



Health e Connections Newsletter

Welcome back! This month's issue is packed with practical insights and big wins for your practice. We're breaking down why downcoding is becoming more common and what it means for your revenue, spotlighting a quick look at CodeMastery, and celebrating a major milestone for Medical Money Matters as it crosses 10,000 downloads. You'll find an update on the Telehealth Cliff Shift and also a tool to test if you may be a target of embezzlement. Dive in and get the tools you need to safeguard your practice.

[Schedule a Call](#)

Why Downcoding Happens: Unpacking the 3 Key Issues

by Shawntea Gordon, MBA, FACMPE
Chief Revenue Cycle Officer, Health e Practices

You've probably heard about downcoding, but do you really understand why it's becoming such a widespread issue? In this insightful article, Shawntea Gordon breaks down the root causes of downcoding and why it's hitting your practice harder than ever.

Discover the 3 critical factors that are driving this trend:

- **Inadequate Documentation:** Why is it so hard to get this right?
- **Inaccurate Bell-Curve Data:** How skewed data is hurting providers.
- **A History of Downcoding:** This isn't the first time, and it won't be the last.

What does this mean for your clinic? From the administrative headaches to the bottom-line impact, Shawntea provides a clear breakdown of the challenges

and offers actionable steps you can take to protect your revenue.

Read the full article and learn how to navigate this evolving challenge.

[Read the Full Article Here](#)

Learn how accurate documentation can unlock higher reimbursements and strengthen your clinic's financial health

Join the **CodeMastery** program and empower your team to code confidently and correctly, with no upfront cost. [Learn more here.](#)

[Give us a call!](#)



Telehealth Cliff Shifts to January

by Eric Schulz, MBA

Director of Consulting, Health e Practices

The new federal Continuing Resolution (CR) that reopened the federal government this week includes Section 6208, which extends all Medicare Telehealth flexibilities originally continued under the Consolidated Appropriations Act of 2023. These flexibilities including:

- geographic and originating site waivers
- the patient's home qualifying as an originating site
- expanded eligible provider type
- audio-only telehealth coverage

are now extended through **January 30, 2026.**

This shifts the "Telehealth Cliff" that we have all heard so much about to January 30, 2026.

Because this extension is retroactive, please take the following steps regarding any unpaid or denied Medicare telehealth claims with dates of service on or after October 1, 2025:

1. **Identify** all affected claims from Oct 1 forward.
2. **Review** denial codes, especially those tied to telehealth coverage issues (originating site, geographic restrictions, provider type, audio-only).

3. **Wait** for CMS instructions on whether reprocessing will happen automatically or whether resubmission/adjustment will be required.
4. **Track** all affected claims internally so you're prepared to move quickly once billing instructions are released.

If you have any questions about this extension or its implications, please reach out to us – we're happy to help.

[Read The Article Here](#)



Could Someone Be Stealing From Your Practice—Right Under Your Nose?

Embezzlement in medical practices isn't rare - and it's often someone you trust. Many physicians don't realize they're at risk until it's too late.

Take our 60-second Embezzlement Risk Quiz to uncover weak points in your internal controls and find out how vulnerable your practice may be.

👉 **Are you a target?** [Click here to find out now.](#)



Big Milestone for Medical Money Matters!

We've hit a major milestone! Our podcast, *Medical Money Matters*, has reached **over 10,000 downloads!**

We're beyond grateful for the incredible support and thrilled to be your trusted source for navigating the complexities of the healthcare industry. From boosting your practice's financial health to streamlining operations and strengthening leadership, we're proud to be part of your journey.

A huge thank you to our listeners for making *Medical Money Matters* a go-to resource for forward-thinking healthcare professionals like you!

Haven't tuned in yet? Now's the perfect time to join the conversation.

[Catch our latest episodes here](#) or find us on your favorite podcast platform.

Tune In Now



Take Control of the Business Side of Medicine with our Physician's Edge course

An advertisement for the "Physician's Edge" course. On the left, a purple box contains the "health e practices" logo, the title "Physician's Edge", the subtitle "Run Your Practice Like a Business Without Losing Sight of Medicine", a description "A masters-level business & finance course built exclusively for physicians", and the URL "healtheps.com/physicians-edge". On the right is a photo of a smiling male doctor with a stethoscope. A green box in the bottom right of the photo says "25 Modules 33 Hours" and a dark blue box says "Click to Learn More".

Have questions about growing your practice, improving your processes, or developing your staff? [Book a Discovery Call here](#) or email info@healtheps.com

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