

Audiologists should always practice the full scope of our license and should look to expand clinic offerings to more than just hearing aid dispensing. What else can we offer aside from hearing aid dispensing? Options could include, but not limited to:

- Communication Needs Assessment
- Cognitive Screenings
- OTC Devices
- Tinnitus Evaluations
- Vestibular Assessments, BPPV treatment
- Annual testing for occupational hearing loss and hearing conservation programming
- Cochlear Implant Evaluations/Mapping
- Virtual audiology care including, hearing aid programming, audiologic rehabilitation
- Cerumen removal services (check state licensure)
- Customized hearing protection and musician’s earplugs
- For patients who have purchased devices elsewhere offer Real Ear Measurements to assess the fitting, modify if possible and include care and use counseling
- Assistive Listening Technology, including Partner mics, TV Streaming, Roger, Captioned Phones, Community Looping. The list goes on.

How you structure your business to generate revenue and show your value will be unique to your clinic and your market. It is important to know your options as you evaluate what is best. What works for one market may not work as well in another market

You must know how to calculate your break-even hourly rate. One cannot set prices/fees based on rates others are using. One must know how to cover their operating costs and factor in any desired profits when setting rates.

Breakeven hourly rate = Expenses (excluding things you re-sell) /# of annual billing hours

For Profit Hourly Rate = Expenses (excluding thing you re-sell) + annual desired profit/# of annual billing hours

Sample list of codes:

HEARING AID PROCEDURES, EARMOLDS, AND ACCESSORIES (and related professional services)														
√	CPT / HCPCS	mod.	DESCRIPTION	FEE	√	HCPCS	mod.	DESCRIPTION	FEE	√	HCPCS	mod.	DESCRIPTION	FEE
	V5299		Office Visit			V5257		Digital BTE, monaural			98960		Education & Training, individual	
	92592		HA Check, monaural (visual & listening inspections)			V5256		Digital ITE, monaural			98961		Education & Training, 2-4 persons	
	92593		HA Check, binaural (visual & listening inspections)			V5255		Digital ITC, monaural			98962		Education & Training, 5-8 persons	
	92594		Electroacoustic Analysis, monaural			V5254		Digital CIC, monaural			V7212		Encounter for hearing conservation & Tx	
	92595		Electroacoustic Analysis, binaural			V5262		Disposable Aid, monaural			99002		Shipping and Handling	
	V5014		HA Repair by Mfctr., 6 mo. Warranty			V5261		Digital BTE, binaural			V5299		Loss and Damage Deductible, per device	
	V5014		HA Repair by Mfctr., 12 mo. Warranty			V5260		Digital ITE, binaural			V5299		HA Extended Warranty	
	V5014		HA Repair, in-house per ear small parts replaced			V5259		Digital ITC, binaural			69210		Cerumen Removal [IMPACTED]	
	V5014		HA Repair no charge			V5259		Digital CIC, binaural			92700		Cerumen Removal [not impacted]	
	V5267		HA Supplies/Accessories (see reverse)			V5263		Disposable Aid, binaural			98966		Telephone Assessment	
	92590		HA Evaluation, monaural (Func. Comm. Assess.)			V5241		Dispensing Fee, monaural			98969		Online Assessment	
	92591		HA Evaluation, binaural (Func. Comm. Assess.)			V5160		Dispensing Fee, binaural			V5266		Battery (6 batteries/pk)	
	V5275		Earmold Impression (each)			V5110		Dispensing Fee, bilateral			V5266		Battery Club Membership (8pk of 6)	
	V5264		Earmold Custom (each)			V5090		Dispensing Fee, unspecified aid (FM)			V5268		ALD, Telephone	
	V5265		Earmold, Disposable (each)			V5200		Dispensing Fee, CROS			V5269		ALD, Alerting	
	V5011		Fitting and Orientation of Hearing Aid(s)			V5240		Dispensing Fee, BICROS			V5270		ALD, TV Amplifier	
	V5011		Fitting and Orientation of FM			V5298		Hearing Aid, miscellaneous			V5274		ALD, miscellaneous (e.g., FM, wireless)	
	V5020		Conformity Evaluation (Real-Ear Measures)			V5298		Lyric Subscription			V5299		Hearing Service Miscellaneous (Home visit)	
	V5014		Hearing Aid Reprogramming Basic Simple Advance			92630		Audiological Rehabilitation [pre-lingual]			V5299		Consult: Basic Simple Intermediate Advance	
	V5267		Musician's Earplugs Filters (each)			92633		Audiological Rehabilitation [post-lingual]					per 15 minutes	