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DON SELF

Speaking Engagements

- ◆ Texas Osteopathic Medical Association - 17 years speaking/exhibiting annual and semi-annual conventions - Coding, E&M Documentation, Medicare & Collections
- ◆ American College of Family Physicians (Texas) - 14 years speaking/exhibiting annual and semi-annual conventions - Coding, E&M Documentation, HIPAA, Medicare & Collections
- ◆ American Osteopathic Medical Association – 4 years speaking at annual conventions
- ◆ University of Texas Health Science Center, Fort Worth, TX, Tyler, TX, Houston, TX - Multiple Engagements - Coding, Medicare & Collections
- ◆ Professional Association of Health Care Office Managers, Pensacola, FL - Annual conventions and several chapter conferences –
- ◆ Columbia Hospital System - Multiple Speaking Engagements - Medical Group Management Association, Medical Administrators of Texas - Accounts Receivable Control and Medicare Coding
- ◆ Professional Association of Healthcare Coding Specialists – Key Note
- ◆ Baylor College of Medicine, Houston, TX - Several Engagements –
- ◆ Shannon Hospital System, San Angelo, TX - Multiple Engagements –
- ◆ McVey & Associates Inc., San Rafael, CA, Medicare & Coding Seminars
- ◆ American Medical Billing Association, Key Note Speaker Annual Convention
- ◆ New Mexico Osteopathic Medical Association
- ◆ Mississippi Osteopathic Medical Association
- ◆ Florida Osteopathic Medical Association & ACOFP
- ◆ Oklahoma Osteopathic Medical Association
- ◆ Pennsylvania Osteopathic Medical Association
- ◆ Osteopathic Physicians & Surgeons of Oregon
- ◆ Minnesota Osteopathic Medical Society
- ◆ Instructor Medical Office Management - Tyler Junior College, Tyler, TX
- ◆ Texas American College of Family Physicians

Professional Affiliations

- ◆ Professional Association of Health Care Office Managers, Pensacola, FL
- ◆ Medicare Part B Listserv, United Communications Group, Rockville, MD
- ◆ American Medical Billing Association, Las Vegas, NV
- ◆ Professional Association of Healthcare Coding Specialists

Summary of qualifications

- 1988 - Present Don Self & Associates, Inc Whitehouse, TX
CEO, Principal & Consultant
- Reviewed Coding, Billing and Charge Patterns of more than 835 physicians
 - Seminar Leader for more than 40 seminars on coding per year
 - Processed thousands of insurance claims to third party carriers
 - Managed Accounts Receivable for 7 physician offices
 - Published Professional Newsletter to thousands of physicians on coding/collections for 11 years
 - Published Magazine articles to more than 200,000 physician offices monthly in several magazines
 - Maintain web site on coding, collections and Medicare

	<ul style="list-style-type: none"> ▪ Processed thousands of patients statements for physicians ▪ Certified Consultant on Chronic Migraine & IBS-D treatment
Professional experience	<p>1984 - 1987 Control-o-fax Business Systems Waterloo, IA</p> <p>Accounts Receivable Manager</p> <ul style="list-style-type: none"> ▪ Designed, sold & serviced Pegboard Accounting System to physicians/clinics ▪ Sold and serviced billing software to physicians/clinics ▪ Taught seminars on Accounts Receivable to physicians/clinics & office staff
Publications	<ul style="list-style-type: none"> ◆ Texas D.O., published by the Texas Osteopathic Medical Association, Austin, Texas for 16 years ◆ Geriatrics magazine, published by Advanstar Publications, Cincinnati, OH Medicare Matters column for past 11 years ◆ Self's Tips and Tidings monthly newsletter, published by Don Self & Associates, Inc., Whitehouse, TX for 14 years ◆ Contributory articles/quotes - Medical Office Manager, bi-monthly magazine, published by Professional Association of Health Care Office Managers, Pensacola, FL ◆ Contributory articles/quotes published, Part B News, Decision Health, Rockville, MD ◆ Contributory articles published by the Oklahoma Osteopathic Medical Association, Oklahoma City, OK ◆ Contributory articles published by the Academy of Dermatology Assistants and Managers, Oakland, CA ◆ Contributory articles published by Codingline.com, a division of LOJON, LLC to the American Association of Podiatry ◆ Contributory articles published by Coding 911 in their specialty publications separately distributed to Family Physicians, Internists, Cardiologists and Gastroenterologists
Services Offered	<ul style="list-style-type: none"> ◆ Consulting for physicians, hospitals & groups in areas of reimbursement ◆ Seminars and educational workshops for physicians, staff, coders, collectors and claims personnel ◆ Claims filing for physicians and hospitals needing electronic claims services ◆ Articles, monthly columns or interviews for medical business publications ◆ Sales of E&M Documentation Slide-rules (more than 23,000 sold so far) ◆ Sales and training on all diagnostic equipment used by primary care ◆ Sales and training on all clinical lab equipment used by primary care
Objectives	<p>My objectives in dealing with Medical Office Professionals are threefold:</p> <ol style="list-style-type: none"> 1. Help the professional to legally and ethically optimize reimbursements from patients, third party carriers and Medicare intermediaries. 2. Assist professionals in coding, documentation and charge patterns to help them avoid costly and time consuming audits from Medicare, the Office of Inspector General and Dept of Justice. 3. Assist the physicians & office staff to find ways to HELP patients that are not being helped by others through use of approved diagnostic and therapeutic services approved by insurance payers for payment
Guarantee	<p>When dealing with office based primary care physicians, our guarantee is that we will help them increase their annual practice net profits by at least \$100,000.00 or the client doesn't pay us.</p>

References

Mike Holder, D.O., Phoenix, AZ (602) 866-9458 "Don has helped us increase our income by more than \$200,000.00 per year"

Jeff Lindenbaum, D.O., Yardley, PA (267) 503-0130 "Don has helped me increase our monthly income by more than \$25,000 per month"

Mike Benavides, D.O., Mesquite, TX (972) 682-5757 "My practice has turned around since your visit"

Tasha Wallace, D.O., Lehigh Acres, FL (239) 369-2903 "My first year in business with his help has allowed me to more than double the revenue of the doctor before me"

David Braunreiter, M.D., Missouri City, FL (281) 499-4011 "I highly recommend Don Self to any primary care office"