



RED FLAGS YOUR FLORIDA PRACTICE IS LOSING MONEY - SELF ASSESSMENT TOOL

Practice Name: _____

Date: _____

Provider Name: _____

Provider Type: _____

SCORING INSTRUCTIONS:

Rate each red flag on a scale of 1-5:

1 = Not an issue; we're solid on this

2 = Minor issue; we're aware and working on it

3 = Moderate issue; we need to improve soon

4 = Serious issue; significant revenue is being lost

5 = Critical issue; immediate attention required

RED FLAG #1: RISING DENIAL RATES

Are our claim denial rates increasing?

Current Denial Rate: _____%

Target: <5%

Your Score (1-5): _____

Top 3 denial reasons from your payers:

1. _____
2. _____
3. _____

Notes: _____

RED FLAG #2: AGING ACCOUNTS RECEIVABLE

Is our accounts receivable growing over time?

Current Days in AR: _____ days

Target: 35-45 days

Your Score (1-5): _____

What percentage of our AR is over 90 days? _____%

Notes: _____

RED FLAG #3: CLEAN CLAIM RATE TRACKING

Do you measure and track our clean claim rate accurately?

Current Status: _____%

Target: 95%+

Your Score (1-5): _____

What's our biggest claim rejection reason?

Notes: _____

RED FLAG #4: MONTHLY KPI DASHBOARD & REVIEW

Do we review 8-10 key performance indicators monthly?

Current Status: ☐ Yes ☐ No ☐ Partial

Your Score (1-5): _____

Which KPIs are we NOT tracking currently?

Notes: _____

RED FLAG #5: UNDERPAYMENT DETECTION

Are we detecting and recovering underpayments on "paid" claims?

Current Status: ☐ Yes ☐ No ☐ Partial

Your Score (1-5): _____

When was the last time we audited payments against contracts?

Notes: _____

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RED FLAG #6: SECONDARY INSURANCE FILING

What percentage of eligible secondary insurance claims are we filing?

Current Filing Rate: _____% Target: 95%+

Your Score (1-5): _____

For Medicare patients with supplemental coverage, what % have we filed secondary claims? _____%

Notes: _____

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RED FLAG #7: CODING ERRORS & COMPLIANCE

Do we audit coding quality? Are coding errors systemic?

Current Status: ☐ Yes ☐ No ☐ Partial

Your Score (1-5): _____

Estimated coding error rate: _____% Target: <2%

Most common coding error type:

Notes: _____

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RED FLAG #8: PATIENT DATA QUALITY

What percentage of our claim rejections are due to data entry errors?

Current Error Rate: _____% Target: <5%

Your Score (1-5): _____

Most common data entry error:

Notes: _____

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RED FLAG #9: WRITE OFFS HAPPEN WITHOUT REVIEW

What is the write off amount you made for the past 90 days?

Your Score (1-5): _____

Most common reason for Write-off:

Did you try to re-appeal before the Write-off:

Notes: _____

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RED FLAG #10: POINT-OF-SERVICE COLLECTION RATE

What percentage of patient responsibility do we collect at the time of visit?

Current Collection Rate: _____%

Target: 85%+

Your Score (1-5): _____

What barriers prevent us from collecting more at POS?

Notes: _____

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SCORING SUMMARY:

Add up your ratings for all 10 red flags: _____ / 50 (maximum possible)

SCORING INTERPRETATION:

10-20 Points: EXCELLENT

- 👉 Your practice is managing revenue cycle well
- 👉 Focus on optimizing any areas rated 3+

21-30 Points: GOOD

- ✚ You're doing some things right, but opportunities remain
- ✚ Focus on your top 3 red flags (rated 4-5)

31-40 Points: FAIR

- ✚ You have significant improvement opportunities
- ✚ Multiple areas need attention

41-50 Points: POOR

- ✚ Multiple critical issues need immediate attention
- ✚ This is where most Florida practices start working with Shoreline Medical Billing Company.

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Would you like professional guidance on any of these red flags?

Contact Shoreline Medical Billing Company.

 Email: info@shorelinemb.com

 Phone: 1-855-838-1370

 Website: <https://www.shorelinemb.com>

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IMPORTANT NOTE:

This self-assessment is intended to help you identify areas where your Florida medical practice may be losing revenue. The scoring is based on industry benchmarks from MGMA, HFMA, and CMS data.

Your actual revenue loss may be higher or lower based on:

- ✓ Practice size and specialty
 - ✓ Current payer mix (Florida payers have different characteristics)
 - ✓ Staff training and experience
 - ✓ Technology systems in place
 - ✓ Management discipline and monitoring
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This assessment tool is provided as an educational resource. For a comprehensive revenue cycle audit and professional guidance, contact Shoreline Medical Billing.