

Career Development, Networking and AI



Navigating the shift:

New Coders and Experienced Professionals



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New Coders





Agile Work Profiler



Landing Your First Job

Resume-building tips for entry-level coders

How to showcase skills when you have no experience

Job search strategies
(internships, apprenticeships,
and entry-level positions)

Breaking the algorithm! Use AI

Keep it simple: clean,
simple and clear.

Key words: job descriptions
are the answer key!

Summary and Skills should
stand out.

Hidden Networks and Support Systems



How to connect with local industry professionals



Using LinkedIn and Career Fairs



The benefits of local chapter involvement and mentorship programs

Networking & Mentorship: Finding Your Support System

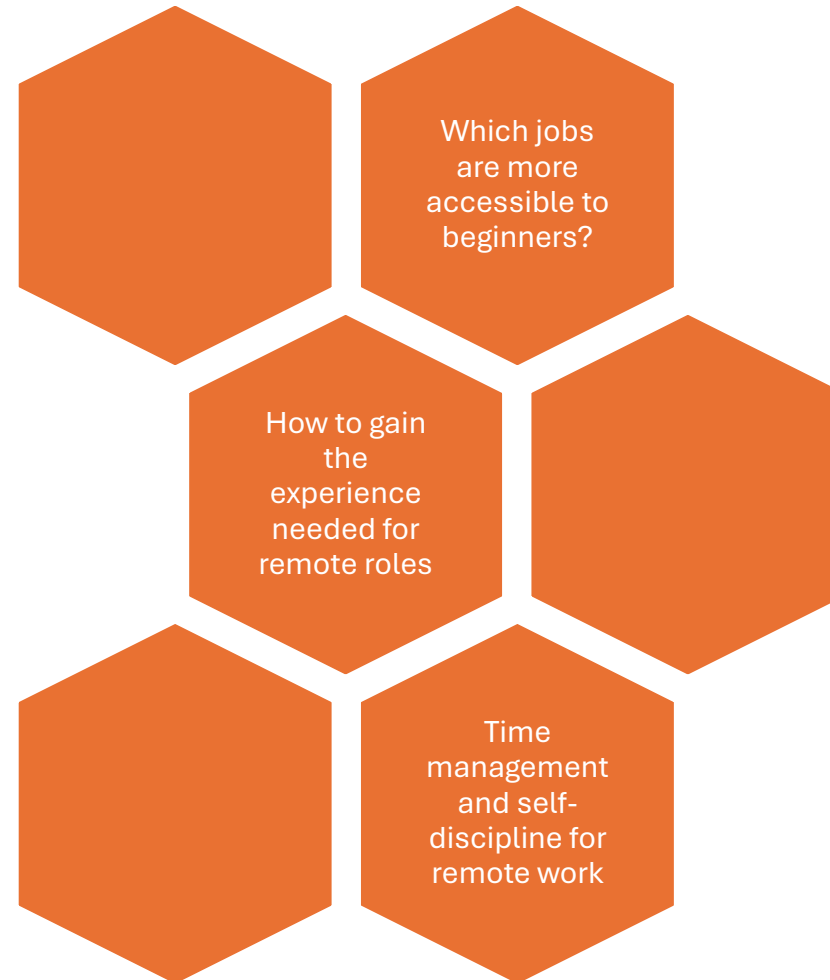
How to connect with coding mentors and industry professionals

Using LinkedIn and AAPC forums to grow your network

The benefits of local chapter involvement and mentorship programs



Remote vs. On-Site Coding: Pros & Cons for New Coders



Percentage of medical coders who work from home.

AAPC Survey: 51% of respondents worked from home.

AAPC Survey: 65.7% of respondents worked for hospital or health system worked remotely.



FortheRecord: 50% of respondents worked remotely full time.

Congratulations! Succeeding your first 90 Days



Common challenges new coders face and how to overcome them



Productivity and accuracy expectations



Understanding key performance indicators (KPIs) in the workplace

Experienced Professionals

Advancing Beyond Coding: Career Paths in the Industry

Upskilling/Apprenticeship
Programs

Exploring leadership roles
(coding manager, director, or
educator)

How to become an independent
consultant or start a business

**Advancing
Beyond
Coding:
Career
Paths in the
Industry**

Developing/Strengthening
Soft Skills

CRC (Risk Adjustment
Coding)

CPMA (Medical Auditing)

How to Become an AAPC Instructor or Speaker

- Steps to becoming an AAPC-approved instructor
- Opportunities to present at conferences and local chapters
- How teaching can enhance your professional credibility

Maximizing Your Earning Potential as a Medical Coder



SALARY NEGOTIATION TIPS
FOR EXPERIENCED CODERS



HOW TO LEVERAGE
ADDITIONAL CERTIFICATIONS
(CIRCC, CPCO, CRC, ETC.)



THE VALUE OF DIVERSIFYING
SKILLS (HCC CODING, RISK
ADJUSTMENT, ETC.)

AAPC's 2025 Salary Report

Inflation proof (?)

Using the Data

Large group practices; health systems, vs. small practices.

AI in Medical Coding

A white humanoid robot is seated on a blue plastic chair in a waiting room. The robot is holding a laptop and appears to be working. The room has large windows in the background, showing a city skyline. The overall scene is dimly lit, with a greyish-blue tint.

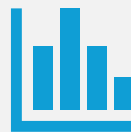
The Role of Artificial Intelligence in Medical Coding



How AI and automation are impacting the industry

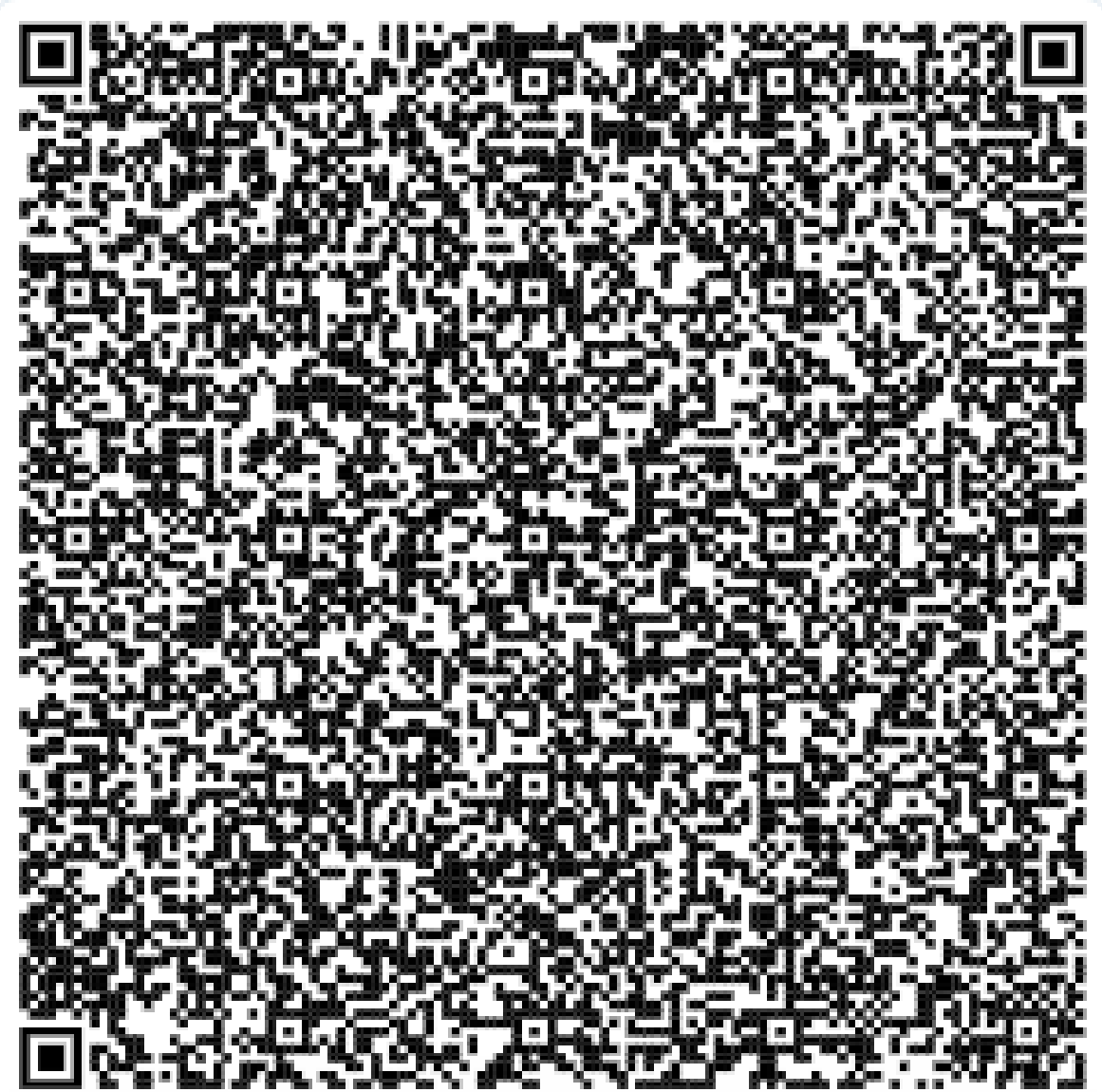


Ways to stay relevant as technology advances



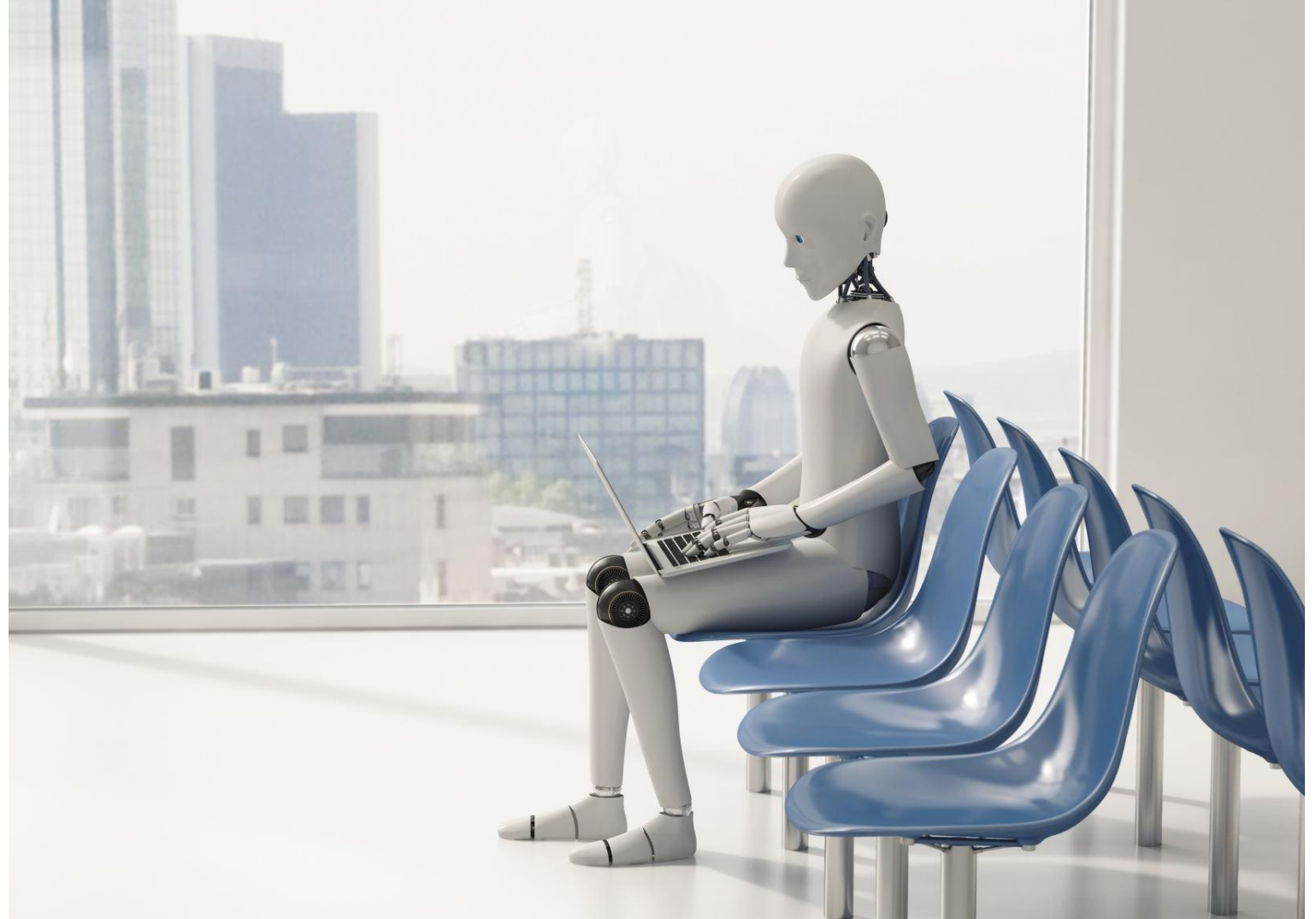
Upskilling opportunities for coders in data analytics and AI

Register for AAPC's
Free AI in Medical
Coding and Billing
Certificate



Using AI in Day- to-Day

- Codify
- ChatGPT
- CoPilot
- Otter.ai



Questions & Feedback?

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- **AI generated guide**
 - **Slides**



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