



YOUR POST-ACUTE PARTNER

MileStone Marketer

Proprietary software developed by MileStone to focus and strengthen IRF marketing

- Real-time census information
- Internal and external referral activity
- Reporting:
 - Referral origins
 - Physician referral information
 - Payor source
 - Zip code analysis
 - Incidence of diagnosis
 - Reasons for denial
 - Individual patient statistics and disposition
 - Discharge destination
 - Monitor/manage census performance

MileStone Healthcare has 25 years of experience helping clients navigate changes in the Post-Acute Care and Behavioral Health landscape. We can work with you on identifying opportunities for improvements in existing services, training, education and the development of needed services to help you succeed.

Ready to learn more?

Contact our business development department at

800-926-2388 or visit our website at www.milestonehealth.com.



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MILESTONE		Census-No Changes		Add New Referral		Status	Referral Date	Ext Ref	Int Ref	Payor Type	Denial Reason
Census Tracking											
Referrals All New Admitted Denied Monthly Logs Ref. Log Int/Ext Denials By Docs By Docs Denied Referral Log Denied Log New! Denied Log Year Doctor Log Doctors Denied Doc Admit Month Doc Admit Year Referral Source Referral Zip-Month Referral Zip-Year Ref Origin-Month Ref Origin-Year Referral Search Custom Zipcode Custom Doctors All Referrals Flat Daily Censuses Reports Facilities Administration Information											
13	▼ May			5	8						
3	▼ S Medical Center			3	0						
	✓	Approved	05/31/2009							MCARE:	
	✗	Denied	05/09/2009							MCARE:	Patient went to TCU
	✓	Approved	05/06/2009							MCARE:	
10	▼ (Not Categorized)			2	8						
	✓	Approved	05/27/2009							MCARE:	
	✓	Approved	05/26/2009							MCAID:	
	✓	Approved	05/26/2009							MCARE:	
	✓	Approved	05/22/2009							MCARE:	
	✓	Approved	05/21/2009							MCARE:	
	✓	Approved	05/18/2009							MCARE:	
	✓	Approved	05/18/2009							PPO:	
	✓	Approved	05/17/2009							MCARE:	
	✓	Approved	05/05/2009							MCARE:	
	✓	Approved	05/05/2009							MCARE:	
20	▼ April			10	10						
1	▼ A Hospital			1	0						
	✓	Approved	04/09/2009							MCARE:	
1	▼ B Hospital			1	0						
	✓	Approved	04/07/2009							PPO:	
2	▼ G Medical Center			2	0						
	✓	Approved	04/26/2009							MCARE:	
	✗	Denied	04/21/2009							MCARE:	Does Not Meet Medical Necess
1	▼ S Medical Center			1	0						
	✗	Denied	04/20/2009							MCARE:	Patient Refused
2	▼ U Medical Center			2	0						
	✗	Denied	04/08/2009							MCAID:	Does Not Meet Medical Necess
	✗	Denied	04/07/2009							PPO:	Patient Chose Other Rehab
13	▼ (Not Categorized)			3	10						
	✓	Approved	04/27/2009							MCARE:	
	✗	Denied	04/26/2009							MCARE:	Patient Chose to go to SNF
	✓	Approved	04/25/2009							MCARE:	
	✓	Approved	04/19/2009							MCARE:	
	✓	Approved	04/19/2009							MCARE:	
	✓	Approved	04/15/2009							MCARE:	
	✓	Approved	04/14/2009							MCARE:	
	✓	Approved	04/10/2009							MCARE:	
	✓	Approved	04/09/2009							MCARE:	
	✓	Approved	04/09/2009							MCARE:	
	✓	Approved	04/08/2009							MCARE:	