

5 THINGS YOU CAN DO THIS WEEK TO IMPROVE YOUR REVENUE CYCLE

Quick wins for therapy clinic owners who want faster collections and fewer denials, starting now.

01 PULL YOUR DENIAL RATE

Log in to your billing software and discover your denial rate from the last 90 days. If you can't locate that number, that's your first problem to solve. You can't manage what you can't measure. The industry standard for therapy practices is under 6%. Anything above that is recoverable revenue walking out the door.



AUDIT YOUR A/R AGING REPORT

02

Look at everything over 60 days. Claims sitting past 60 days are at serious risk of never getting paid. Pick the top five oldest unpaid claims and personally verify that someone is actively working them. If you can't find out who owns each one, your follow-up process has a gap.

03 VERIFY ELIGIBILITY CONSISTENTLY

Ask your front desk staff how they currently verify insurance eligibility. If the answer is anything other than "before the patient arrives," or "at check-in," or "right away," you're submitting claims that are likely to come back denied. A five-minute eligibility check right away saves hours of rework afterward.



HAVE ONE HONEST CONVERSATION WITH YOUR BILLING STAFF

04

Ask them directly: what's the one part of your billing process that feels broken or behind? Billing staff almost always know where the problems are, they just aren't always asked. You might learn something actionable in ten minutes that's been costing you money for months.

05 CALCULATE WHAT IN- HOUSE BILLING IS ACTUALLY COSTING YOU

Take the fully-loaded cost of your billing staff, salary, benefits, software, and training, and divide it by your total monthly collections. That's your effective billing cost percentage. Then compare it to what an outside billing company would charge. Most clinic owners who do this math are surprised by the result.



These five steps won't fix everything, but they'll tell you exactly where to focus. If what you find raises more questions than answers, that's worth a conversation.

Powerhouse Billing works with therapy clinic owners who want honest answers about their revenue cycle. No pressure, no obligation, just clarity.

Ready to talk? Visit powerhousebilling.com or call 308-646-0002.