Currently, organizations are limiting travel and cutting back on continuing education budgets. The AANS wants to help you develop a solid justification for attending educational programming. Use the tools in this kit to explain how attending the AANS Managing Coding & Reimbursement Challenges in Neurosurgery virtual course is a smart investment for your organization.

Focus on the Bottom Line

When resources are tight, focus on the bottom line: costs vs. benefits. This worksheet helps determine the cost of the course and identify the benefits. Customize the justification letter on the last page to draft a formal (and persuasive) request for funding.

Creative solutions can help you get your request approved. Consider these options:

• Before meeting with your supervisor, prepare a plan that shows who will cover your duties while you are participating in the virtual course.

• Offer to prepare and deliver a short presentation and Q&A session for colleagues to share what you learn. This way, coworkers also benefit from your attendance.

• Share resources with colleagues. As an attendee, you have access to a course workbook that can be shared and used as a department reference.

Contact AANS Education staff for additional information or support when drafting your request.
Step 1: Determine the Costs

Before you can justify expenses, calculate what they will be. Use the worksheet to estimate the total cost of the virtual course.

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>EARLY REGISTRATION FEES — THROUGH JULY 26, 2020</td>
<td></td>
</tr>
<tr>
<td>□ AANS Member Physician — $1,099</td>
<td></td>
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<tr>
<td>□ Non-Member Physician — $1,199</td>
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<tr>
<td>□ Advanced Practice Provider or Office Staff — $999</td>
<td></td>
</tr>
<tr>
<td>□ Resident/Fellow or Military — $650</td>
<td></td>
</tr>
<tr>
<td>REGULAR REGISTRATION FEES — AFTER JULY 26, 2020</td>
<td></td>
</tr>
<tr>
<td>□ AANS Member Physician — $1,149</td>
<td></td>
</tr>
<tr>
<td>□ Non-Member Physician — $1,249</td>
<td></td>
</tr>
<tr>
<td>□ Advanced Practice Provider or Office Staff — $1,049</td>
<td></td>
</tr>
<tr>
<td>□ Resident/Fellow or Military — $700</td>
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<tr>
<td>Subtotal per person</td>
<td>$</td>
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<tr>
<td>Total number of employees attending</td>
<td></td>
</tr>
<tr>
<td>Total cost</td>
<td>$</td>
</tr>
</tbody>
</table>
Step 2: Outline the Benefits

When showcasing the benefits of the **AANS Managing Coding & Reimbursement Challenges in Neurosurgery** virtual course, focus specifically on what you will bring back to your organization as a return on their investment. Use the course agenda to answer these questions:

1) Which sessions have particular relevance to the work you do?

   Example:
   - E/M session to mitigate implications of CMS updates in your practice
   - New and revised lumbar puncture and lumbar drain codes
   - Medicare Update 2020

2) Which sessions will give you resources/knowledge to share with your team to help overcome current or future challenges?

   Example:
   - Surgical case examples – the good, the bad and the ugly documentation – words matter
   - Coding and Billing Principles, Global Surgical Package, Surgical Code Modifiers

3) Are there any speakers your organization would benefit from hearing or working with?

   Example:
   - The physician faculty features leaders in code development and valuation. The faculty includes AMA Common Procedural Terminology (CPT) advisors; members and advisors of the AMA RBRVS Update Committee (RUC); and representatives of the AMA CPT Editorial Panel. These faculty leaders play a prominent role in the development, revision and valuation of CPT codes. Their experience in the process adds insight and helps attendees understand current coding conventions. The faculty serve as a conduit for concerns and comments, which are then voiced at a national level.

4) What value could you get from discussions with other neurosurgical coding professionals?

When considering these questions, keep these tips in mind:

- List specific sessions and explain how they will impact you, your department and your facility.
- Clearly make the connection between your organization’s needs and the benefits.
- If the budget approver is outside of your department, do not assume they understand your department’s goals or any technical terms. Spell out the impact for them.
- Passion is the best persuasion technique — let yours shine through in your letter.
Step 3: Draft Your Justification Letter

Below, you will find a "justification letter" template, which can help you craft a note to your supervisor explaining all of the benefits of attending the AANS Managing Coding & Reimbursement Challenges in Neurosurgery virtual course, including how it will help advance your organization and make you a better employee.

This general template will get you started. Customize it to you and your organization's specific needs:

Dear < approver’s name >,

I would like to attend the AANS Managing Coding & Reimbursement Challenges in Neurosurgery virtual course, taking place on September 10-12, 2020. This course is the premier educational event in neurosurgical coding and reimbursement, connecting industry professionals for an interactive educational experience. The virtual course is tailored for neurosurgical practices across the spectrum of organizational settings. It helps neurosurgical practices optimize overall reimbursement and reduce claim denials. From understanding bundled services, modifiers and global service periods to staying current with changes in federal and state legislation, keeping up-to-date with coding changes is crucial to maximizing our bottom line.

The AANS Managing Coding virtual course covers relevant topics that are directly applicable to my work. Presentation topics range from < list relative topic > to < list another relative topic >, and I am confident that the education and skills gained will be directly applicable to my job. After carefully reviewing the agenda, I have identified a number of key topics that would be applicable to my role:

• < Topic 1 and how it will benefit you, your department and your facility >
• < Topic 2 and how it will benefit you, your department and your facility >
• < Topic 3 and how it will benefit you, your department and your facility >

I have only listed some of the topics; including them all would make this request much too long. Getting the information at a virtual course will greatly reduce research time and costs that <your organization’s name> would normally incur for an in-person event, such as travel, lodging and meals.

In order to attend the course and gain these benefits, I am seeking sponsorship of < total amount you need > for the following expense:

  Registration Fees: <$xxxx>
  Travel, Lodging and Meals: NO COST

The opportunity for me to develop a network of colleagues and gain knowledge in areas specific to my job responsibilities makes my participation at the AANS Managing Coding & Reimbursement Challenges in Neurosurgery virtual course a wise investment that will yield rich dividends for our organization. Please let me know if you have any questions.

Sincerely,

< your name here >