



# Analyst Tips & Tricks: Basic Questions on a Business Entity





# Analyst Tips & Tricks: Business Ownership

- What are the current & past registered and alternative names (DBA, AKA, TA, FKA)?
- Who are the current & past registered owners? company officers? agents?
- Registered as a Profit or Non-Profit business?
- Are they owned/controlled by another company?





# Analyst Tips & Tricks: Business Ownership

- What identifying numbers are associated (TIN, SSN, EIN, NPI, Company Number)?
- Who holds the required licensing for operations?
- When was the business incorporated? Any changes in company status?





# Analyst Tips & Tricks: Business Scope

- Where are the physical locations of the business?
- Where does the business offer services?
- Is there an international component to the business?





# Analyst Tips & Tricks: Business Scope

- What are the complete set of business specialties / services offered?
- Do they operate and offer services online / remotely?





# Analyst Tips & Tricks: Business Address

- What addresses are associated with the business, including PO Boxes, mail drops, etc.?
- What addresses are associated with linked person entities?





# Analyst Tips & Tricks: Business Address

- Are any addresses linked to non-associated parties
   (claimant, insured, customers, interested parties)? If so,
   why?
- What is the ownership history of the location?
- What location(s) do the customers visit?





# Analyst Tips & Tricks: Business Phones

- What office, cell, and fax lines are associated with the business?
- What home, office, cell, and fax lines are associated with linked person entities?
- Are any phone numbers linked to non-associated parties
   (claimant, insured, customers, victims, interested parties)? If so,
   why?





## Analyst Tips & Tricks: Business Phones

- What is the ownership history of the phone number?
- What phone numbers are tied to the location?
- To what location are the listed phones associated? Is it a match to the business? If not, why?





## Analyst Tips & Tricks: Social & Advertising

- What is their website(s)?
- What is included in their advertising?
- What does the Better Business Bureau and other similar sites show?
- Any complaints / reviews on their website, Google, other review sites?





## Analyst Tips & Tricks: Social & Advertising

- Do they have Social Media sites (Facebook, LinkedIn, Twitter, Instagram, etc.)?
- Cross-check online sales site on physical losses concerns- eBay,
   Craigslist, etc.
- Watch for social postings conflicting with the date / time of services provided (EG vacations out of the area).





## Analyst Tips & Tricks: Business Investigations

- Any open or closed cases with NICB?
- Any civil actions or outstanding judgements on the business or person entities?
- Any criminal activity, charges, convictions on the business or person entities?





## Analyst Tips & Tricks: Business Investigations

- Any Administrative Board actions on the business or person entities?
- Are all licenses in good standing?
- Medical Provider: Are the business or person entities listed as excluded from billing Federal programs on the OIG DAHS Exclusion List?





## Analyst Tips & Tricks: Business Stats & More

- How many employees are listed?
- What is the annual revenue for scope of the business (if available)?
- What are the operating hours / days? Does that match your incident?





## Analyst Tips & Tricks: Business Stats & More

- Does a scene canvass (online & in-person) confirm the details as presented (signage, building & facilities, customers, parking, posted hours, etc.)?
- Does the number of employees, facilities, and operating hours match their volumes?

