



# Twenty-five Practice Improving Tricks You Can Do Right Now!

S1206

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# Faculty Disclosure Information

I have the following financial relationships with the manufacturer(s) of any commercial product(s) and/or provider(s) of commercial services discussed in this CME activity:

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I will give a balanced presentation using the best available evidence to support my conclusions and recommendations.

I **do not** intend to discuss an unapproved/investigative use of a commercial product/device in my presentation.



# Learning Objectives

At the conclusion of the presentation, participants should be able to:

1. Identify immediate and achievable changes for practice improvement.
2. Use practice management tools to craft their own practice styles.
3. Experience decreased frustration, better practice satisfaction, and decreased potential burnout.



# Immunization Billing



# Fix Your Pricing





# Check Your Financial Vitals

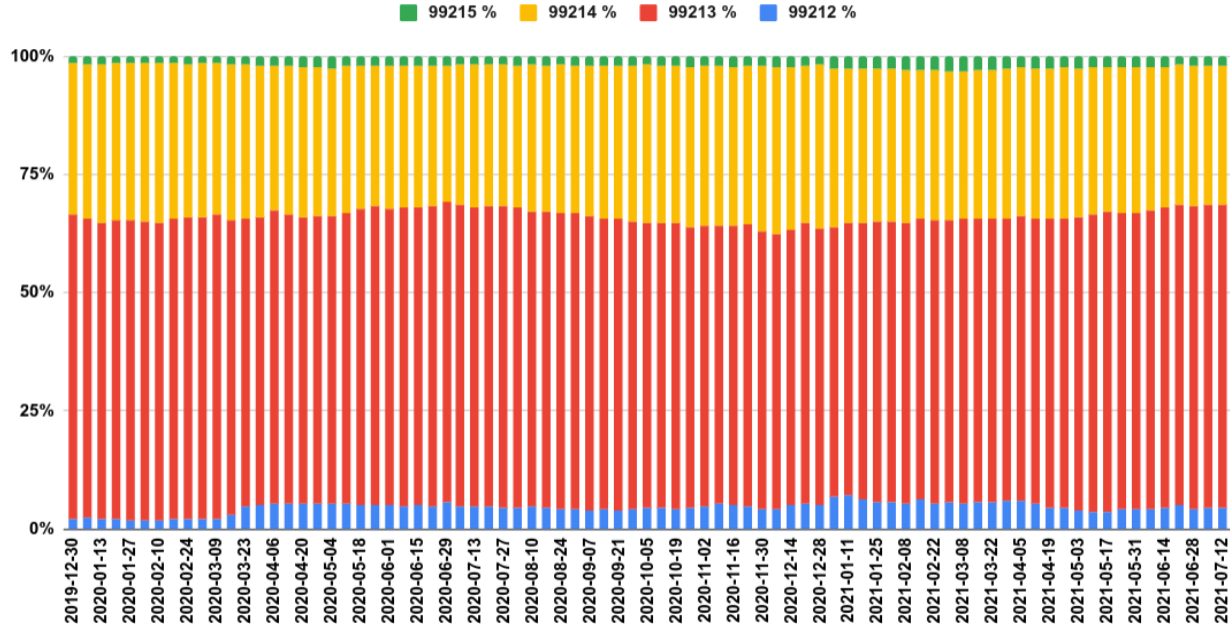


# Mission, Vision, and Values



# Master 2021 E&M Changes

Pediatric E&M Distribution





# Supersize Your Visits



Recall! Recall! Recall!

**RECALL**

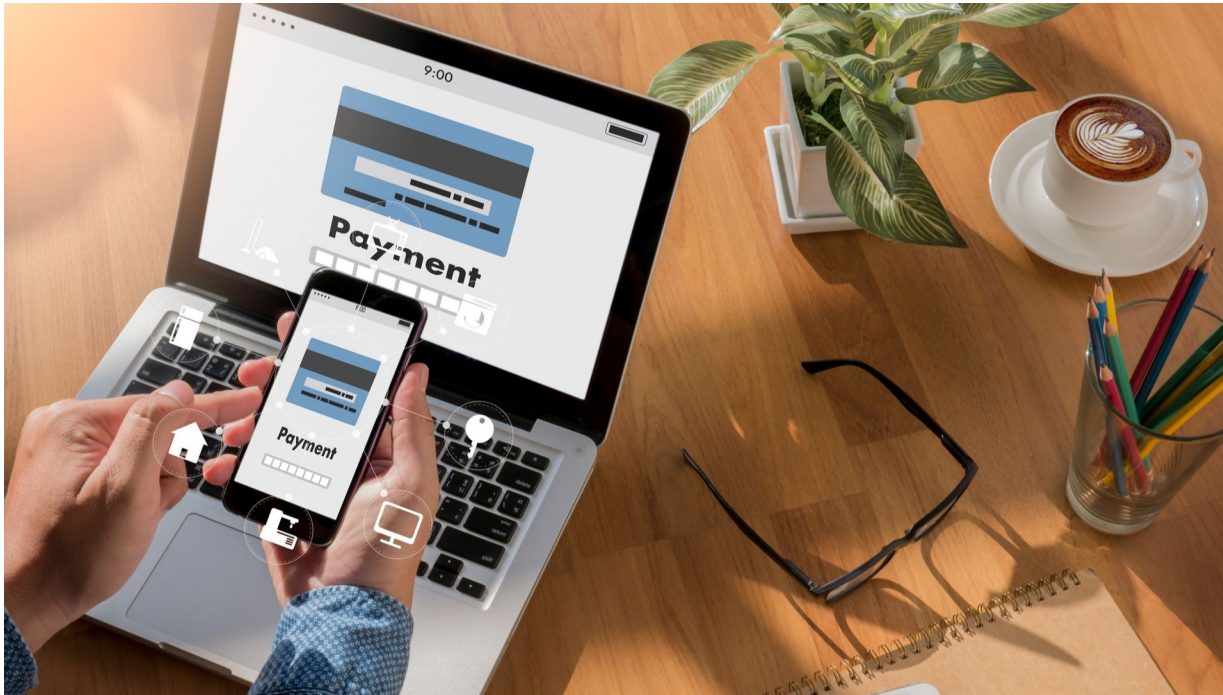


# Are The Right People On The Bus?





# Automate Payments



# Invest In Yourself





# Examine Your Schedule



# Feather Your Nest



# Delegate

Every year, do more of what you love and less of what you don't.

- Katrina Skinner, MD  
katrina@womeninpediatrics.com



# Create Your Practice Management Calendar





# Check Your Clinical Vitals





# Bright Futures

American Academy of Pediatrics  
DEDICATED TO THE HEALTH OF ALL CHILDREN™

## Recommendations for Preventive Pediatric Health Care

Bright Futures/American Academy of Pediatrics



Each child and family is unique; therefore, these Recommendations for Preventive Pediatric Health Care are designed for the care of children who are receiving competent parenting, have no manifestations of any important health problems, and are growing and developing in a satisfactory fashion. Developmental, psychosocial, and chronic disease issues for children and adolescents may require frequent counseling and treatment visits separate from preventive care visits. Additional visits also may become necessary if circumstances suggest variations from normal. These recommendations represent a consensus by the American Academy of Pediatrics (AAP) and Bright Futures. The AAP continues to emphasize the great importance of continuity of care in comprehensive health supervision and the need to avoid fragmentation of care.

Refer to the specific guidance by age as listed in the *Bright Futures Guidelines* (Hagan, JF, Shaw, JS, Duncan, PM, eds. *Bright Futures: Guidelines for Health Supervision of Infants, Children, and Adolescents*. 4th ed. American Academy of Pediatrics, 2017).  
The recommendations in this statement do not indicate an exclusive course of treatment or serve as a standard of medical care. Variations, taking into account individual circumstances, may be appropriate.  
The Bright Futures/American Academy of Pediatrics Recommendations for Preventive Pediatric Health Care are updated annually.

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AGE <sup>1</sup>	INFANCY								EARLY CHILDHOOD							MIDDLE CHILDHOOD										ADOLESCENCE								
	Prenatal <sup>2</sup>	Newborn <sup>3</sup>	3-5 d <sup>4</sup>	By 1 mo	2 mo	4 mo	6 mo	9 mo	12 mo	15 mo	18 mo	24 mo	30 mo	3 y	4 y	5 y	6 y	7 y	8 y	9 y	10 y	11 y	12 y	13 y	14 y	15 y	16 y	17 y	18 y	19 y	20 y	21 y		
<b>HISTORY</b>	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
<b>MEASUREMENTS</b>																																		
Initial/Interval	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Length/Height and Weight <sup>5</sup>	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Head Circumference	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Weight for Length	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Body Mass Index <sup>6</sup>																																		
Blood Pressure <sup>6</sup>	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	
<b>SENSORY SCREENING</b>																																		
Vision <sup>7</sup>	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Hearing	● <sup>8</sup>	●	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→		
<b>DEVELOPMENTAL BEHAVIORAL HEALTH</b>																																		
Developmental Screening <sup>9</sup>																																		
Autism Spectrum Disorder Screening <sup>10</sup>																																		
Developmental Surveillance	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Psychosocial/Behavioral Assessment <sup>11</sup>	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Tobacco, Alcohol, or Drug Use Assessment <sup>12</sup>																																		
Depression Screening <sup>13</sup>																																		
Maternal Depression Screening <sup>14</sup>																																		
<b>PHYSICAL EXAMINATION<sup>15</sup></b>	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
<b>PROCEDURES<sup>16</sup></b>																																		
Newborn Blood	● <sup>17</sup>	● <sup>18</sup>	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→	→		
Newborn Bilirubin <sup>19</sup>	●	●																																
Critical Congenital Heart Defect <sup>20</sup>	●	●																																
Immunization <sup>21</sup>	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Anemia <sup>22</sup>					★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	
Lead <sup>23</sup>					★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	
Tuberculosis <sup>24</sup>				★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	
Dyslipidemia <sup>25</sup>																																		
Sexually Transmitted Infection <sup>26</sup>																																		
HPV <sup>27</sup>																																		
Hepatitis C Virus Infection <sup>28</sup>																																		
Cervical Dysplasia <sup>29</sup>																																		
<b>ORAL HEALTH<sup>30</sup></b>																																		
Fluoride Varnish <sup>31</sup>																																		
Fluoride Supplementation <sup>32</sup>																																		
<b>ANTICIPATORY GUIDANCE</b>	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	

# Spread Information



# Leverage Technology





# Visit A Colleague



# Own Your Brand





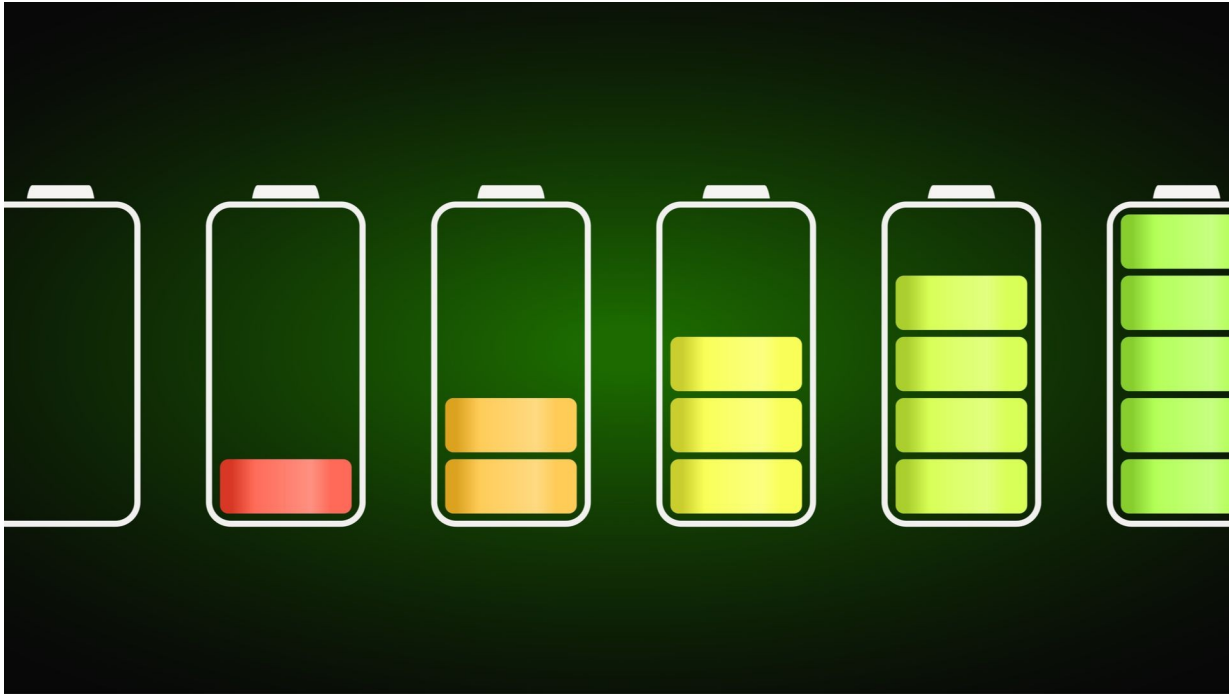
# Invest In Your Staff



# Employed Clinicians



# Protect Yourself



# Disaster Preparation



# Join SOAPM





# Changes you may wish to make in practice:

1. You have 25+ tips here (with many more sub-tips). Pick one, pick two. Execute.
2. If the list is overwhelming, just grab the first thing that you think you can work on and go from there.
3. If nothing else...join SOAPM and reach out to some friends. You're not alone!



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