



17344 W. 12 Mile Road, Suite 204  
Southfield, MI 48076

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## Billing Policies

In order to provide you with the best possible experience, we strive for transparency and affordability in our billing practices. Below you will find a breakdown of our sliding scale tiers as well as the justification for our rates. Please note that all sessions are provided at our minimum rate (\$70 for intake, \$35 for individual sessions). If you choose to pay for sessions at a higher rate, please let us know during your intake session.

### I. Intake and Assessment Sessions

Initial intake sessions for psychotherapy and skills based on market rates:

**\$130.15** for an individual, 90 minute, intake including diagnosis, goal planning and associated assessment.

### II. Individual Session Sliding Scale Fee Breakdown

If you have chosen to pay via our sliding scale rate and have provided your income information, sessions will be billed based on our sliding scale as follows:

Billing Tier	Rate per individual 45-minute Session	Rate per individual 60-minute Session	Single Adult	Married Couple	Single Parent	Two Parents with One Child	Two Parents with Two Children
Tier 1	<b><u>\$35</u></b>	<b><u>\$40</u></b>	\$0-\$34,000	\$0-\$58,000	\$0-\$69,999	\$0-\$100,000	\$0-\$114,000
Tier 2	<b><u>\$70</u></b>	<b><u>\$80</u></b>	\$34,001-\$51,000	\$58,001-\$87,000	\$70,000-\$105,000	\$100,001-\$150,000	\$114,001-\$171,000
Tier 3	<b><u>\$105</u></b>	<b><u>\$120</u></b>	\$51,001+	\$87,001+	\$105,001+	\$150,001+	\$171,001+



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### III. Calculations

a. **How did you arrive at your intake/assessment market rate?**

To arrive at a market adjusted rate we used an average of regional and national rates. We did this by taking the average of billed sessions in Michigan (using data from Thumbtack.com), Medicare reimbursement rates (Center for Medicare Services; CMS) and median billed intake rates (Simple Practice study, CPT code 90791).

Example using source data:  $((70+100)/2=85; 85+145.44+160=390.44; 390.44/3=\$130.15)$

b. **How did you arrive at your income tiers?**

To arrive at our billing tiers, we used a measure of financial stability developed by United Way called the ALICE Household Stability Budget as our baseline for Tier 1 (see Sources for ALICE explanation). We then added 50% of Tier 1 income to develop the Tier 2 ceiling. Any incomes over the Tier 2 ceiling are considered Tier 3/market rate. (Example using Single Adult Tier:  $34000 * .50 = 17,000; 17,000 + 34,000 = 51,000$  for Tier 2 ceiling).

c. **How did you arrive at your session rates?**

The minimum rate for our organization to meet its expenses and continue operating are reflected in the Tier 1 base 45 minute session rate.

**All expenses means:** expenses associated with the regular operations of running a private practice including: rent, utilities, art materials, professional liability insurance, electronic health record, advertising and cleaning materials.



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#### IV. Sources

##### a. Budgets/Income Tiers

- i. ALICE Household budgets are based off publicly available data of the actual cost of living in a given community. They create a bi-annual report based that is disseminated through their Asset Limited Income Constrained Employed (ALICE) framework. <https://www.unitedforalice.org/>
- ii. ALICE Budgets for Michigan  
[https://www.unitedforalice.org/Attachments/AllReports/19ALICE\\_Report\\_MI\\_Budgets\\_2.27.19.pdf](https://www.unitedforalice.org/Attachments/AllReports/19ALICE_Report_MI_Budgets_2.27.19.pdf)

##### b. Pricing

- i. Thumbtack - Estimated Michigan rate: **\$70-\$100 per session**  
<https://www.thumbtack.com/p/how-much-does-therapy-cost>
- ii. Center for Medicare Services (CMS) reimbursement rate for 2020 (CPT Code 90791): **\$145.44**  
<https://therathink.com/cpt-code-90791/>
- iii. Simple Practice State Therapy Billing Study

State	CPT 90791		
	Pctl 25	Median	Pctl 75
Michigan	\$141	\$160	\$185
US Avg	\$125	\$150	\$175

Source:

<https://www.simplepractice.com/blog/median-therapy-session-rates-by-state-and-city-cpt-codes/>