 years. Early in her career, there were no electronic claims, few medical insurance companies, dental insurance did not exist, and no one had heard of the words "managed care." Over the years, the medical billing field has grown and changed exponentially. As a medical reimbursement specialist, Merry has been installing computer systems for medical and dental providers since 1978. For two years in the mid-1980s, she was IBM's only authorized installer for its medical software. She has helped design several medical claims packages and has been selling and training in this specific market for many years. Many people were entering into the medical billing business, and once they had completed their training, they were lost as to how to make the transition to a successful business. Ongoing support was lacking and people did not succeed. NEBA was founded by Merry in 1996 to assist people who were entering the medical billing industry or who were currently working in the field. NEBA offers certification examinations for both medical billers and HIPAA, and offers the business expertise to those who are starting up their own businesses and need help establishing business and financial goals.  
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Back in the 1970s, I was a single young mother with four children, working many hours to help take care of my family. Health care had always been an interest of mine and becoming a nurse or a social worker would take, in my mind, too much time, so I got involved in the financial management of the medical office. I figured that if I could show a physician how to bring in more money, that I could "make it" as a medical biller and consultant. However, I needed to work from home, and very few people were doing that in those days. I bit the bullet and started my business and admitted to people that were interested in my services that I was "working from home." My business grew very rapidly and still, years later, there were very few people "working from home." Then, all of a sudden, medical billing became a popular business, especially for moms and dads who wanted to stay home with their children. With the experience that I had setting up my own business, I decided to help others learn from my experiences, and so I started training others in this field. As managed care plans started to overtake the health care industry, there seemed so much more need for outsourcing the medical billing functions of a medical practice. We soon found out that managed care produced MORE paperwork. Then, in 1992, the government agency that handled Medicare at that time announced that all physicians had to submit all Medicare claims for their patients. The choice to do this or not to do this was no longer going to be left up to the physician. What came from this decision was MUCH MORE paperwork, and many more jobs for people to work in offices. At this time also, many healthcare providers started to think of taking all of this paperwork and outsourcing this to others who could handle this better than the overwhelmed staff. And so, a new business was started, one that has continued to grow over the years. Medical billing has continued to be a big business nearly 20 years later. This book is for the person who wants to be trained so that he can work in a medical office, or for the entrepreneur who wants to set up her own medical billing business. Whatever venture you choose, please be aware that this industry changes very rapidly, and that your biggest responsibility will be to keep updated with the latest information.