



AOPA In Advance SmartBrief

Breaking News

April 10th, 2014

AOPA Headlines:

[The April 2014 O&P Almanac Is Here! Get your Credit Today](#)

[ICD-10 Implementation Delayed](#)

[O&P PAC Corner](#)

[Register Now for the Boston Coding & Billing Seminar](#)

[Declan Farmer Selected as IPC's Best Male Athlete of 2014 Sochi Paralympics](#)

[Participate in the 3rd Annual Technical Fabrication Contest](#)

[Are you using all of your important AOPA benefits?](#)

[Join AOPA, ABC, and NCOPE for April's Limb Loss Awareness Charity Walk](#)

[People in the News: Virginia Prosthetics & Orthotics Hires](#)

[Calling all Students and Residents—Gain National Recognition & Advance Your Career](#)

[Modifiers: How & When To Use Them - May Audio Conference](#)

[Upcoming AOPA Events](#)

AOPA 2014 Coding Products are in the Bookstore – Order Now!



AOPA offers the best 2014 medical coding products in the industry at the greatest price. Get all of the codes, descriptions, illustrations, tips, and examples that you need!

Between the **Coding Pro** Software, **Quick Coder** Reference Set, and the all-important **Illustrated Guide**, you'll have the complete coding system in use for Orthotics, Prosthetics, and Shoes including HCPCS Codes, official Medicare Descriptors, and Illustrations for each code! Why wait? Get all 3 in the **AOPA 2014 Coding Suite!** Order yours today!

ORDER NOW!





O&P Almanac April 2014 Issue Feature: Two Opportunities For CE Credits

For Orthotic, Prosthetic & Pedorthic Professionals

The O&P Almanac April 2014 issue will have two opportunities to earn CE credits featuring TWO columns—Reimbursement and Compliance Corner!

Readers of Reimbursement Page and Compliance Corner are now eligible to earn two CE credits each. After reading these columns, simply scan the QR code or use the link provided at the end of each article to take the quiz. Receive a score of at least 80 percent, and AOPA will transmit the information to the certifying boards.

Find the two opportunities in the O&P Almanac April 2014 issue arriving by mail or more information online at www.aopanet.org/publications/op-almanac-magazine/.

- | | |
|-----------|--|
| 14 | Reimbursement Page
Interest, recoupment, and overpayments during appeals |
| 32 | Compliance Corner
Re-evaluating Business Associate Agreements |

Reimbursement Page
Maintaining Cash Flow During Appeals
Page 14

Compliance Corner
The New Rules for BAAs
Page 32



The April 2014 O&P Almanac Is Here!

Get Your Business Credit Today!

- As the nation celebrates Limb Loss Awareness Month, *O&P Almanac* talks to practitioners and patients about the value of cosmesis, and discusses the evolution in lifelike prostheses.
- Industry experts Arlene Gillis, NCOPE president, and Brian Gustin, founder and CEO of Forensic Prosthetic & Orthotic Consulting, share their views on how we define a qualified O&P practitioner and what the demand for their services will be in the coming years.
- Ensure your agreements comply with updated requirements with new rules for BAAS in the Compliance Corner
- Check out the Reimbursement Page and learn everything you need to know about interest, recoupments, and overpayments to manage your finances

[Read the April Almanac and Take your Quiz here!](#)

It's easy and it's free! Get Started NOW!

[Click here to go back to the top of the newsletter.](#)



ICD-10 Implementation Delayed



Last Tuesday, April 1 President Obama signed the Protecting Access to Medicare Act of 2014 and a provision of this act delays the implementation of the ICD-10 code sets for one year. The new deadline for the transition from the current ICD-9 codes to the new ICD-10 codes is October 1, 2015.

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or Joe McTernan at jmcternan@AOPAnet.org

O&P PAC Corner

The O&P PAC Corner provides updates on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&P PAC has recently supported. The O&P PAC recently received donations from the following AOPA member(s)*

- Wendy Miller
- Claudia Zacharias, MBA, CAE

The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House, Senate and other officials running for office to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

In order to participate in and receive information about the O&P PAC, federal law mandates that you must first sign an authorization form.

[Click here to view and sign an O&P PAC authorization form.](#)

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854.

The advertisement features a blue background with a perspective view of a path made of white L-codes leading towards a bright horizon. The text 'www.LCodeSearch.com' is prominently displayed at the top. Below it, '24/7' is written in large, stylized numbers. The main body of the ad contains a list of benefits for O&P coding expertise, a screenshot of the LCodeSearch.com website interface showing search options for L-codes and manufacturers, and a call to action to log on and start today. It also includes contact information for Lauren Anderson and a note for manufacturers to get their products in front of AOPA members.

www.LCodeSearch.com

24/7

EXPERT CODING ADVICE 24/7

- The O&P coding expertise you've come to rely on is now available whenever you need it.
- Match products to L codes and manufacturers—anywhere you connect to the Internet.
- This exclusive service is available only for AOPA members.

Contact Lauren Anderson at 571/431-0843 or landerson@AOPAnet.org.

Log on to
LCodeSearch.com
and start today.

Not an AOPA member? **GET CONNECTED**

Visit AOPA at www.AOPAnet.org.

MANUFACTURERS: Get your products in front of AOPA members!
Contact Joe McTernan at jmcternan@AOPAnet.org or 571/431-0811.

Register Now for the Boston Coding & Billing Seminar

Don't miss the June 12-13 Coding & Billing Seminar in the heart of Boston!

There is a reason why the AOPA Coding and Billing Seminar is ranked #1 by O&P Professionals!

During the general session you will learn how to code complex devices, including repairs and adjustments, plus:

- O&P Overview of Federal Agencies
- Medical Policy Basics
- Review of Medicare LCDs/Policy Articles
- Specific guidelines on coding Lower Limb Protheses, Spinal Orthoses and AFO/KAFO



- Documentation
- Claim Reviews
- Internal Audits
- Hot Topics, Utilization Data & Current Trends in O&P

AOPA experts provide the most up-to-date information to help O&P Practitioners and billing staff learn how to code complex devices, including repairs and adjustments, through interactive discussions with AOPA experts and your colleagues. Meant for both practitioners and office staff, this advanced two-day event will feature breakout sessions to ensure concentration on material appropriate to each group.

[Register today by clicking here!](#)

Declan Farmer Selected as IPC's Best Male Athlete of 2014 Sochi Paralympics

USA ice sledge hockey player Declan Farmer has been voted by the public as the IPC's Best Male Athlete of the Sochi 2014 Paralympic Winter Games.

At just 16 years old, the quick forward was crucial to the USA's gold-medal success in Sochi, playing over 87 minutes on the ice while scoring three goals and recording two assists in the tournament. "Just being selected to play for Team USA and going to Sochi was a huge honour and privilege for me, especially at such a young age," Farmer said. "Being able to top all of that off with a gold medal was even sweeter.



"Winning that gold medal represents all of our hard work and sacrifices these past four years. It makes everything we have been through worth it." Farmer helped the USA defeat top-seeded arch rivals Canada in the semi-finals, scoring twice in a five-minute period early in the game.

At Sochi 2014, the USA became the first ice sledge hockey team to win back-to-back Paralympic titles, and Farmer was the squad's leading scorer during the complete 2013-14 season with 12 points and seven goals.

[Click here to go back to the top of the newsletter.](#)

Participate in the 3rd Annual Technical Fabrication Contest



This year's contest is to fabricate a lower extremity Orthosis or Prosthesis that best reflects the entrant's interpretation of "energy" as it applies to Prosthetics and Orthotics. The projects submitted will be judged on ingenuity, design, finish and function. All entries will require a statement that provides the contestant's insights as to why they fabricated the specific design submitted. [Enter the contest here!](#)

Enter the Contest

en · er · gy *noun, plural en·er·gies*. The capacity for vigorous activity; available power; an adequate or abundant amount of such power; often, energies. a feeling of tension caused or seeming to be caused by an excess of such power; an exertion of such power; the habit of vigorous activity; vigor as a characteristic;

One winner and one runner-up will be selected in each of the three categories: practitioner, technician and student. All three categories will also be entered into the People's Choice Award—where congress attendees will vote and select their favorite device.

- First Place Winners receive a \$500 Cash Prize
- Runners up receive a \$200 Cash Prize
- The People's Choice Award recipient will receive \$300

Special recognition in the form of a trophy and Press Release will be awarded to the school representing the winning students.

[Click here to go back to the top of the newsletter.](#)

Are you using all of your important AOPA benefits?

AOPA's partnership with Bank of America can reduce your credit card processing rates to as low as 1.9% to AOPA members. Many members are paying more than 2.5% and if you're handling \$500,000 a year in credit card transactions, the 0.6% savings is like getting a 200% return on your membership dues investment. To request an audit of a recent processing statement to identify the savings you would enjoy by switching to Bank of America, call 888/317-5402 or email tellmemore@bankofamericamerchant.com.



Not an AOPA member? Call 571-431-0843 or visit www.AOPAnet.org/join for more information or to join now.

Bank of America 

Welcome Bank of America



Join the team in supporting Limb Loss Awareness Month

Participate in a fun lunchtime Charity Walk to raise awareness and funds for the Amputee Coalition Youth Camp.

What: Limb Loss Awareness Month Charity Walk

When: Monday, April 21, 2014 at Noon to 1:00 PM
(rain date April 28, 2014)

Where: Walk kicks off with a photo op in front of
330 John Carlyle St, Alexandria, VA

Questions? Contact Tina Moran tmoran@AOPAnet.org or (571) 431-0808

This fun and meaningful event will include lunch after the walk, awards, and special recognition for all participants, supporters and sponsors.

All participations are required to complete a sign up form and waiver.

APRIL IS LIMB LOSS AWARENESS MONTH

A Huge Thank You to our Sponsors!



F R E E M A N

Become a sponsor, contact Tina Moran at tmoran@aopanet.org

People in the News: Virginia Prosthetics & Orthotics Hires

Indi Hewavita, CP, Bill Earles, CO, and Ben Signmon, CO, have recently joined Roanoke, Virginia-based **Virginia Prosthetics & Orthotics**. Each is certified by the American Board for Certification in Orthotics and Prosthetics and has an extensive amount of O&P industry experience.

“Indi’s expertise as a prosthetist, coupled with his bedside manner, is a welcome addition to our Harrisonburg, Va., office, as well as our Charlottesville and Fishersville offices where he will also see patients,” explains J. Douglas Call, C.P., president and owner of Virginia Prosthetics & Orthotics, Inc. “His extensive experience, along with our other practitioners serving these offices, enables us to change patients’ lives using the latest advancements in orthotic and prosthetic technology, and the highest levels of patient service.”

“Bill is a welcome addition, as we’ve seen strong, steady growth at our Christiansburg office in both orthotic and prosthetic patients,” explains J. Douglas Call, C.P., president and owner of Virginia Prosthetics & Orthotics, Inc. “His extensive experience, coupled with our other practitioners serving the Christiansburg office, enable us to continue provide patients in Christiansburg and throughout the New River Valley with the highest levels of service and satisfaction in both orthotics and prosthetics.”

“Ben’s experience and his expertise make him a welcome addition to our company,” says J. Douglas Call, C.P, president and owner of Virginia Prosthetics & Orthotics, Inc.

Virginia Prosthetics & Orthotics, Inc., serves numerous locations throughout southwest and central Virginia and North Carolina. Founded in Roanoke in 1966, the company is Virginia’s oldest and largest O&P provider, helping patients believe in their possibilities through the use of advanced prosthetic and orthotic technology. Additional information is available at www.VirginiaProsthetics.com or by calling toll-free 1-888-366-8287.

[Click here to go to the top of the newsletter.](#)



**Calling all Students and Residents—Gain National Recognition
And Advance Your Career**

Enter to win one of two prestigious awards--The Student-Resident Poster award honors two meritorious scientific papers submitted for presentation as a poster at the AOPA National Assembly. The purpose of these awards is to encourage students and residents to display outstanding posters at the AOPA National Assembly.

The Otto and Lucille Becker Award will be presented for the best orthotic abstract submitted and the Edwin and Kathryn Arbogast Award for the best prosthetic abstract submitted by a qualifying student or resident.



- ✓ The poster must be exhibited and presented at the AOPA National Assembly for the award recipient to receive the prize. The winners of the two scientific poster awards will be published in the O&P Almanac.
- ✓ The winners will receive a \$500 cash award, registration to the show, coach-class airfare to the National Assembly and three nights hotel. To qualify to present a poster in this category and eligible for consideration for this award, the main author must be a student (baccalaureate or master level) or a resident at a qualified patient care facility.
- ✓ Abstracts will not be considered for either award if they have been previously presented, published, or are currently submitted with pending decision on acceptance elsewhere.
- ✓ These awards have been made possible by a special endowment by Becker Orthopedic and WillowWood.

[Submit your abstract here](#)



AOPA's
national assembly '14
The premier meeting for orthotic, prosthetic, and pedorthic professionals

A promotional graphic for the AOPA National Assembly '14. The background is a dark, abstract design with flowing, glowing lines in shades of orange, red, and yellow. At the top left, the text 'Products. Services. Networking.' is written in a white, cursive font. In the center, the word 'EXPERIENCE' is in a white, sans-serif font above the word 'THE' in a smaller font, which is above the word 'ENERGY' in a very large, bold, white, sans-serif font. Below 'ENERGY', the text 'CLINICAL | BUSINESS | TECHNOLOGY' is in a small, white, sans-serif font, followed by 'EDUCATION' in a slightly larger, white, sans-serif font. At the bottom left, the text 'Sept. 4-7, 2014' is in a white, sans-serif font, with 'Mandalay Bay, Las Vegas' in a smaller font below it. At the bottom right, there is a circular logo for the American Association of Orthotists and Prosthetists, featuring a stylized figure and the text 'AMERICAN ASSOCIATION OF ORTHOTISTS & PROSTHETISTS'.

**Modifiers: How & When To Use Them
May Audio Conference**



Learn how the modifiers affect your claims and learn how to use them properly to avoid potential claim denials. Join AOPA on May 14th, 2014 for an AOPAiversity Mastering Medicare Audio Conference that will focus on how to use your modifiers.

- What is the difference between the RA & RB modifier?
- Which modifier allows you to provide services to a patient under hospice care?
- What is the true meaning of the KX modifier?

The cost of participating is always just \$99 for AOPA members (\$199 for nonmembers) and any number of employees may listen on a given line. Listeners can earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80%.

[Register online here!](#)

Contact Devon Bernard at dbernard@AOPAnet.org or 571/431-0854 with content questions.

Contact Betty Leppin at bleppin@AOPAnet.org or 571/431-0876 with registration questions.

[Click here to go to the top of the newsletter.](#)

Upcoming Events

- May 14 *Modifiers: How & When
to Use Them*
Audio Conference
[Learn more or register online here](#)
- June 12-13 *Mastering Medicare:
Coding & Billing Seminar*
Boston, MA
[Learn more or register online here](#)
- Sept 4-7 *AOPA 2014 National Assembly*
Las Vegas, NV
[Learn more here](#)

May 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Get the AOPAversity Advantage!

AOPAversity



Distance Learning Opportunities Through AOPA

New!

O&P ALMANAC

EARN CREDITS
2.0 CE
PER MODULE

Because of the highly educational content of the O&P Almanac's Reimbursement Page and Compliance Corner, O&P Almanac readers can now earn two business continuing education (CE) credits each time they read these articles and pass the accompanying quiz.

IT'S EASY AND IT'S FREE!



Read and learn from O&P Almanac's monthly reimbursement column and quarterly compliance corner—you will now not only gain knowledge, but also can earn CE credits by taking a short quiz and receiving a passing grade of 80 percent or higher. AOPA will automatically transmit the information to the certifying boards on a quarterly basis.

The print version of the O&P Almanac is delivered to all AOPA members, ABC certified practitioners, BOC certified practitioners as well as subscribers. Additionally the electronic version of O&P Almanac is available online at www.aopanet.org/publications/digital-edition/.

Learn more at:
www.aopanet.org/publications/op-almanac-magazine/

AOPAVERSITY WEBCASTS

EARN CREDITS
1.5 CE
PER MODULE

AOPA offers two webcast series:

Series 1 > Mastering Medicare: Coding & Billing Basics and Principles contains nine modules is a recommended prerequisite to the Advanced Coding and Billing Techniques Seminar.

Series 2 > Practice Management: O&P Administration Services contains five modules, including topics such as Establishing an O&P Practice, Acquiring an existing O&P Practice, and Enrolling in Medicare and Medicaid.

Learn more at:
www.aopanet.org/education/webcasts/

AUDIO CONFERENCES

EARN CREDITS
1.5 CE
PER CONFERENCE

During these one-hour sessions, AOPA

experts provide the most up-to-date information on a specific topic. Perfect for the entire staff—one fee per conference, for all staff at your company location (\$99 Member/\$199 Non-Member). A great team-building, money-saving, educational experience! Sign up for the entire series and get two conferences FREE. Entire Series (\$990 Members/\$1,990 Non-Members). The fee is per location and there is no limit on the number of staff you can assemble in one location.

Learn more at:
www.aopanet.org/education/audio-conferences/

VIDEO LEARNING LIBRARY

EARN CREDITS
1.5 CE
PER VIDEO

AOPA's video learning library offers many dif-

ferent types of high-level education—clinical, business, motivational, and more. Many of the videos have been approved for CE credits. After viewing the educational video in its entirety, complete and submit the quiz continuing education (CE) credits. AOPA will automatically transmit the information to the certifying boards on a quarterly basis for those with passing grades of 80 percent or higher. Those not passing the quiz will be notified.

Peruse the complete library at:
www.aopanetonline.org/education



AOPAversity

AOPAversity is your one-stop resource for quality O&P education, developed explicitly for orthotic, prosthetic and pedorthic professionals. Most education has been approved for continuing education (CE) Credits. Learn on your terms with one of our opportunities listed above!

Earn CE credits accepted by certifying boards:



Visit www.AOPAnetonline.org/education today!