



Iowa-Nebraska IASIU – 2012 Training Seminar – Presentation Brief

MEDICAL PROVIDER FRAUD: HOW TO DETECT AND DETER

Are you sick of seeing the same bogus providers rendering nearly identical, unnecessary and excessive treatment to claimants whether they are six or sixty? Frustrated by investigating and fighting claim after claim involving a facility, but doing nothing with the intelligence that you have gathered to stop the cycle of madness? It is time to mine the data that your company has already paid for – examinations under oath, medical records reviews, and independent medical examinations – and use it to turn the tables on these charlatans.

This presentation will arm attendees with the tools to go on the offensive by strategically assembling civil recovery actions in a coordinated attack against fraudulent medical providers. We will address the respective roles of SIU investigators, attorneys and medical experts in not only investigating clinics, but in utilizing the data that you have developed in prior investigations to identify and target medical mills. This presentation will discuss how to effectively conduct pattern and practice reviews to determine which facilities deserve heightened scrutiny, and which should be targeted for civil recovery. We will discuss the different legal theories of recovery, as well as the evidence one needs to develop to successfully establish each theory.

ADAM J. BRAND BRAND & ASSOCIATES

Adam J. Brand, the founder of Brand & Associates, has represented insurance clientele in all phases of first and third-party coverage and litigation. He also has represented numerous corporations, both insured and self-insured, in a variety of litigation, including products liability, premises liability, and general liability, subrogation, and replevin actions. Mr. Brand has extensive trial experience before state and federal courts in complex coverage litigation, automobile, commercial, and homeowner fraud and arson cases, and bad faith and extra-contractual liability matters. Mr. Brand has more than twenty (20) years of experience representing insurers, has conducted thousands of depositions and examinations under oath, and has represented dozens of insurers in arbitrations, references, mediations, and other non-judicial proceedings. He also has briefed and argued appeals in the Massachusetts appellate courts. Mr. Brand was called upon to provide testimony before the Massachusetts Senate on insurance-related matters.



Mr. Brand is actively involved in the insurance industry's education efforts, including efforts to fight fraudulent claims. He has served as a panelist and lecturer at seminars and conferences sponsored by international, national and local insurance organizations. Mr. Brand has provided numerous in-house training sessions to insurance companies.

Mr. Brand also belongs to a number of organizations aimed at serving the insurance industry, including Defense Research Institute, International Association of Automobile Theft Investigators, New England Anti-Fraud Association, New England Association of Insurance Fraud Investigators, and the Massachusetts Bar Association. In 2007, Mr. Brand was nominated to join the Council on Ethical Billing (CEB)/Council on Litigation Management. In 2008, Mr. Brand was selected as National SIU Counsel for certain of Brand & Associates' insurance clientele, and currently maintains a national practice.

ROBERT D. ST. PETER THE PHYSICIAN NETWORK, INC.

Robert is the Founder, President and CEO of The Physician Network, Inc. (TPN) and Medical Advisory Group, LLC (MAG). Robert founded TPN in 1991 after spending the earlier years of his career working for an IME vendor. MAG was founded in 1999, and its primary business is to function as a Medical Director on an outsourced basis.



Robert has read thousands of medical cases involving all types of claims from many different States. Experiencing the evaluation of the medical side of claims propelled Robert to launch numerous innovative and cost effective types of medical advisory services as well as Medical Provider Fraud investigation services, both regionally and nationally.

His insight regarding the needs of the insurance industry for improved quality and integrity have made him a valued source as a consultant and speaker in both local and national forums on a broad spectrum of topics related to the medical influences in claim handling.

Robert has spoken at IASIU and Insurance Fraud Management (IFM) sponsored events for the past several years. Robert has also provided numerous training seminars for clients covering specific medical and claim topics at clients' requests.