



## President's Message

By Kathryn Bowers, MD

We had an excellent Annual Meeting in Newport with more than 68 dermatologists and a dozen nurse practitioners/physician assistants in attendance. The diverse program was well received with presenters and topics receiving very high evaluations. The beautiful weather, waterfront setting and the many tourist attractions provided an enjoyable setting for our time away from the meeting.

We are now planning the Spring Business Meeting which will be held again at the Massachusetts Medical Society's Conference Center in Waltham on Wednesday, May 2<sup>nd</sup>. To date, we have confirmed a session discussing closed claim malpractice cases led by the ProMutual Group staff. This will be a forum to discuss the do's and don'ts in our practice that will potentially help us avoid problems.

We are also planning a session regarding Commonwealth Health law (being implemented during 2007) and The Connector, the agency formed to implement this program. This law will affect all of us and is a necessary and timely topic for the meeting. Please mark your calendars and clear your schedule so you can attend the meeting.

While you are marking your calendars don't forget the 2007 Annual Meeting planned for October 12<sup>-14th</sup> at Wentworth by the Sea in Portsmouth, N.H., and the State House Skin Cancer Screening Day on March 14, 2007. (Volunteers are still needed for a two hour time block).

Our 2007 dues notice will be in the mail shortly. As we have implemented our new programs over the past several years including hiring administrative staff and a lobbyist our expenses have increased accordingly. It is important that we have as many Massachusetts dermatologists support our efforts by being dues paying members. Everyone benefits from our efforts when we work out problems with insurers, pass legislation that affects our practices or patients, or provide advice on office management issues.

There is a new task force created by the Legislature that is studying issues surrounding the growth of medispas with a mission to recommend legislation by next spring. We have two representatives on the Task Force, Dr. Frederick Wax and Dr. Jeffrey Dover, who will advocate our interests and we will hear more about this at the spring meeting.

If you know anyone, perhaps a partner in your office or a colleague in another area that is not a member please encourage them to join us. Direct any questions about membership or requests for an application to Paul Wetzel in our office.

I want to take this opportunity to wish everyone a happy holiday season and success in the New Year.

## Executive Director's Report

By Paul Wetzel

### Green Cards

A number of doctors told us that they had not received CME credits for attending the Spring Business meetings after submitting their green cards. After discussing the problem with the Member Services Department of the AAD they agreed to accept my list of names of the attendees at the meeting. Everyone should check their CME record

with AAD and determine if it is accurate. We have received reports both of credits not entered and credits entered for programs not attended. Contact the Member Services Department about any mistakes and let me know about any continuing problems. **You can also document your CME hours directly online with the AAD and bypass the use of green cards.**

### **MMS Recommends Physician Profile Changes**

The Massachusetts Medical Society is recommending 34 changes to the Physician Profiling System being used by the Group Insurance Commission in its tiering program. Massachusetts physicians have raised significant concerns about the GIC program in five categories including data accuracy, cost-efficiency measurement, quality measurement and issues related to the process. Using a study conducted by Focused Medical Analytics of Rochester, NY the MMS came up with a variety of suggestions for improving the system. The MMS report can be viewed at its website: [massmed.org/GIC](http://massmed.org/GIC) review.

### **Audit Your Claims**

A recent study in Oregon found that medical practices that conduct manual payment audits realized reimbursements for previously underpaid claims was well worth the effort. The survey indicated that only about 15 - 20% of practices nationwide conduct comprehensive reviews of payments. On the other hand the Medical Group Management Association says about 20% of all claims contain errors.

The clinics in the pilot project in Oregon collected data that identified clear patterns in billing errors. Preferred Provider Organizations were the worst offenders in the study. A significant finding was that many of the underpayments were in amounts of \$10 or less and were difficult to find without billing audit software.

Obviously, these “five and ten dollar” mistakes can add up to significant money over the course of a year.

## **Legislative Matters**

**By Martin Cohn**

The clock simply ran out.

In our last newsletter, I reported about the filing of Senate Bill 2590, an act to further regulate tanning facilities .

We were joined in the lobbying of this bill by the Massachusetts Melanoma Foundation and a coalition of other health organizations, working with State Senators James Timilty and Pam Resor. We testified on the dangers of tanning facilities at a public hearing held on July 12 before the Joint Committee on Public Health.

The Committee subsequently reported the bill out favorably on July 24 and it was passed by the House and went onto the Senate Committee on Ethics and Rules. On September 14, that Committee placed the bill in the Orders of the Day where it would be called for vote at the next Senate session. This is the final step for a bill before it is passed in the Senate. Unfortunately, the Legislature went into informal session and few bills were able to be called for a vote. At no time did any opposition to the bill materialize.

Therefore, we will have to refile the bill to be considered in the next session. Given the support that we have and the lack of opposition, we are optimistic that we will obtain an early hearing date so that we will have more time to push the bill through the legislature.

## **Two Dermatologist Participate In Legislative Task Force Studying Medi-Spa Issues**

Dr. Frederick Wax of Plymouth and Dr. Jeffrey Dover of Brookline are among the 7 public members of the Legislative Task Force established to study issues surrounding medi-spas. The Task Force is charged with reporting back to the Legislature in the spring with recommendations for legislation to regulate medi-spas.

The Task Force originated with the filing last January of a bill by Dr. Dover that was supported by the Massachusetts Academy of Dermatology. After intense debate the bill was subsequently amended calling for the establishment of the task force under the jurisdiction of the Board of Registration in Medicine to be chaired by their Board Chair, Nancy Achin Sullivan, along with staff support from the BORM.

Among the issues of concern to MAD is the use of medical directors serving multiple locations, not providing direct supervision, the expansion of non-physicians performing medical procedures, and the lack of appropriate training for many of the people performing procedures in medi-spas.

## **MAD to Participate In State House Skin Screening Program**

On Wednesday, March 14<sup>th</sup> MAD and the Massachusetts Melanoma Foundation will co-sponsor a Skin Cancer Screening Program at the State House. This will be the third year we have conducted the program. MAD Board member Dr. Karen Rothman co-chairs the project with Deb Girard, Executive Director of the Melanoma Foundation.

Each year more than 100 participants (including legislators, their staffs and individuals from the Executive Branch) have come to a room in the State House where we have setup screening cubicles. A secondary benefit of the program is the opportunity it provides to establish a personal relationship with our elected Senators and Representatives and their staff assistants.

**Volunteers are needed to assist in conducting the screenings. Any dermatologist who is interested in coming to the State House for an hour or two is asked to contact Paul Wetzel at the MAD office.**



## **Academy Introduces New Logo For Use By Fellows**

The American Academy of Dermatology board of Directors recently approved a new tool that will allow Fellow members to align themselves with the Academy and a national advertising campaign that promotes dermatologists' training and expertise in the area of skin, hair, and nail health.

For more information, on Fellow logo and usage policy visit [www.aad.org/professional/pracmanag/logos.html](http://www.aad.org/professional/pracmanag/logos.html)

## **Successful Annual Meeting Held in Newport, Rhode Island**

The 2006 Annual Meeting held in Newport in late September was a great success with more than 60 dermatologists and a dozen nurse practitioners / physician assistants in attendance. They heard a variety of topics presented by both local and nationally renowned speakers over the weekend.

Check our website for a summary of the meeting and a copy of the handouts from our presenters.

Adding to the enjoyment of the weekend was the setting on the waterfront overlooking a harbor filled with more than 300 boats participating in an annual New England Boat Show. Other tourist sites and the annual golf tournament were also enjoyed by attendees during their time away from the meeting sessions.

During the Business Meeting Dr. Samuel Goos of Concord was elected to the Board of Directors. He succeeds Dr. Michael Goldaber of Wellesley who had served on the Board for more than two terms. Drs. Karen Rothman and Richard Brown were re-elected to another term.

***Annual Meeting Presentations Are Available on Web Site***  
***[www.massacademyofdermatology.org](http://www.massacademyofdermatology.org)***



**We would like to thank our  
2007 Annual Meeting Corporate Sponsors**

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# Save the Dates!

*Please mark your calendars and plan to attend.*

2007 State House  
Skin Cancer Screening  
Wednesday, March 14, 2007  
Sea

2007 Spring Meeting  
Wednesday, May 2  
Massachusetts Medical Society  
Waltham, MA

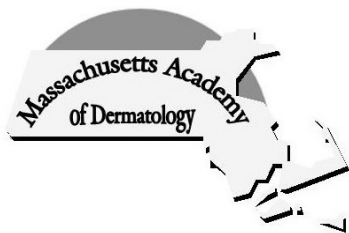
2007 Annual Meeting  
October 12-14  
Wentworth-By-The-  
New Castle, NH

Visit the Massachusetts Academy of Dermatology Web site at

[www.massacademyofdermatology.org](http://www.massacademyofdermatology.org)

*New to site.....*

***Download 2006 Annual Meeting Presentations***



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