

Chiropractic Coding & Compliance Alert

Reader Questions: How to Safely Offer Cash Discounts to Patients

Question: We would like to offer cash discounts but are unsure how to best do this. Do you have a recommendation?

Mississippi Subscriber

Answer: Yes. The OIG has issued an advisory stating that discounts in excess of 15 percent are considered excessive. This must be taken into consideration as well as any state guidelines that may be in place for you.

To learn this information, contact your state Chiropractic Association and/or your state Chiropractic Board of Examiners. There are often unclear rules regarding discounting or in some states it is prohibited or advised against. Not only for liability purposes but also to ensure compliance with local and federal guideline, we recommend practices to work with a DMPO (Discount Medical Plan Organization) to properly and legally establish your discounted fees.