

# The No Surprises Act

How to Protect and Grow Your Practice

## What is the No Surprises Act (NSA)?

The act, which went into effect January 1, 2022, prohibits out-of-network providers from billing patients more than a payer's applicable in-network cost sharing amount, known as balance billing. If this happens, providers risk a penalty of up to \$10,000 per violation.

## HOW PRACTICES CAN PREPARE:



### Collect & track outcome data

Make the effort to start building case data to prove a track record.



**"We documented lengths of stay, readmissions, and outcomes over 12 months for 5,000 cases over 8 years because we don't know what we'll be compared to."**

John Abrahams, MD, President



### Promote quality via marketing

Create a groundswell of patient demand that can motivate insurers to negotiate a competitive in-network contract.

**"Physicians must market not out of vanity, but to make public the outcomes and successes that prove their quality and availability."**



Dan D'Orazio, CEO



### Do the math

Become acutely aware of revenue cycles: What you're getting paid, by whom, timeframes, and which procedures are denied.



**"You need to put in more time, more hours, more analysis so you can assess and sometimes make painful decisions to stop services that are operating at a loss."**

Reza Karimi, MD, Neurosurgeon



### Enlist an advisor

Invest in legal and workflow advisors who specialize in healthcare and can help providers prepare for the new normal.

**"Many physicians still need education on this law and what's coming down the pike."**



Domenic Segalla, Principal **withum**<sup>+</sup>

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