

## Navigating the Therapeutic Shoe Program with Dia-Foot

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The Therapeutic Shoe Program has been under fire in the past few years as many podiatric suppliers discontinued dispensing diabetic shoes in their offices. The biggest reasons include pre-payment audits, the egregious amount of documentation needed to dispense diabetic shoes, and simply dealing with the patient and their shoes.

There are still thirty million people in the USA who have diabetes and will need protective footwear to prevent costly complications associated with diabetes. The Therapeutic Shoe Program is here to stay and only Congress—NOT MEDICARE—can abolish it. Not only that, but most commercial insurances and most Medicare Advantage insurance plans cover diabetic shoes and inserts. With so many suppliers discontinuing dispensing diabetic shoes this presents a *unique opportunity* for those who want to dispense diabetic shoes. Here are the facts:

- 1) Medicare 100% covers diabetic shoes.
- 2) Documentation for diabetic shoes has not changed in the last 5 years and you will pass your audits if you document correctly!
- 3) Dispensing diabetic shoes is profitable to any practice if you are committed to the program.
- 4) Reimbursements rise each year for diabetic shoes while podiatrists fight each year to keep their Medicare fees from going down.



Dr. Comfort  
Performance Shoe  
7650

5) A new diabetic patient can bring up to \$900 a year in revenues to any podiatry practice. You dispense your patient a good pair of diabetic shoes and you will see referrals coming your way.

6) For 2023 Medicare allows \$439.70 for shoes and custom inserts and \$345.98 for shoes and prefabricated inserts. Average costs with shipping run \$125 and \$186, respectively.

7) Have your billing company run a report on the number of diabetic patients you have in your practice, and you might be shocked how many diabetic patients

you have. If that number is 500 figure 400 patients qualify for diabetic shoes, which represents about \$160,000 in gross revenues. This added revenue instantly brings up the value of your practice when you decide to sell it to one of the private equity firms or when you retire.



Adrenaline GTS 22 045  
Women's Running Shoe

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The good news is that Dia-Foot is here to assist you in making the Therapeutic Shoe Program successful in your practice. We have the best selection of diabetic shoes from 14 leading manufacturers including New Balance, Dr. Comfort, Brooks, Orthofeet and SAS. We give every new client a binder which contains all the documents needed to start a successful diabetic shoe program in your office. We assist offices in obtaining a DME number and can provide all the forms needed to pass the Medicare inspection for a DME license.

We offer our customers membership into our Medicare Compliance Program. You will have your own dedicated representative who will obtain all the documentation on behalf of your office from your patient's PCP. This includes getting your clinical foot exam signed, dated, and agreed upon, the certifying statement signed and dated and the last medical note from the PCP. All 3 documents are audited by your representative and sent to your office with your diabetic shoe order. Your office will have access to our Medi-Log web site where your staff can see the progress of each patient and your staff can communicate directly with their Dia-Foot representative. Cost of this membership is \$299 a year, which includes your first 40 charts (a \$400 value). After the first 40 charts the fee is \$10 per chart. *Please email [robert@dia-foot.com](mailto:robert@dia-foot.com), click here or call 877-405-3668 prompt 2 for further details.*