## A Guide to Group Visits for Chronic Conditions Affected by Overweight and Obesity

Encourage your patients to eat healthy foods, become more physically active and improve their emotional well-being.







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## Fitness includes three interconnected components: physical activity, healthy eating and emotional well-being





# A Guide to Group Visits for Chronic Conditions Affected by Overweight and Obesity

## Why offer group visits to promote better fitness?

Well-organized group visits provide better access at lower costs. Group visits were identified in the Future of Family Medicine project as one of ten features that have the potential to generate increased revenue.<sup>1</sup>

Research indicates group visits can also provide an improved quality of care and a higher level of patient and physician satisfaction.<sup>2</sup> They empower patients and also the physician and staff. Group visits allow for more time for education and relationship building.

Group visits have proven to be an effective way to improve patients' dietary compliance and intermediate markers for diabetes and coronary artery disease.<sup>3</sup> They've also been shown to improve childhood overweight and inactivity.<sup>4</sup>

Group medical visits for conditions caused or affected by poor fitness habits offer an opportunity to provide patients with accurate information on nutrition, physical activity and emotional well-being. The group format provides an ideal venue for patients with chronic conditions to join together to learn about their diseases and make incremental changes that will improve their health.

#### What are group visits?

There are several models for group medical visits. The Cooperative Health Care Clinic concept, which was developed by Kaiser Colorado, as well as the High Risk Cohort model developed by Masley et al.,<sup>3</sup> are the bases for this guide.

Group visits include a group educational session plus most components of individual visits, including one-on-one medical evaluations conducted by a physician or nurse practitioner. A group visit is NOT a class or a group therapy session.



## Studies of group medical visits have reported:

- Increased patient satisfaction
- · Improved health behaviors
- · Improvement in ADA standards of care
- Improved doctor-patient relationships
- · Reduction in obesity
- Improved quality of life
- · Improved control of mean blood glucose
- Reduction in blood pressure and cholesterol
- Decrease in emergency and urgent care visits
- Decreased referrals to specialists
- Decrease in HbA1c levels
- Better medication compliance
- Increased self-efficacy<sup>5</sup>

### How often should you hold group visits?

Frequency of group visits should be based on the needs of your patients. To effectively monitor changes in physical activity and eating behaviors, you should probably schedule visits at least every six to eight weeks. This will also give you the opportunity to provide positive reinforcement and also appropriately monitor patients with poorly controlled type 2 diabetes<sup>3</sup> and other conditions negatively affected by overweight and obesity. Medicare and some private payers will pay for up to nine group visits for diabetes self-management training in one calendar year. (See Billing for Group Visits on page 12 for more information on billing for diabetes self-management training).

## How much time do you need for a group visit?

- 1 hour to prepare didactic materials and to coordinate with your staff
- 1 hour for chart reviews prior to the visit
- 15 minutes for introductions
- 30 minutes for presentation/interaction
- 30 minutes for two to three nurses/physician assistants to collect data, and for you to meet with patients and document specific plans
- 30 minutes for wrap-up and answering questions

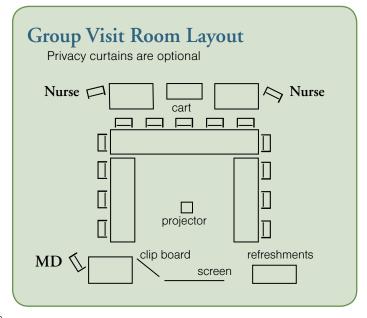
## Preparing for a Group Visit

### Eight to twelve weeks in advance:

- 1. Choose a time and date that suits your audience and staff:
  - · Mid-afternoon for seniors
  - Early evenings for working adults
  - Tuesday, Wednesday and Thursday appear to be the most popular days
  - Saturday mornings work for about a quarter of those willing to participate in group visits
- Meet with your team and administrative/clinical manager to develop an implementation plan delineating roles for staff and providers. Assign responsibilities and determine who will:
  - Develop a recruitment plan (letter, notice in the office, phone calls from receptionist, 1-page flier).
  - Reserve the space for the session. Reserve your room well in advance.
  - Invite outside speakers (if you choose to), such as a dietitian.
- 3. Arrange a back-up clinical coverage plan.

#### One month in advance:

- 1. Create a template to register patients.
- 2. Identify and invite potential participants:
  - Pull diagnosis codes from billing data. You can invite patients with multiple diagnoses, or focus on patients with a specific condition.
  - Empower your staff to enroll patients.
  - · Review pharmacy prescription data.
  - Create an Excel file or a Registry file of patients whose health is negatively affected by being overweight or obese.
  - Write a letter or e-mail to patients encouraging them to schedule an appointment for the group visit (see sample, page 3).



#### Three weeks in advance:

- 1. Call to schedule appointments (see sample, page 3).
- 2. Determine whether you will create a satisfaction survey for the group visit. If yes, ask someone to create.

#### One week in advance:

Have receptionist call to remind patients of their appointment.

- 1. Make plan for/order healthy refreshments.
- 2. Make signs, name tags and sign in sheet.
- 3. Obtain or organize teaching materials for your presentation. You don't have to overdo this part.

#### One or two days in advance:

- 1. Pull and review charts/medical records for those who will be attending.
- 2. Create progress notes. An office nurse can gather the data and the doctor can review the completed progress notes (see sample, page 10).
- 3. Create a list of targets for your patients to achieve.
- 4. Prepare a supply cart. Include:
  - · Name tags for all members and staff
  - · Sign in sheets
  - Agenda outline
  - Calendar
  - Patients' medical records (or computers for EHR systems)
  - · AIM Fitness Inventories
  - · Educational materials
  - Portable blood pressure cuffs (including large size)
  - Stethoscope
  - Syringes, alcohol wipes, Band-Aids<sup>®</sup>, sharps container
  - Radiology request forms
  - Lab request forms
  - Tape, markers, 3 hole punch, pens, pencils
  - Scale
  - BMI calculator
  - · Monofilaments for foot exams

#### Day of event:

 Have at least two medical assistants or other staff arrive early to place signs and set up the room. They should bring cart, a sign-in sheet and refreshments.

#### Sample Script for Recruitment Calls for Group Visits

Hello Mr. Johnson, is offering a group visit in three weeks, and he/she asked me to call and invite you to attend. The group visit is for patients whose medical conditions could be improved through healthy lifestyle changes. The appointment will last about two hours, which will give Dr. \_\_\_\_\_ ample time to review specific changes you might want to make to address your \_\_\_ \_\_\_ feels it would benefit you to attend this session. Would you like me to schedule you for the appointment? Of course you always have the option of continuing to see Dr. \_\_\_\_\_\_ in a one-on-one setting. Attending a group visit will not change this in any way. I also want you to understand that this visit will be charged just like any other doctor's appointment, and the usual co-pays and insurance submission will apply. I also need you to know that since everyone attending this appointment has a medical condition affected by lifestyle behaviors, it's possible that some of your personal health information, such as your diagnosis, could be disclosed during the appointment. Your spouse, or another friend or family member, is welcome to attend this visit with you. We look forward to seeing you. Sample Invitation Letter to Patients I would like to invite you to participate in a new concept in the delivery of medical care. To assist my patients whose health would benefit from better fitness practices, I am scheduling a group medical appointment. Many studies have shown that by participating in a group visit you can markedly increase your success in making lifestyle changes. Of course, you have the option of being seen individually without changing our relationship in any way. Patients who choose to be seen in a group appointment can also continue to be seen individually and may drop out of the group format at any time. Since this is a new concept, we have selected a limited number of patients to participate in this program. By choosing to become a participant you will: • Participate in a two-hour medical visit with me. The group and I will address issues both medical and non-medical that are related to better fitness. • Pay for services, just as you do with any regular office visit. • Keep in mind that it is possible for personal health information to be disclosed at a group visit, such as the diagnosis \_\_\_\_\_ or health problems associated with this condition. You will be asked to sign a HIPAA disclaimer acknowledging this during the visit. Our first group medical appointment will be held on \_\_\_\_\_\_. I plan to have 15-25 patients participate in this group. . The meeting will be held at our office from If you are interested, please reply by calling us at \_\_\_\_ \_\_\_\_\_ until \_\_\_\_\_. Light refreshments will be provided. If you have any questions, please call \_\_\_\_\_\_, at \_\_\_\_\_. I anticipate this session will greatly enhance your ability to make healthy lifestyle changes. To your health,

## Conducting a Group Visit

Have staff greet patients and collect co-payments. Ask patients to write their first names on name tags, find a chair and complete the HIPAA and confidentiality forms and an AIM-HI Fitness Inventory (see samples).

Start the session on time. Begin with a sincere welcome and explain the expectations for confidentiality. Introduce your staff, then ask patients to introduce themselves, giving their first names and a brief overview of why they're there. Introductions shouldn't take more than 15 minutes.

Next, provide educational information on fitness including the health benefits of losing even a small amount of weight. Give tips on how to make practical lifestyle changes, emphasizing a non-diet approach. Explain the benefits of keeping a food and activity journal. Give ideas for healthy foods patients can add to their diets. Talk about the emotional aspects of eating. Ask patients to provide input on when and why they eat. You can find information and handouts at:

- www.americansinmotion.org Click on Patient Education for a variety of resources for patients of all ages.
- www.familydoctor.org Patient education materials in English and Spanish.

You could invite a guest speaker to give a cooking demonstration or talk about nutrition or exercise.

Encourage questions and interaction. To help with interaction, refer questions to the group when possible. The educational portion of the visit should take no longer than 30 minutes. Before your break, explain what's going to happen next.

While patients break for refreshments, begin your individual visits. Have patients meet first with nurses or physician assistants who should:

- Weigh patients, take blood pressure, calculate BMI, etc.
- Give immunizations, flu shots, foot exams, etc.





Patients should advance from the nurses' stations to the doctor's station. Here, you should spend time with each patient to:

- Clarify your assessment (your \_\_\_\_\_\_ is being negatively affected by your weight. I recommend that you make changes to the way you eat and your level of daily activity).
- Discuss a treatment plan including individual selfmanagement goals. Write prescriptions if necessary, including personalized fitness prescriptions (see sample page 9).

Have staff available to schedule appointments for those who have issues outside of the topic of the group visit.

After the break, reconvene the group for a final question and answer session. Thank the attendees for coming and congratulate them on their commitment to better health.

#### Tips for Conducting Group Visits

- You don't need to address your patients in a group any differently than you would normally address them as individuals because:
  - Your patients already like you or they would not be going to you for care. You don't have to be a stand-up comic. Just be yourself.
  - Your patients will value getting to spend much more time with you than they would in a one-on-one visit.
- 2. The more you practice the role of facilitator, the more you will enjoy the group visits and the more your patients will gain from them. Facilitation involves:
  - Fostering questions and discussion.
  - Encouraging patients to answer other patients' questions, when appropriate.
  - Encouraging all patients to participate in discussions, including asking quiet patients to offer their thoughts and questions.
  - Politely correcting patient answers that are incorrect.
     If someone gives an incorrect answer, first thank him
     or her for the input. Then give several patients the
     opportunity to answer the question and stop after one
     gives the right (or nearly right answer). You should
     restate the correct answer in simple language.
  - Periodically quizzing patients about material already covered to test retention and to reinforce important information.
  - Repeating important information to reinforce retention.

### Patient Confidentiality

Although HIPAA doesn't prevent patients from voluntarily discussing personal health information, it's probably a good idea to have patients sign a confidentiality form and HIPAA disclosure form prior to the group medical visit. You should have these reviewed by your compliance officer or legal

counsel before using them. Attach your Notice of Privacy Practices to the form.

You and your staff should not discuss any patient's medical history or conditions with the group as a whole. Patients may choose to share this information on their own.

#### Sample Group Visit Payment and Confidentiality Form

I have read and I agree to the following statements:

- I agree to meet with a group of patients and my doctor. I understand that I have the choice to be seen by my physician in this group or individually.
- I agree to keep all information regarding other patients attending the group visits private and confidential.
- Like any doctor's appointment, I agree to be responsible for the bill and/or co-payment associated with this
  doctor's visit.

### Sample Group Visit HIPAA Notice

During a group visit, it is possible that some of my individually identifiable health information will be disclosed. For example, at a group visit for fitness and related diseases, it might be assumed that everyone attending has a medical condition that could be improved by better fitness habits. I have read and I understand the following statements about my rights:

- I realize that I have the option to be seen individually.
- I understand that I am not required to sign this form to receive health care treatment.
- I understand that discussions may occur regarding individually identifiable health information during a group visit.
- It is possible that the information that is used or disclosed in a group visit may be redisclosed by other participants in the group visit.
- I have been notified of this potential disclosure, and I voluntarily wish to participate in the group visit.

This Group Visit HIPAA Notice Regarding Use and Disclosure supplements the Notice of Privacy Practice originally provided to me, a copy of which is attached.

Signed		
J		
Date	 	 

## AIM Fitness Inventory and Fitness Prescription

The AIM Fitness Inventory captures patients' confidence about their personal fitness. It also provides a snapshot of their readiness to change and desire for help.

Whether a patient is underweight, overweight, suffers from a chronic disease, or even appears to be healthy, he or she should be encouraged to consider choices that will lead to a healthier lifestyle. The AIM Fitness Prescription can help you and your patient create a plan for better fitness.

## How to Use the Fitness Prescription and Fitness Inventory In a Group Visit Setting

- 1. Have the patient fill out the AIM Fitness Inventory before the session starts.
- 2. During the group portion of the visit, after your presentation, give each patient an AIM Fitness Prescription.
- 3. Have the patients refer back to their Fitness Inventory as you ask open ended questions such as "What are you interested in focusing on at this time? Physical activity? Healthy eating? Your emotional well-being?"
- 4. Ask each patient to make a note of one or two small changes they'd like to make. Give examples of realistic, actionable and sustainable changes.
- 5. Allow each patient to fill out the Fitness Prescription in his or her own words. Emphasize that they don't have to have goals in all three areas.
- 6. During your one-on-one time with the patient, review the Prescription, sign it and have the patient sign it as a statement of your mutual commitment to working together.
- Record what was discussed and what was written on the Fitness Prescription including the plan for follow up in the patient's record.
- 8. Keep a copy of the Fitness Inventory with the patient's record. Have the patient complete a new inventory at least once a year.





#### Staff Task Checklist

**BEFORE MEETING** Get sign in sheet. Prepare, post and make copies of agenda. ☐ Make sure charts are available. Review medical records, with progress notes in mind. ☐ Stamp progress note form with group visit stamp. Write or stamp names of attendees on each form. ☐ Bring group visit cart. ☐ Put meeting signs up outside room. Set up tables. Set up refreshments. ■ Notify ancillary staff as appropriate. **AS PATIENTS ARRIVE** ☐ Greet patients; triage for special needs or MD appointment after meeting; answer questions. ☐ Have patients sign in or mark attendance on roster. ☐ Start taking vital signs if time allows. Pass out handouts/forms to patients. **DURING THE MEETING** ■ Look for missing charts if needed. Help with presentation as needed. Book appointments as needed. AFTER THE MEETING ■ Make chart notes on patients who attended. □ Take down meeting signs. ☐ Note "show" or "no show" attendance for follow-up. ☐ Review who needs health maintenance, etc. and make a list for next meeting. ☐ Return completed charts.

☐ Work on coordinating follow-up group visits.

speaker handouts, etc.

Submit coding/billing.

☐ Maintain file of completed attendance rosters and

### AIM Fitness Inventory

Name:			Date:	_
We understand that phy We want to partner with			g are an important part of your he	alth.
			erests and needs in these areas. ( all of them in this office visit.)	Please note: we
How Active Are				
Please select the one c		•		
		ed help to be more active.		
□ I'm ready to get mo □ I'm not sure if I'm re		ke neip. e, but I'm ready to talk aboι	t it	
	-	peing more active at this tin		
		tching TV or videos or on the	computer?	
□ less than 1	□1-2	☐ more than 2		
2) How many times a w	eek do you do yard or h	nouse work or duties on the jo	bb that cause you to work up a sw	reat?
☐ 4 or more	□1-3	☐ Less than 1		
3) How many times a w	eek do you get out for a	a brisk walk of 10 minutes or r	nore?	
☐ 4 or more	□1-3 [	□ Less than 1		
4) How many times a w	eek do you participate i	n sports or an exercise progr	am?	
☐ 4 or more	□1-3	□ Less than 1		
How Happy	or Satisfied Are	Vous		
	ne choice that best des			
	atisfied with my life at			
		e happier and would like h		
		eing happier, but I'm ready		
☐ I'm not intereste	ed in working on my h	appiness or satisfaction at	this time.	
In the last week, ho  ☐ Not at all	w often did poor physic □ Some days	cal or emotional health keep y □ Most days	ou from doing your usual activitie □ Every day	s?
How often does stre ☐ Rarely	ess or depression affec	t your ability to pursue health	/ lifestyle changes? □ All the time	
How many days pe	r week do you participa		or cultural activity that gives you	
emotional strength □ Daily	□ 3-6 days	□ 1-2 days	□None	





Please turn over and complete reverse side.

## AIM Fitness Inventory (page 2)

## How Well Do You Eat?

Please select the one c	hoice that best de	scribes you:					
☐ I'm eating healthy a	t this time.						
☐ I'm ready to make s	ome changes to	eat healthier	and would like	help.			
☐ I'm not sure if I'm re	eady to change th	ne way I eat, I	out I'm ready to	talk abou	t it.		
☐ I'm not interested in	changing the w	ay I eat at this	s time.				
A serving of food is the	amount that would	d fit in the palr	m of your hand.				
1) How many servings c □ 5 or more	of fruits or vegetab □ 3-4	les do you eat □2 or less	each day?				
2) How many servings o □ 3 or more	of whole grains (lik	e whole grain □ □1 or less	bread or cereal, o	oatmeal, br	own rice, etc.)	do you eat each day?	>
3) How many times a w □ 6 or more	eek do you eat lea □3-5	an protein like □2 or less	chicken, turkey, f	ish, tofu or	beans?		
4) How many times a w □1 or less	eek do you eat hiç □2-3	gh fat foods lik	e fried food, past	ries or chip	os?		
5) How many times a w □1 or less	eek do you eat fas □2-3	st food meals o	or snacks?				
6) How much margarine  ☐ very little	e, butter or meat fa □some	t (lard) do you □a lot	use in your cooki	ing or put c	on bread, potate	oes or other vegetabl	es?
7) How many sugary dr □ none	inks (like regular s □1-2	oft drinks, swe	eet tea or fruit flav	ored drink	s) do you drink	k each day?	
8) How many times a w ☐ 3 or less	eek do you eat de □4-6	sserts or othe ☐7 or more	r sweets?				
9) How often do you ea □ Rarely	t when you are no □ Sometimes	t hungry, for e	xample out of ha □ Often		motional reaso ⊐ All the time	ons?	

### AIM Fitness Prescription (front)

Patient name:		<del></del>	Date:/			
	Physical Activity	Healthy Eating	Emoti	onal Well-Being		
Opportunity (What do I want to do?)						
Goal (My target)						
Dose (How much how often)						
Benefits (What's in it for me?)						
Personal Goal(s):						
Next follow-up visit sched	uled for:			For more information visi www.familydoctor.org.		
Physician signature:		TIVILITICALY	ACADEMY OF	A IAA LUP		
Patient signature:		FAMILY P	HYSICIANS	Americans in Motion - Healthy Intervention		

## Your Personalized Fitness Prescription (back)

Just like any other prescription, individuals should know what is being prescribed, why, how to take it and any side effects or warnings. With this in mind, consider these points.
BRAND NAME: Fitness
GENERIC NAMES: Physical activity, healthy eating, emotional well-being
<b>INDICATIONS:</b> Effective for treating low energy, stress and boredom; prevents undesired weight gain; helps manage a healthy weight; helps improve long-term health conditions like high blood pressure or high cholesterol; helps prevent potential chronic health problems like diabetes and heart disease.
<b>BENEFITS:</b> Increased energy, manage or maintain weight, more mindful decision-making, improved eating habits and appetite, better self-image and confidence, improved sense of well-being.
SIDE EFFECTS: Be in charge of your life; feel stronger, healthier and more youthful; have a more positive outlook; find balance in all areas of your life; develop lasting, long-term changes for improved health.
PRECAUTIONS: Talk to your family doctor before making any major changes.
DOSAGE: Start small, increase slowly and repeat often. Adjust to fit your needs.
WARNING: Likely to become habit-forming when used regularly!

Adapted with permission from Am I Hungry? What To Do When Diets Don't Work May M, Galper L and Carr J. 2005 Copyright by Michelle May, MD.

	Progress Note	
Name:	Date:	
Chief Complaint:		
Subjective See AIM-HI Fitness Inventory		
Past Medical History See chart for details	Current Medications See med list for details	
Objective (labs with month/year):  Weight Change since  BMI /  Last monofilament foot exam (date	_	
Recent lipid profile (date /):   TC/HDL /	  or HbA1c (date /):	
Urine microalbumin (date /): Last retinal screening: (date /)		
Smoker?		
New Symptoms?  Assessment (History of present illness  Plan:  Reviewed management of HbA1c.	s, review of systems, exam)	
New Symptoms?  Assessment (History of present illness  Plan:	s, review of systems, exam)	
New Symptoms?  Assessment (History of present illness  Plan:  Reviewed management of HbA1c.	s, review of systems, exam)	
New Symptoms?	s, review of systems, exam)	
New Symptoms?  Assessment (History of present illness  Plan:  Reviewed management of HbA1c.  (New Rx:  (Labs due:	s, review of systems, exam)	
New Symptoms?  Assessment (History of present illness  Plan:  Reviewed management of HbA1c.  (New Rx:  (Labs due:  Encouraged activity.	s, review of systems, exam)	
Plan:  Reviewed management of HbA1c.  (New Rx:  (Labs due:  Encouraged activity.  Encouraged healthier eating.	and side effects.	
Plan:  Reviewed management of HbA1c.  (New Rx:  (Labs due:  Encouraged activity.  Encouraged healthier eating.  Reviewed med options: risks, benefits	and side effects.  f lipids, HTN and proteinuria.	
Plan:  Reviewed management of HbA1c.  (New Rx:  Clabs due:  Encouraged activity.  Encouraged healthier eating.  Reviewed med options: risks, benefits  Discussed targets and management of Provided foot exam.	and side effects.  f lipids, HTN and proteinuria.	

## Addressing Challenging Group Participants

Participant Style	Response Options
The Too-Talkative Person	<ul> <li>Establish norms early. Clarify purpose, process and time limits.</li> <li>Refocus by summarizing the relevant point and move on.</li> <li>Privately spend time listening to person. Praise. Ask for help in getting others involved.</li> <li>Assign a buddy.</li> <li>Don't look at the person. Use body posture to engage or not.</li> <li>Say "I'm not going to call on someone twice until all have had a chance."</li> </ul>
The "Yes, but" Person	<ul> <li>Acknowledge concerns.</li> <li>Recruit. Ask "Has anyone else experienced this situation?"</li> <li>After three "Yes, buts", state the need to move on and offer to talk after group.</li> <li>Remind the person that the intent is to generate ideas, not critique them.</li> </ul>
The Arguer	<ul> <li>Be conscious of your reactions. Keep your temper. Don't let the group get too excited.</li> <li>Recruit. Call on others to contribute.</li> <li>Privately ask the person how they think the group is going and ask for suggestions for improvement.</li> <li>Ask for an information source or for them to share their reference later.</li> <li>Offer to discuss the concern after session.</li> </ul>
The Angry or Hostile Person	<ul> <li>Keep in mind that fighting fire with fire will only escalate the situation.</li> <li>Get on the same physical level, preferably sitting down.</li> <li>Speak in a low quiet voice.</li> <li>Actively listen. Validate perceptions, interpretations and/or emotions when you can.</li> <li>Listen and paraphrase.</li> <li>Disarm. Ask "At this time, what would you like us to do?" or "What would make you happy?"</li> </ul>
The Questioner	<ul> <li>Don't bluff. If you don't know, just say "I don't know, but will find out."</li> <li>Redirect. Say "That's an interesting question. Who would like to respond?"</li> <li>Offer to discuss the question later.</li> <li>Acknowledge "You have lots of good questions that we don't have time to address."</li> </ul>
The Know-It-All	<ul> <li>Limit contributions by not calling on the person.</li> <li>Establish guidelines at the start of the session.</li> <li>Thank the person for positive comments.</li> <li>Evoke the rules of debate: Each person has the right to speak two times on an issue but cannot make a second comment until other members have spoken.</li> </ul>
The Misinformed	<ul> <li>Validate the information. Say "I've heard that as well."</li> <li>Ask "Could you investigate and come back next visit and report on this with sources and how you reached your conclusion?"</li> <li>Provide evidence. Say "My understanding is, based on"</li> </ul>

Adapted by Julie Schirmer, with permission. *Living Well with Chronic Illness Training Manual*. Copyright Stanford University.

## Billing for Group Visit

In most instances, group visits are not specifically covered by Medicare or most private health insurance plans.

However, Masley et al. have been successful in documenting and billing for services performed for individual patients.<sup>3</sup> Recent documentation from the Centers for Medicare & Medicaid Services point out that a physician can provide a medically necessary face-to-face E/M visit that is observed by other patients. The physician must not allow any activities associated with the presence of the observers, or with any subsequent group counseling encounter, to impact the level of service reported for the history, exam, counseling, instruction, or medical decision making furnished during the face-to-face encounter with the patient.

To bill for evaluation and management services provided to individual patients, use an appropriate level office visit code (99212-99215) based on the individual patient's diagnosis, history, exam, and the medical decision making you document. Most payers do not pay for treatment of overweight or obesity alone. Report codes for applicable conditions such as diabetes, metabolic syndrome, coronary artery disease, hypertension, and elevated blood pressure, that are evaluated and managed in the visit, followed by codes for overweight or obesity if they affect patient management.

#### Medicaid

Additionally, at least one state's Medicaid program will pay for group education (CPT code 99078) in addition to any individual E/M service provided to a participant in a group medical visit related to management of certain chronic conditions such as diabetes and asthma. The Medicaid administrator for your state should be able to provide coverage information where such policies exist.

#### Services by Other Health Professionals

If your group visit includes services provided by nutritionists or behavioral health specialists, check with your payers to find out if these health professionals can bill directly for services such as medical nutrition therapy (97804) or health and behavior intervention (96153).

#### Diabetes Self-Management

Medicare and some private payers do pay for diabetes self-management training in a group setting. For these patients, you may be able to bill for both the group education and the individual medical visit. To receive payment for these services, you or your educator must be accredited in diabetes education. To bill for diabetes self management training in a group setting, use the HCPCS code G0109: Diabetes self-management training services, group session (2 or more), per 30 minutes.

For more information on requirements and conditions of coverage for diabetes self-management training, see http://www.aafp.org/fpm/20010400/14bill.html.

For more information on coding for group visits, see http://www.aafp.org/online/en/home/practicemgt/codingresources/groupvisitcoding.html.

### Billing issues (key points):

- Do not bill based on time.
- Rely upon the complexity of the diagnosis and your documentation.
- Spend individual time with each patient, briefly review the data collected and the diagnosis, and ensure that individual questions are addressed.
- Document diagnoses for all conditions addressed in the visit especially those potentially exacerbated by overweight and obesity.







## For more information:

#### More About Group Visits

AAFP Policy on Shared Medical Appointments/Group Visits. http://www.aafp.org/online/en/home/policy/policies/s/sharedmedapptsgrpvisits.html

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GroupVisits (Shared Medical Appointments): An AAFP Resource for Designing Your Practice. http://www.aafp.org/online/en/home/practicemgt/quality/qitools/pracredesign/january05.html.

Houck S, Kilo C, Scott JC. Group visits 101. Fam Pract Manag. 2003 May;10(5):66-8.

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#### Americans in Motion Resources

Visit www.americansinmotion.org for tools for your office and continuing medical education including:

- Overcoming Barriers to Better Fitness An audio podcast that offers strategies for addressing patient and practice obstacles related to overweight and obesity; up to 2 Prescribed CME credits available.
- AIM to Change: Encouraging Fitness for AII An audio Webcast that helps family physicians talk to their patients about improved fitness choices; up to 2 Prescribed CME credits available.
- Be Active, Eat Smart, Feel Good A bulletin that outlines a family-centered approach to fitness including individualized patient steps for achieving and maintaining a healthy lifestyle; up to 0.75 Prescribed CME credits available.
- Healthy Steps to Treating Childhood Obesity A
   Discovery Health CME program featuring AAFP member
   Michelle May, M.D. on an expert panel discussing recent
   data on childhood obesity, early intervention and optimal
   ways to overcome barriers.

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<sup>3</sup>Masley S, Sokoloff J, Hawes C. Planning group visits for high-risk patients. Fam Pract Manag. 2000 Jun;7(6):33-7.

<sup>4</sup>Fanburg J. Using Group Visits Within a Practice to Treat Children with Overweight or at Risk for Overweight. Accelerating Improvement in Childhood Obesity: NICHQ 2006 National Congress. September 20, 2006.

<sup>5</sup>Jaber R. Braksmajer A, Trilling J. Group visits: a qualitative review of current research. *J Am Board Fam Med*. 2006 May-Jun;276-90.



www.americansinmotion.org