



# **CodingTrainer.com**

**An employer once asked' "What if I train them and they LEAVE? And we answered, "What if you DON'T train them, and they STAY?**

**If you are a manager or above, we have all been there. No one wants to expend the time, money and effort to train staff, and then have them leave. But lets look at it another way. Hopefully the staff you hired did not come to you totally uneducated, otherwise you would not have hired them. So we know already that you want educated staff.**

**Now that we have settled that issue, re-read the above statement about not training staff and having them stay. In this compliance driven environment, you cannot afford to have non-certified coders performing your coding work for you. It could turn out to be the most expensive decision you make.**

**Ask yourself these questions:**

**How much money did you lose last year because of incorrectly coded claims? How do you know?**

**How many claims were submitted that contained upcoding errors? How do you know?**

**How many claims were submitted that contained undercoding? Undercoding is considered fraudulent billing also. How do you know?**

**Could you withstand a commercial or government audit of your coding?**

**Are you willing to bet the practice on it.**

**Read what the Office of Inspector General has to say about training coding and billing staff –**

**<http://www.codingtrainer.com/oigtrain.pdf>**