

# **AACDP Symposium - April 27, 2014**

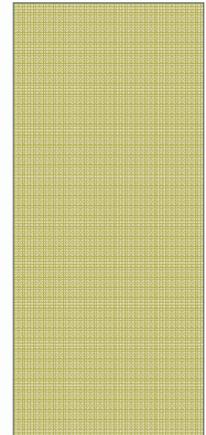
*Nancy Rublee, RDH – Moderator*

*Sarah J. Dirks, DDS - Presenter*

*Geriatric Dental Group of South Texas, PA*

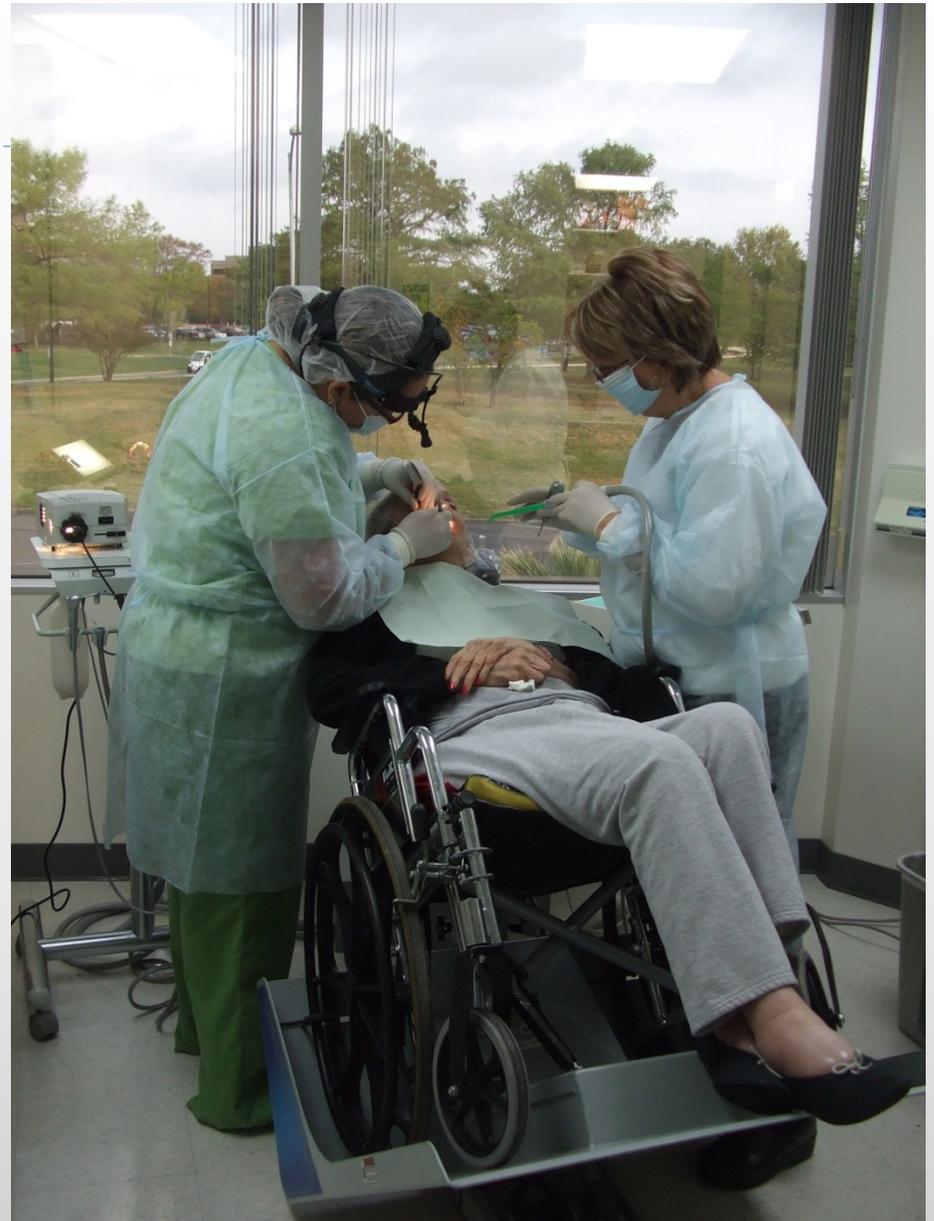
## **DENTISTRY AS AN INCURRED MEDICAL EXPENSE**

**ORAL HEALTH CARE FOR ELDERLY IN LTC IN TEXAS**



## Geriatric Dental Group of South Texas, PA

- Elderly community dwellers
- Nursing home residents
- In office and mobile services
- Contracts - 42+ LTC Facilities
- Average age - 86 years old
- 85% wheelchair bound
- 80% patients use IME process
- Dentally underserved



# GOALS:

- Define the terms: IME and AI.
- Understand who is not eligible.
- Walk through an example of the IME process.
- To envision a starting point.

# Skilled Nursing Facilities May House Both: Short term *patients* and long term care *residents*

## Dedicated Rehab Beds

- Short term stay for rehab
- Medicare /Insurance
  - Medicare Part "A" beds
- Can not use the IME process

## Long Term Care Beds

- Live at the facility
- Medicaid /resident/both
  - LTC beds
- May qualify for the IME process

Rehab bed



LTC bed



**FRAIL ELDERLY IN LTC HAVE THE LEAST ACCESS TO DENTAL CARE**



## Normalization of deviance.

AACDP 4/27/14 SJ DIRKS

# GOALS:

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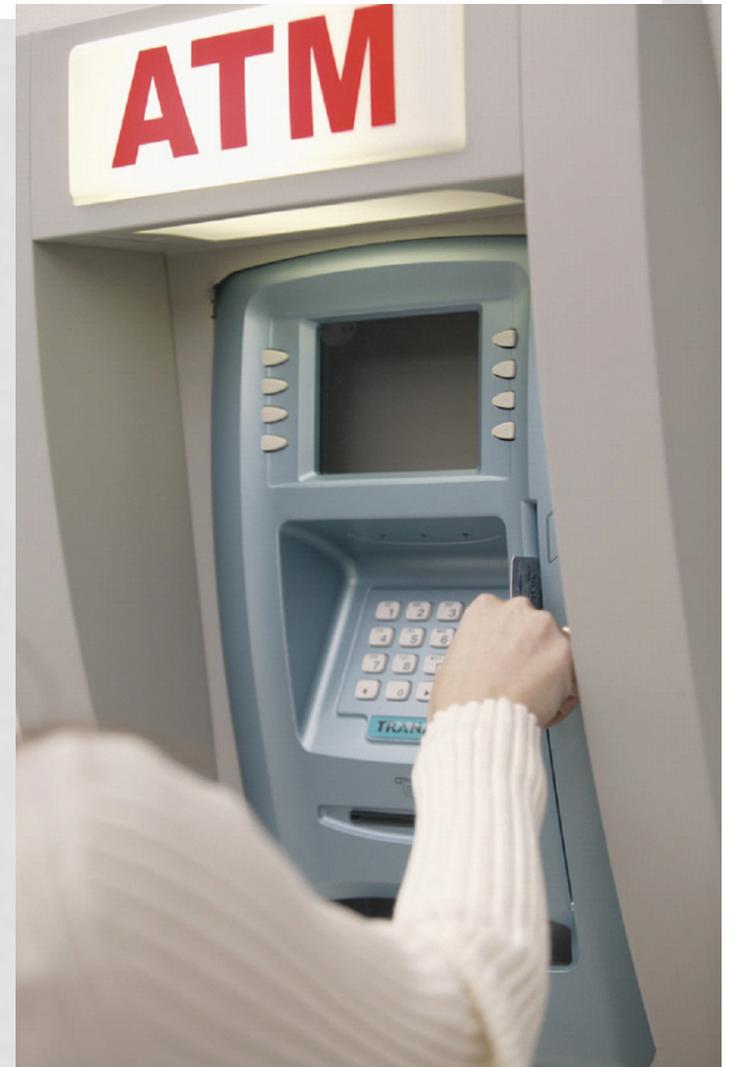
# IME

## Incurring **M**edical **E**xpenses

- *Medically necessary services* that are not covered by your State's Medicaid.
- These services can be paid for through a Medicaid process.
- Federal regulation managed by states.
- State regulations set up & managed by states.

# IME = ~~ATM~~

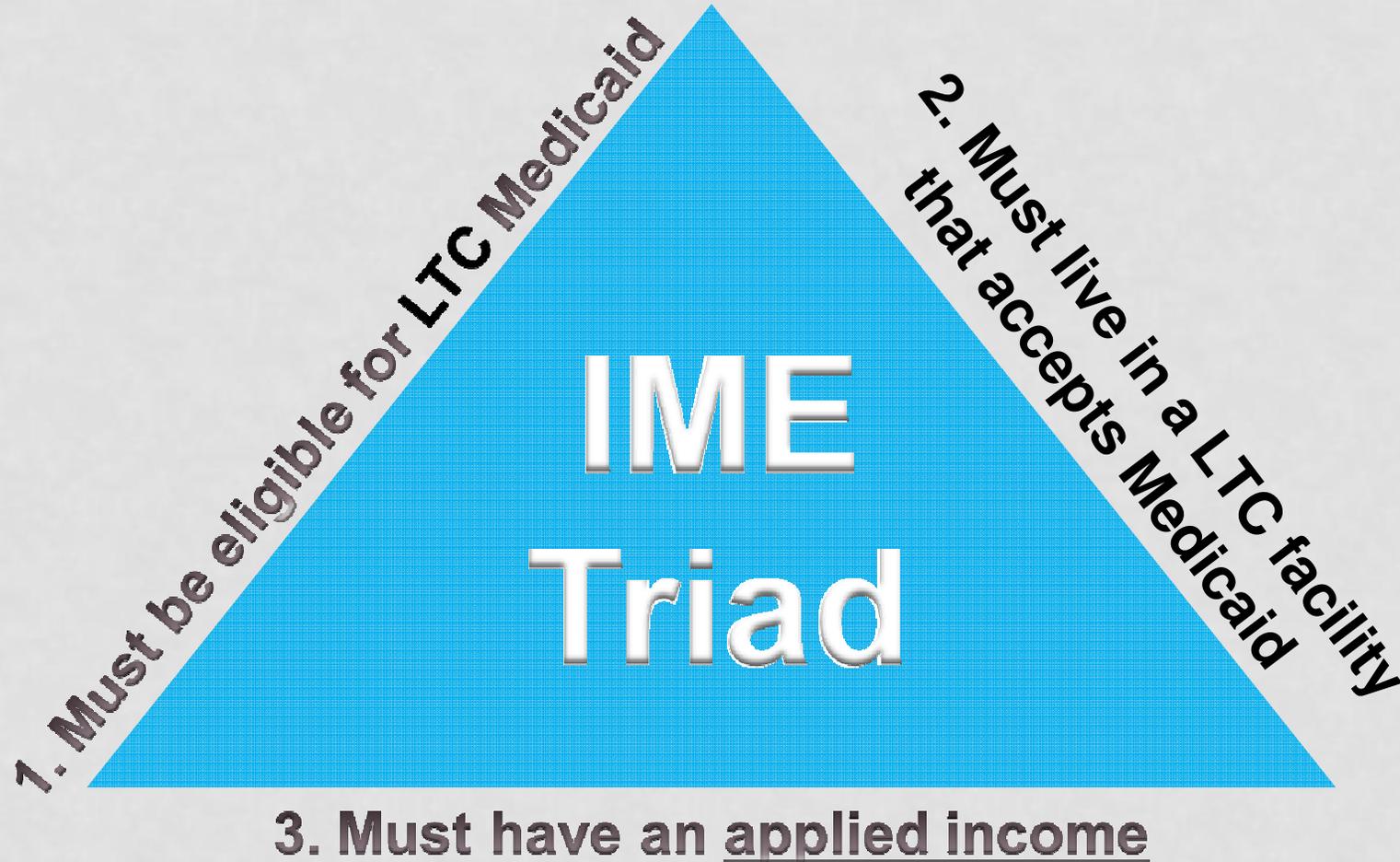
- Risk/benefit to patient
- Prognosis of treatment
- Treatment intensity in frail elders
- Medically necessary procedures
- Stewards of state/federal funds



# IME = INCURRED MEDICAL EXPENSE

- Examples of possible IMEs allowed in your state:
  - glasses, hearing aids, dental, wheelchairs
- IME processes will involve:
  - Medicaid workers
  - NF staff such as social worker, business manager
  - Resident and/or their responsible party
  - Vendors of services
  - Practitioners

# WHAT ARE THE REQUIREMENTS FOR AN INDIVIDUAL TO USE THE IME PROCESS?



# APPLIED INCOME IS:

- The amount of the resident's **own money**\$ that they must pay towards their monthly NF bill.
- The specific dollar amount of the resident's **applied income** is determined by a state Medicaid specialist.
- There will be wide variances in **applied income** dollar amounts between nursing home residents.
- (\$120 – > \$2000/month?????)

**The IME process can only be utilized by Medicaid eligible residents with an applied income who live in a LTC facility that accepts Medicaid.**



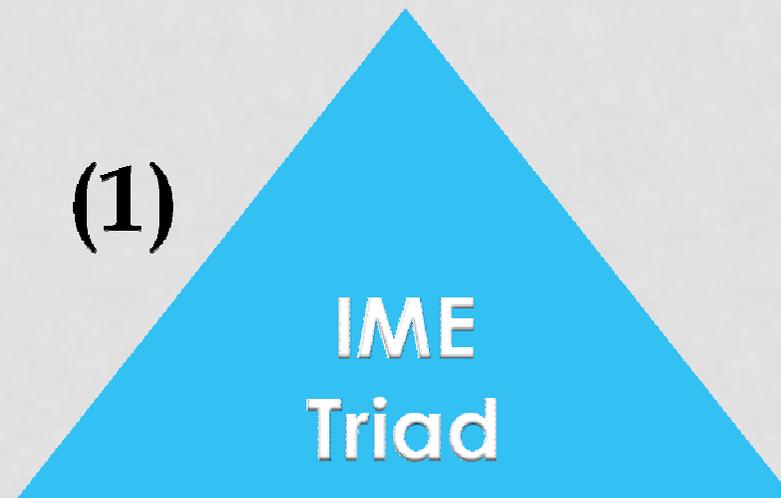
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- Define the terms: IME and AI.
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# **(1) MUST BE ELIGIBLE FOR LTC MEDICAID**

**LTC Medicaid is a joint federal & state program:**

- Must meet federal requirements.
- Must meet specific state requirements.



# IN TEXAS – MAX MONTHLY INCOME & MAX COUNTABLE RESOURCES

## **Max Income = \$2022**

- Social Security benefits
- Private pensions
- Royalty & rental payments
- Gifts or contributions
- Interest or dividends
- State or local retirement benefits
- Earnings & wages

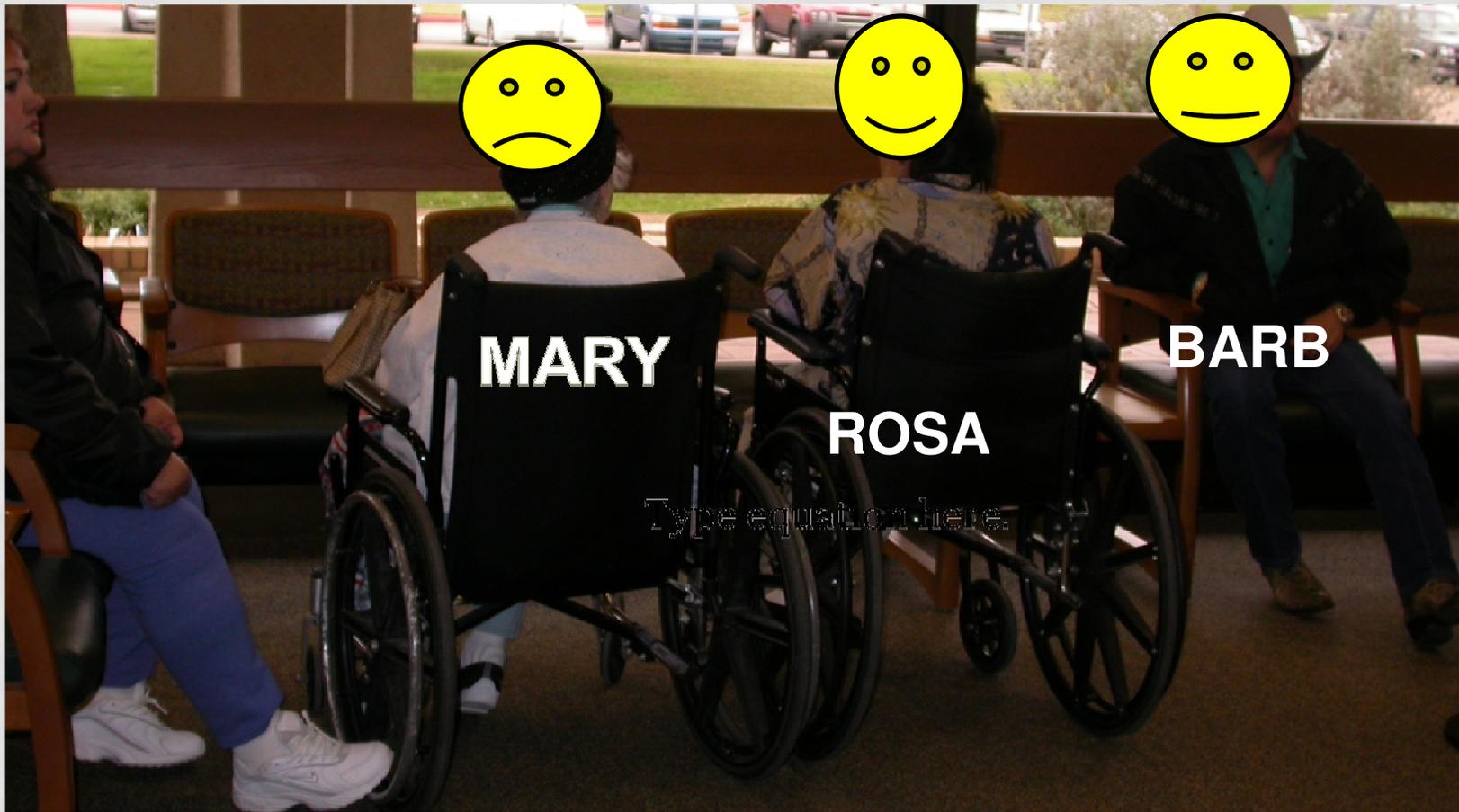
## **Max Resources = \$2000**

- Bank accounts & CD's
- Life insurance policies
- IRA
- Oil/gas/mineral rights
- Cars/vehicles
- Property
- Burial funds
- Stocks/bonds
- Jewelry



## **2. LIVES IN LTC FACILITY THAT ACCEPTS MEDICAID**

**HAPPY HOLLOW MONTHLY COST = \$6000**



**(3) MUST HAVE AN APPLIED INCOME**

**MARY - NO    ROSA – YES    BARB - YES**



**Mary**

- Medicaid eligible
- 100% Medicaid
- No resources/no income
- Medicaid pays her entire monthly NF bill of \$6000.





**Mary**

- Medicaid eligible
- 100% Medicaid
- No resources/no income.
- Medicaid pays her entire monthly NF bill of \$6000



**No**

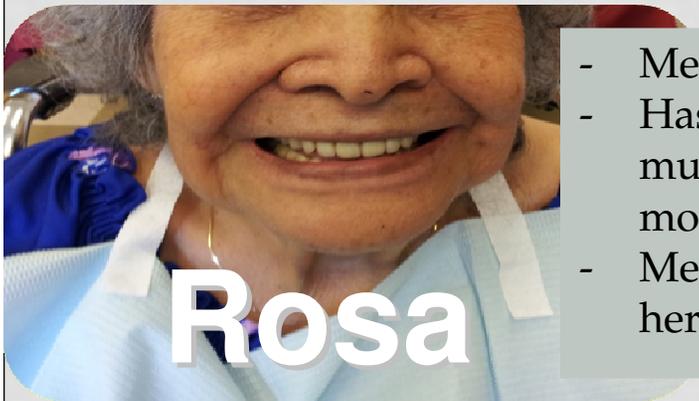


**Mary**

- Medicaid eligible
- 100% Medicaid
- No resources/no income
- Medicaid pays her entire monthly NF bill of \$6000



**No**



**Rosa**

- Medicaid eligible
- Has resources/income that must be applied towards her monthly NF bill = AI
- Medicaid pays remainder of her monthly NF bill.



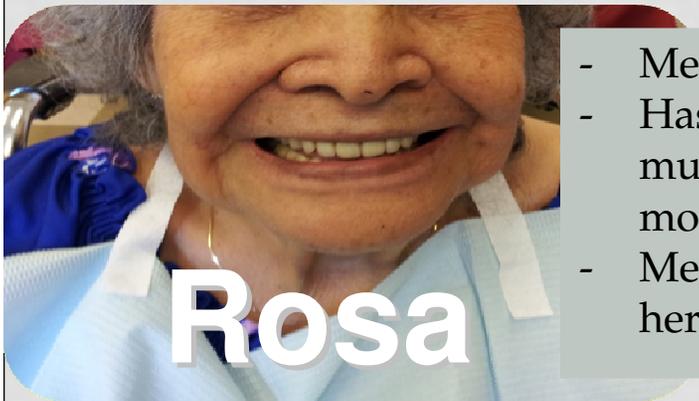


**Mary**

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- Medicaid eligible
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**Yes**

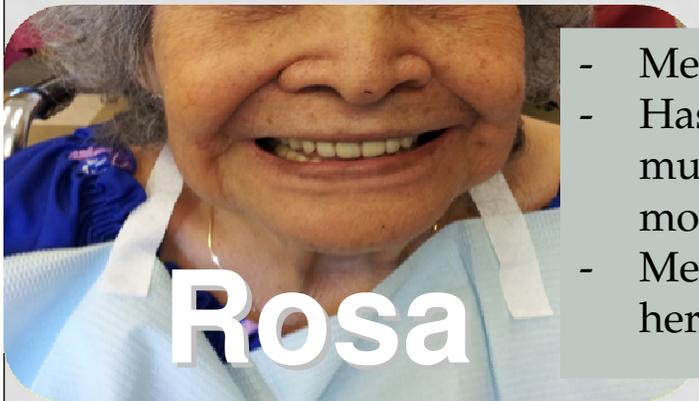


**Mary**

- Medicaid eligible
- 100% Medicaid
- No resources/no income
- Medicaid pays Mary's entire monthly NF bill of \$6000



**No**



**Rosa**

- Medicaid eligible
- Has resources/income that must be applied towards her monthly NF bill = AI
- Medicaid pays remainder of her monthly NF bill.



**Yes**



**Barb**

- Not Medicaid eligible
- Has sufficient resources/income to pay for entire monthly NF bill.
- Barb pays \$6000 month to NF
- Medicaid pays none of her monthly NF bill.



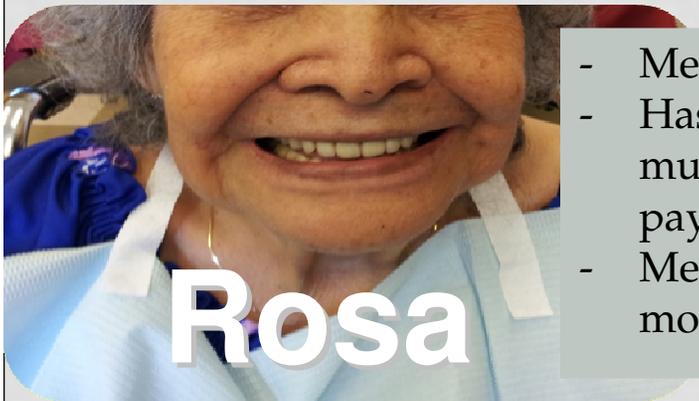


**Mary**

- Medicaid eligible
- 100% Medicaid
- No resources/no income
- Medicaid pays the entire monthly NF bill of \$6000.



**No**



**Rosa**

- Medicaid eligible
- Has resources/income that must be applied towards paying monthly NF bill = AI
- Medicaid pays remainder of monthly NF bill.



**Yes**



**Barb**

- Not Medicaid eligible
- Has sufficient resources/income to pay for entire monthly NF bill.
- She pays \$6000 to NF
- Medicaid pays none of her monthly NF bill.

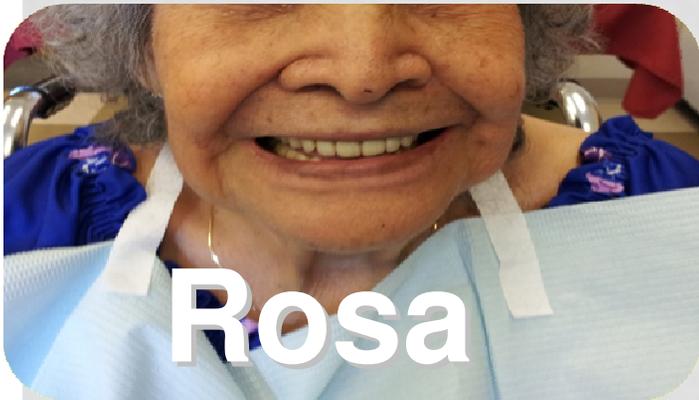


**No**

## How does Mary, Rosa, and Barb receive dental services?

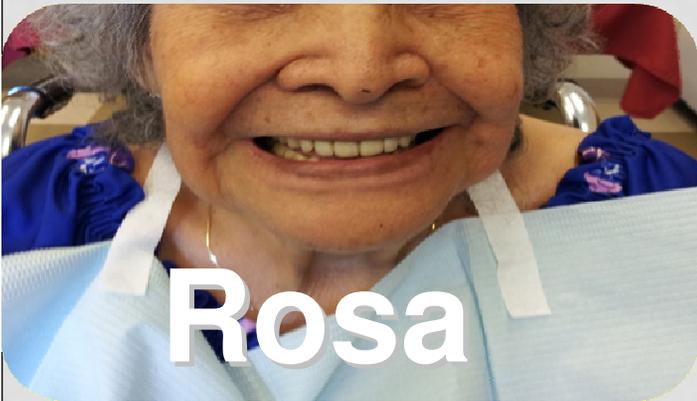


- Mary receives dental services covered by her State's Medicaid program.
- Other dental services would be "self pay".





**Mary**



**Rosa**

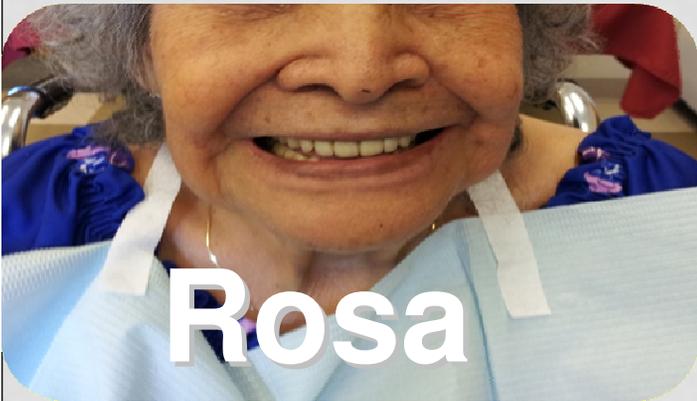


**Barb**

- Barb does not qualify to receive dental services covered by her State Medicaid.
- All dental services will be “self pay”.



Mary

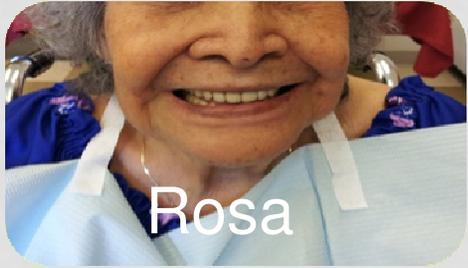


Rosa



Barb

- Rosa is eligible for dental services covered by her State's Medicaid program.
- All other dental services that are medically necessary may be paid for using the **IME** process.



## So how does the IME process work for Rosa?

Medicaid

Determines that Rosa must pay \$500 a month to the NF = applied income.

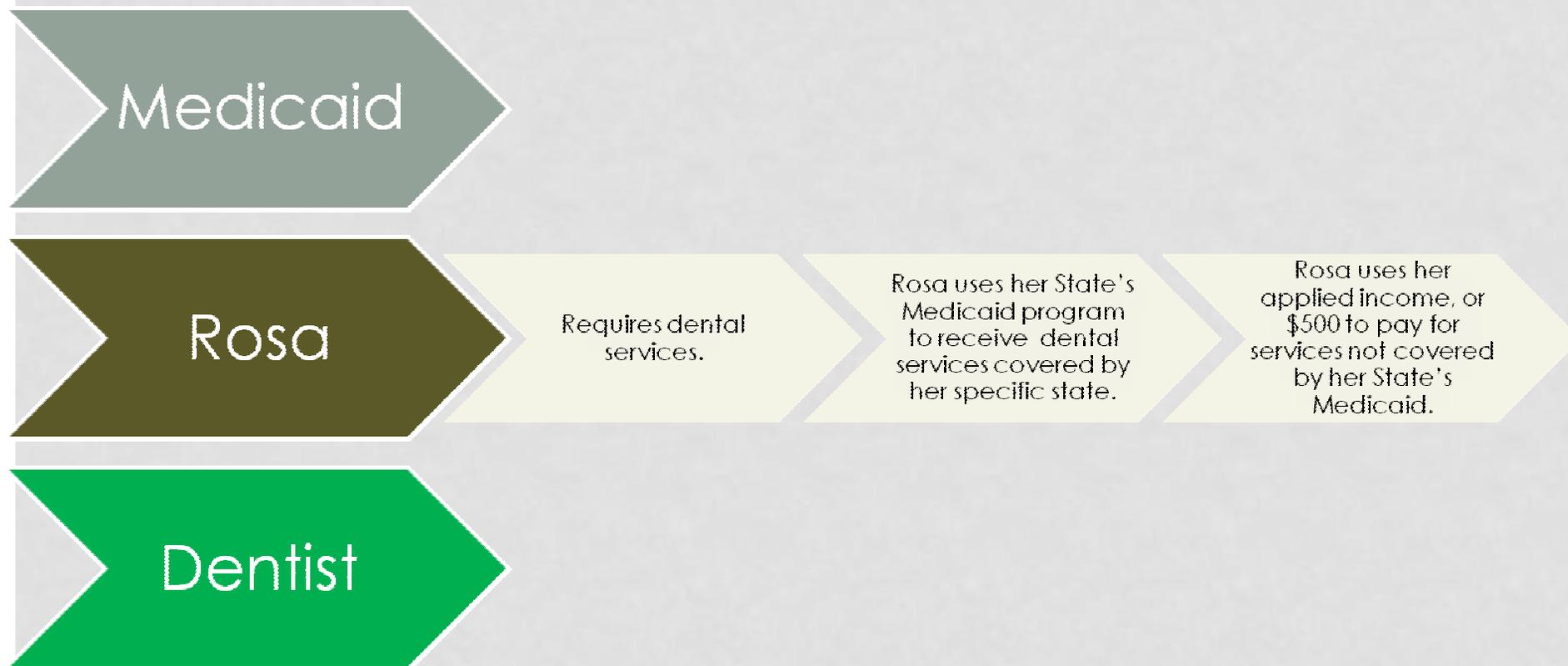
Medicaid pays the remaining \$5500 to Happy Hollow.  
 $\$5500 + \$500 = \$6000$

Rosa

Dentist



## So how does this work?

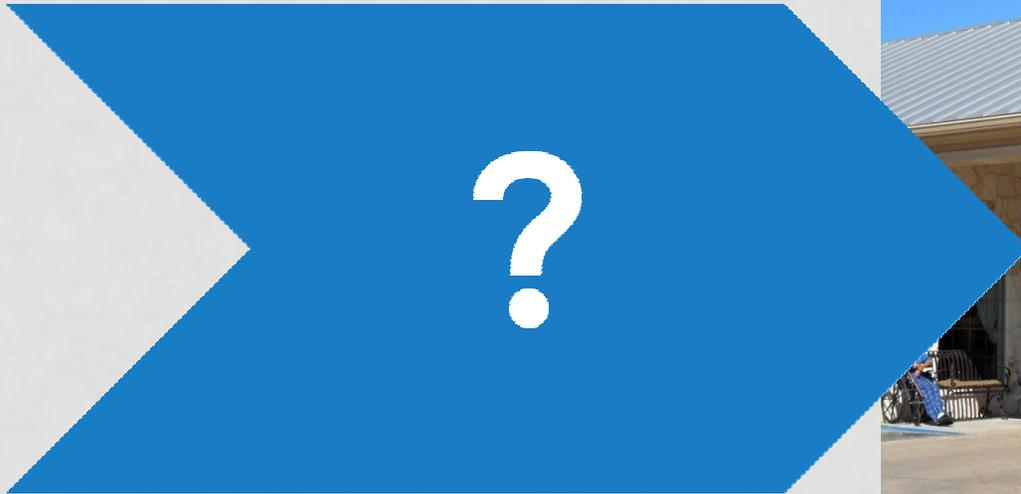




## So what happens next? How does dentist get paid?



But doesn't Happy Hollow Nursing Home get short changed Rosa's \$500 payment?



But doesn't Happy Hollow Nursing Home get short changed Rosa's \$500 payment?

**Medicaid  
pays the total  
\$6000 to  
Happy Hollow**





Rosa

**If Rosa lives in this hypothetical state, her dental care would be paid for by 2 different mechanisms.**

**Medicaid program pays dentist for:**

- ✓ Complete exam
- ✓ X-rays
- ✓ Extraction #26



**Rosa (or \$ responsible party) directly pays dentist for:**

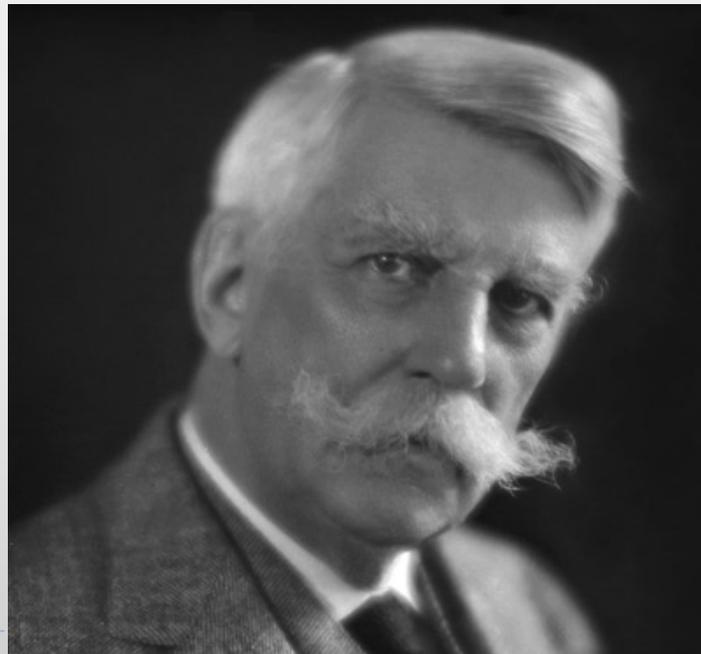
- Maxillary and mandibular partial dentures



**50 States = 50 Different State Medicaid Plans**

**The young man knows the rules,  
but the old man knows the exceptions.**

*Oliver Wendell Holmes*





ALL RESIDENTS HAVE AN ENHANCED POTENTIAL TO BENEFIT!

# GOALS:

- Define the terms: IME and AI.
- Understand who is not eligible.
- Walk through an example of the IME process.
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# ENVISION A STARTING POINT

Find out if your state has an active IME process already in place.

Meet with social workers or business managers at NF's:

❖ *"Has anyone in your nursing home used their applied income to pay for dental expenses?"*

❖ *"Do your residents ever use their applied income to pay for eyeglasses or hearing aids?"*

# STARTING FROM SCRATCH

Gather stakeholders & form an IME workgroup:

- ✓ State Dental Director
  - Support staff
- ✓ State & County Medicaid Partner(s)
  - Support staff/claims processors/eligibility specialist
- ✓ Dentist Partner(s)
  - Private practice, dental school faculty
- ✓ Nursing Facility Partner(s)
  - Administrator, social worker, business manager
- ✓ State/County/Local Oral Health Coalitions
- ✓ Professional Dental Associations

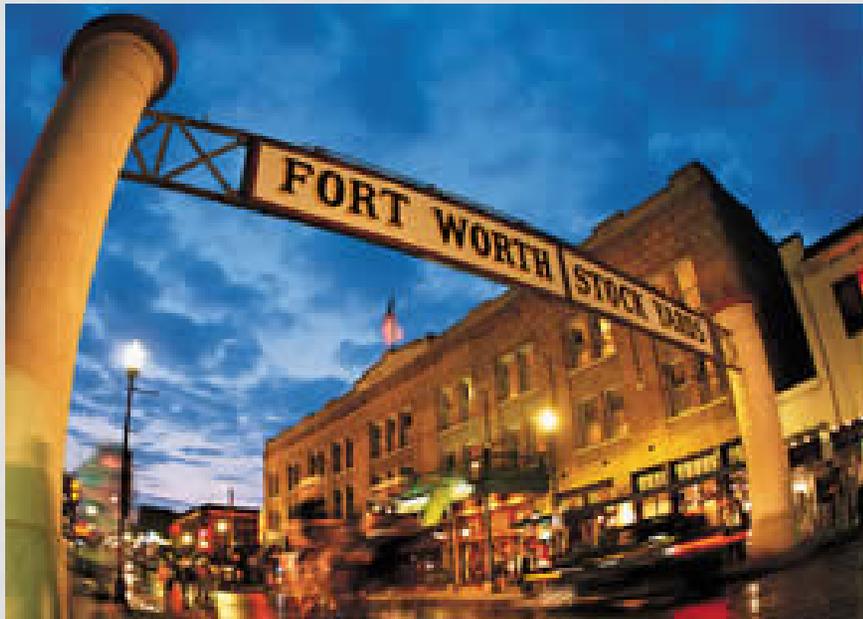
# INCURRED MEDICAL EXPENSE: ADA RESOURCES

- American Dental Association – “How-to Guides”
  - Guide for dentists
  - Guide for nursing home social workers
  - Guide for resident and/or family members

<http://www.ada.org/6097.aspx?currentTab=2>

# 2014 National Oral Health Conference

April 28 – 30, 2014



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