



NCCAOM

MEDICARE STRATEGY 2025

Moving Forward Together

January 22, 2025

8:00 PM EST

QUICK PARTICIPATION TIPS

- ✓ All Attendees are muted
- ✓ You can ask questions using your dashboard. All questions will be answered during or after the meeting
- ✓ To ensure proper attendance: attendee must be able to see this presentation and Zoom dashboard on their device
- ✓ PDA Certificate of Completion will be distributed within two (2) weeks from the event date
 - PDA Points will be reported to Diplomate's Recertification Transcript
 - In addition, PDA Certificates of Completion will be uploaded to Diplomate's Portal in the Diplomate Benefits => *My Learning Section*

QUICK PARTICIPATION TIPS

- Attention family and friends! You can watch the presentation together, but each attendee must be logged into the session separately in order to receive PDA points
- ***All Attendees!*** To receive PDA points, be sure you have registered with your name and NCCAOM ID number as they are recorded in your Certification account. We are not able to edit your registration information.
- The webinar is being recorded and will be posted to the ASA and the NCCAOM websites.

	Diplomate Name	NCCAOM ID #
Correct	John Doe	12569
Incorrect	Dr. John Doe	NCC12569
Incorrect	John Doe, L.Ac.	12569FL
Incorrect	John Doe	Doe12569
Incorrect	John Doe, MSOM	12569

SPEAKERS

Olivia Hsu Friedman, DACM, LAc, Dipl. O.M. (NCCAOM)
Chair, ASA

Molly Ford, MPP
Director of Government Relations (NCCAOM)[®]

HISTORY OF PURSUING MEDICARE

2020 TO PRESENT



HOW ASA DECIDED TO PURSUE MEDICARE



1/21/2020	CMS announces Medicare to cover acupuncture for chronic low back pain
Feb 2020	ASA Medicare Task Force formulated
June 2020	ASA Medicare Survey (due 7/12) and Educational Brief disseminated
6/24/2020	ASA/NCCAOM Medicare Town Hall (for whole profession)
7/9/2020	ASA Medicare Q&A Town Hall (for council members)

ASA PURSUIT OF MEDICARE - APPROVED

July 23, 2020 – All ASA Member State Associations voted to pursue Medicare inclusion for LAc's as practitioners. As providers, opt-out is automatic.

34 Voting Member States – Quorum=14 states

30	28	0	2	4
<i>Present</i>	<i>Approved (93%)</i>	<i>Opposed</i>	<i>Abstained</i>	<i>Absent</i>

CHRONOLOGY

- 7/29/2021 – Acupuncture for our Seniors Act -HR 4803 – Introduced by Rep. Judy Chu (CA)
- 7/30/2021 – Produced [Roadmap to Medicare](#), a visual and educational document guiding the profession to achieve HR4803 passage. See [Fact Sheet](#) for additional information.
- 9/30/2021 - ASA/NCCAOM Medicare Town Hall/Webinar
- Oct-Dec 2021 - ASA/NCCAOM Legislative Trainings Webinar - 5 Total trainings
- 10/10/2021 - ASA/NCCAOM Medicare Town Hall/Webinar for 16 Chinese Associations with live Chinese translations.
- 2/9/2022 – ASA/NCCAOM Medicare Town Hall/Webinar
- 4/6/2022 – Rep. Brian Fitzpatrick (PA) co-sponsors HR4803
- 4/27/2022 – ASA/NCCAOM Medicare Town Hall/Webinar
- 1/18/2023 – State of the Profession: Where Do We Go From Here? Town Hall/Webinar
- 5/9/2023 – Acupuncture for Our Seniors Act – HR3133 – Introduced by Rep. Judy Chu (CA) and Brian Fitzpatrick (PA)
- 5/15/2023 – ASA Federal Fly-in and Acupuncture for Our Public Servants Event – Capital Hill, DC
- 11/8/2023 – ASA/NCCAOM Medicare Town Hall/Webinar
- 2/13/2024 – The Most Important Thing You Can Do for the Profession – ASA/NCCAOM Town Hall/Webinar
- 4/8/2024 – ASA's Acupuncture for Our Public Servants – Capital Hill, DC
- 10/30/2024 – What Medicare and Medicaid Can Do for the Acupuncture Profession – ASA/NCCAOM Town Hall/Webinar

The most often asked questions about the ASA pursuing becoming providers under Medicare will now be addressed

- The ASA Federal Advocacy Chair collected questions on Facebook, from emails and through queries on the ASA Listserv.
- There are significant themes that asked the same questions in various ways. This is an hour webinar, so we are answering the most often asked questions with the facts from CMS and from our Federal Lobbyist Molly Ford.



WHAT IS THE ACCURATE INFORMATION ON OPT IN/OPT OUT?

If this bill is passed, do I have to enroll in Medicare?

No. All Medicare providers have a choice

If you **DO ENROLL** as a Medicare provider, you

- Have the option to become either a participating or non-participating provider.
- Are required to accept the Medicare payment rate for covered services.
- Would only bill Medicare for covered conditions and services and would be allowed to collect cash for any diagnosis or services not covered.
- Could treat Medicare Advantage Members.

If you **DO NOT ENROLL (aka “Opt-out”)** as a Medicare provider, you:

- Choose NOT be involved in any Medicare program, including original fee-for-service Medicare and Medicare Advantage Plans.
- Can only see Medicare patients under a private contract where the patient is fully responsible for the cost of treatment and no Medicare claims can be submitted for those services.

WHY WILL LAC'S BE ABLE TO OPT OUT AND CHIROPRACTORS CANNOT?

- Chiropractic congressional bills have ONLY requested CMS to identify chiropractors as “**physicians**”, not as “**practitioners**”.
- There has **not** been a case of any provider group asking to be put in one section of the SSA and being put in another section of the SSA so this is a non-issue re: opt in/opt out.
- Chiropractors are not specifically defined as practitioners under any CMS definition, they do not have the right to Opt-Out.
- L.Acs. are seeking “**Practitioner**” status which guarantees the ability to Opt-out of the Medicare program
- This is **WHY** our issues are different than those of chiropractors or other health care professionals.
- The most recent group to obtain provider status is the LMFC group - Licensed Marriage and Family Therapists who became Medicare Providers in 2021

MUST I USE AN **ELECTRONIC HEALTHCARE RECORD** PLATFORM TO PARTICIPATE IN MEDICARE?

- No. Mandatory use of EHR is not a requirement for Medicare enrolled providers unless they meet **ALL** of the following criteria:

Low Volume Threshold Criteria ([SOURCE](#))

Bill more than \$90,000 in Medicare Part B covered professional services; AND

See more than 200 Medicare Part B patients; AND

Provide more than 200 covered professional services to Medicare Part B patients

WHAT DOES REIMBURSEMENT LOOK LIKE?

Your reimbursement will depend on your zip code for accurate rates.

97810: \$44.64

97811: \$25.55

97813: \$51.43

97814: \$28.79

20560: \$24.58

20561: \$35.90

When we become providers under Medicare, then we can fully participate as Providers working to affect RUC Committee outcomes and more directly influence reimbursement rates.

<https://www.ama-assn.org/practice-management/medicare-medicaid/advocacy-action-leading-charge-reform-medicare-pay>

CAN LAC'S GIVE 1490 S REIMBURSEMENT FORMS TO PATIENTS TO PAY LAC'S DIRECTLY?

- The 1490 S reimbursement form is available ONLY to providers under Medicare. When we become providers under Medicare this is an option. We can choose to opt out and have patients private pay at this point and be reimbursed directly through the 1490S form

<https://www.cms.gov/medicare/cms-forms/cms-forms/downloads/cms1490s-english.pdf>

HAVE WE BENEFITED AT ALL FROM ACUPUNCTURE BEING COVERED UNDER MEDICARE?

- **As a result of acupuncture being covered under Medicare, many Medicaid plans are covering acupuncture that were not before.**
- For Example, MassHealth in Massachusetts was prohibited from covering acupuncture until Medicare did as it must follow the rules that Medicare does.
- Over 2 million residents now have access to 20 acupuncture treatments per year who did not previously have coverage for acupuncture at all.



THE ACUPUNCTURE FOR OUR SENIORS ACT



A Recap and Next Steps



QUICK FACTS FOR CONTEXT

- Congress runs in two-year sessions and just adjourned the 118th Congress (2023-2024)
- All bills pending the 118th Congress were reset upon adjournment (10,000+)
- Congress convened the 119th Congress (2025-2026) in early January
- All bills must be re-introduced in a new Congress
- The Acupuncture for our Seniors Act will receive a new bill number (no longer H.R. 3133) once introduced in the 119th

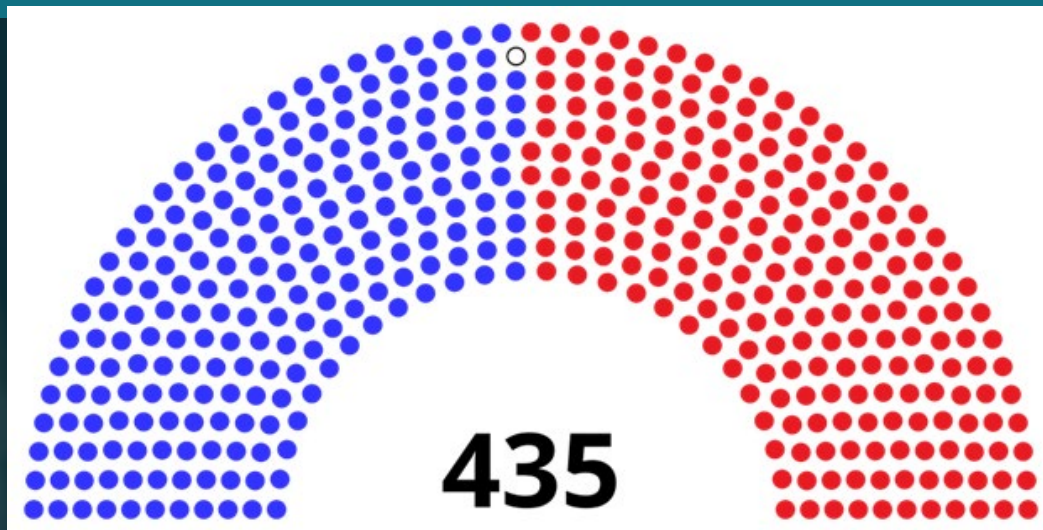
THE ACUPUNCTURE FOR OUR SENIORS ACT

- Medicare's 2020 cLBP coverage decision gave urgency to Medicare recognition
- Access to acupuncture v. access to acupuncturists – coverage needs align
- Medicare will continue to cover acupuncture regardless of acupuncture recognition
- Initially introduced in July 2021 (117th Congress) to specifically seek Medicare recognition
- Re-introduced as a bipartisan bill in May 2023 (118th Congress)
- To be re-introduced in 2025 (119th Congress)

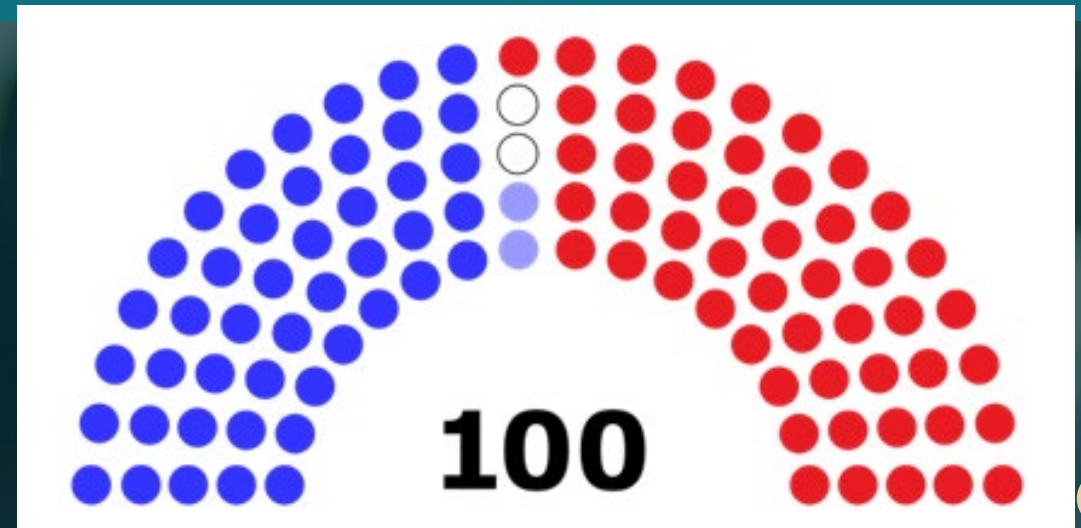
STRATEGY IN THE 119TH CONGRESS

- Republican Trifecta: House, Senate, White House
- Need Republican support; Democratic-heavy bills won't go anywhere

House: 215 (D) 219 (R)



Senate: 45 (D) v. 52 (R)



WHAT'S THE SAME FOR US IN THE 119TH CONGRESS?

- Re-introduced *Seniors Act* will have the same language as H.R. 3133
- Republican support continues to be the priority
- Targeted, Congressional meetings will continue
- Cost-savings data still needed
- Endorsements from outside organizations still critical

WHAT'S DIFFERENT ABOUT THE 119TH CONGRESS?

- MAHA (Make America Healthy Again) Influence
- Intense Scrutiny of Federal Spending
- Need for More Evidence Demonstrating Value
- Pressure to Make America More Efficient may Urge De-Regulation
- Trump Administration will have heavy-handed role in Congress
- Need to engage Congress and Executive Branch
- Senate Pathway

THE 119TH CONGRESSIONAL FOCUS: REPUBLICANS

- Focusing on targeted Congressional meetings to build Republican support
- Keeping the bill balanced from the start – quality, not quantity
- Holding off on an ASA Fly-In in 2025
- Keeping the message focused on acupuncturists, not acupuncture
- Staying patient – everyone will play a role at the right time
- Building a narrative that demonstrates value of acupuncturists
- Staying disciplined in messaging and roles



WHAT CAN YOU DO TO HELP ADVANCE THE MEDICARE EFFORT IN 2025?

- ✓ Sign up for Congressional Meetings
- ✓ Use Quorum to contact your Congressional Representatives about the Seniors Act once introduced
- ✓ Help the ASA/NCCAOM secure external endorsements
- ✓ Help the ASA/NCCOM identify cost-savings data
- ✓ Let us know who you know in the MAHA world
- ✓ Stay engaged and follow the ASA/NCCAOM lead

SCAN ANY OF THE OPPORTUNITIES BELOW TO GET INVOLVED

Congressional Meetings



<https://forms.gle/jd4JfPU8MpYfi7P76>

Organizational Support Letter



<https://forms.gle/KKXJrTjPcC1BbZYh6>

MAHA Survey



<https://forms.gle/deNdvd8SMcL3rD69>



THANK YOU!



Molly Ford



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