



Chiropractic Associates of Minnesota, LLC

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www.camn.us

MEMBER NEWSLETTER

MAY 2008

“Building Change in Minnesota”

NETWORK GROWTH: This past week I have had the opportunity to speak to a number of doctors in Minnesota about CAMN. Two of the questions that I am frequently asked are, “How many doctors do you need in the network before you start contacting the larger payers / health plans?” and “Are you talking to the larger payers / health plans yet?” My response is that we are making plans to start contacting the larger payers and health plans but we still need more doctors in the network before we do so. We are close to having 150 members in the network at this time so the network development is going slower than we would have liked, mainly due to doctors being leery about another chiropractic network coming into MN. However, we feel that with our increased name recognition and with the doctors in MN becoming more educated about the managed care industry and unfortunately, more frustrated with the current networks, we are going to continue to grow the network to the size we need to in order to become a player in the market. We feel that we need to be at the 300 member level and growing before we can start making contacts with the big payers/health plans.

So, if you know of other doctors that would be good additions to our network and would be interested in helping to Build Change in Minnesota, tell them the first step is to apply to join the network. I will tell you this though, if every doctor that said they were going to join actually took the little amount of time it takes to complete the credentialing application that is available on our website (www.camn.us) and filled it out, we would probably have a network of 250-300 doctors right now. Remind them that the doctors in SD made a decision. They decided the current state of affairs was not good and wasn't going to change unless they changed the way they thought about the situation they were in. **THE SOONER WE ESTABLISH AN ADEQUATE NETWORK THE SOONER WE CAN START “BUILDING CHANGE!”**

OWNERSHIP OPPORTUNITIES: CAMN is organized as a limited liability company which allows member doctors to become owners. As of May 15th, CAMN members have now purchased 170 (17%) of the 980 membership units that are available. I want thank all of the members that have made the decision to become involved financially with CAMN. I also want to remind all CAMN members that once all of the membership units are purchased there won't be any more available. If you are interested in becoming an owner and decision maker please contact Jeff Smith – Executive Director at 1-800-658-2214 or via e-mail at jsmith@casd.us.

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CAMN QUARTERLY BUSINESS PARTNER
PRODUCT & SERVICE UPDATE
May 2008

Center for Diagnostic Imaging (CDI) brings you the most comprehensive chiropractic diagnostic and therapeutic imaging services in Minnesota, including x-ray, Open Upright MRI, High-field, Shortbore MRI (1.5T and 3T), and Diagnostic Injections and Pain Management procedures, among other services at CDI's outpatient imaging centers in the Twin Cities. Working together, our goal is to ensure your patients receive the right exam, at the right time, with accurate results.

For more information or for a list of the CDI facilities in Minnesota go to our website at www.cdi-rad.com

eProvider Solutions A True Partner in Claims Processing.

eProvider Solutions offers providers a way to increase their office productivity and cash flow with real time claim management solutions that meet mandated HIPAA compliance. **eClaims** is an all payer solution that submits and tracks each claim's status related messages from initial transmission to final payment in a true paperless format. This program eliminates the need for paper reports and allows you to work your claims in an organized manner completely on screen. You can select claims by a number of criteria, including claim status, provider, payer, subscriber, filing dates, batch and dollar amounts. Once sorted, it is easy to select a claim and instantly check the current status and see every response message that applies to it. Go to www.eprovidersolutions.com to find out more or call 605-323-0800 to schedule a demonstration today!

The Orthotic Group provides practitioners and their patients with innovative solutions for foot care. THE ORTHOTIC GROUP (TOG) was founded in 1985 as a professional services company dedicated to the needs of health care professionals and their patients. From the most advanced assessment tools such as GaitScan™ to custom-made orthotics and footwear, TOG provides innovative design, quality products and custom comfort. For more information go to www.theorthoticgroup.com or call 1-800-551-3008.