



AOPA In Advance SmartBrief

Breaking News

May 6th, 2014

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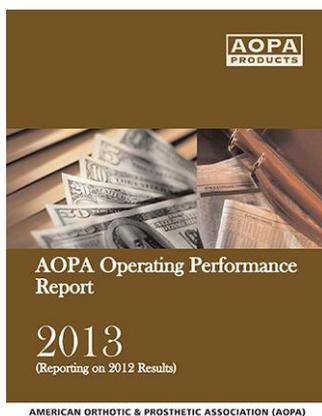
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It's Almost Time to Participate in the Annual Operating Performance Survey!



Please keep an eye out in for the survey in your mailbox early next week. You will also receive an electronic version of the survey in your email from Industry Insights, a leading consultant group who has conducted this survey for almost a decade. All participating AOPA member facilities will receive an individual, confidential Company Performance Report FREE that will compare your facility's operating performance against other O&P facilities of a similar size and location. This individual company report, assessing the financial health of your facility, would cost several hundred dollars if prepared by your own consultant. The individual report is AOPA's way of saying "thank you" for being a member and participating in the survey.

[You can purchase a copy of last year's survey for \\$185 \(for AOPA members, \\$325 for non-members\) at our online bookstore.](#)

Order Now

Please contact us with any questions at (571) 431-0843, and we hope you will take advantage of this members-only opportunity.



AOPA National Assembly
September 4-7, 2014 ~ Las Vegas
Registration is now open!

Don't miss this incredible show as we combine the **ENERGY** of Las Vegas with the **ENERGY** of 200 Exhibitors and the **ENERGY** of more than 2,300 attendees along with top-notch business and clinical experts to give you the dynamic 2014 AOPA National Assembly.

Why You Should Attend

- Earn more than 32 CE credits
- Learn in any of the five dedicated education tracks— providing you with the most relevant education for
 - orthotists,
 - prosthetists,
 - technicians,
 - pedorthists and
 - business managers
- Scientific programs featuring extensive symposia on scoliosis, pediatric orthotics, microprocessor knees and more
- Unprecedented business education featuring experts in O&P business management, documentation, healthcare reform and marketing
- Innovative four day Pedorthic Education Program focusing on diabetic treatment and wound care from a multidisciplinary faculty of physicians, wound care experts and diabetes educators
- Four days of Technical Education
- New and improved Thranhardt Golf Classic scheduled the day before Manufacturers' Workshops
- Revised Exhibit Hall Schedule provides more time in the exhibit hall without sacrificing CE credits
- More receptions and networking events
- Networking and career advancement for practitioners and suppliers at all levels of experience— opportunities abound, from receptions to golf, to a happy hour reception to the wine auction and tasting
- Fabulous shopping, entertainment, championship golf and unparalleled people watching—all of this on the Las Vegas Strip!



No other city competes with the energy, atmosphere, and excitement of Las Vegas—there are many reasons why Las Vegas commands the title as “The Entertainment Capital of the World” and no matter what you call fun, Las Vegas has it. Cirque du Soleil productions, Broadway performances, world-class cuisine, sizzling nightlife, a shopper's paradise and of course the best people watching!



Register Today

Registration for the 2014 AOPA National Assembly is now open.

- [PDF version for those mailing a check as payment](#)
- [Online form for those paying by credit card](#)
 - ❖ Register early to save money \$100 off your full conference registration.. We'll send you valuable updates and information as the Assembly nears.
 - ❖ Be sure to include the name of the school you graduated from in order to network with your Alumni and to receive information about alumni get-togethers.
 - ❖ There are many categories of registration for your convenience.

We look forward to seeing you in Las Vegas!

Hotel Reservations

Attendees are responsible for making their own hotel reservations. AOPA has reserved a block of rooms for Assembly attendees at the Mandalay Bay Resort. To receive the best possible rate, register online at <https://resweb.passkey.com/go/sopa4>.

The rate varies by day and ranges from \$99 – \$179 per night. You may contact group reservations directly by calling 877-632-9001 and providing the group code SOPA4, but please note that hotel reservations made via telephone will be subject to a \$10 processing fee.



This block of rooms is being held exclusively for Assembly attendees. Those booking rooms are required to register for the Assembly by July 28 or they will not be eligible for the group rate and subject to cancellation. The hotel will likely sell out over the dates of the Assembly. Please be sure your reservation request reaches the hotel prior to July 28, 2014 when any remaining rooms (if any) will be released. There is no guarantee that rooms will be available at the Assembly rate. Rates quoted here are on a space-available basis only.

DME MACs Confirm Delay of ICD-10 Implementation



In the past few days, each of the four DME MACs have released statements acknowledging the delay in implementation of ICD-10 diagnosis codes as a result of the April 1, 2014 passage of *the Protecting Access to Medicare Act of 2014*. This law delayed implementation of ICD-10 codes from October 1, 2014 until no sooner than October 1, 2015. The DME MACs also announced that an interim final rule establishing the new compliance date of October 1, 2015 will be issued by the Centers for Medicare and Medicaid Services in the near future.

AOPA will continue to monitor and report on the implementation of ICD-10 codes as information becomes available.

Questions regarding this issue may be addressed to Devon Bernard at dbernard@aopanet.org or Joe McTernan at jmcternan@aopanet.org.

Hit A Home Run with 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 & 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!](#)

People in the News: OPAF Adds First Swim Staff



Stephanie Turlo, MSPO, was recently added to the OPAF First Swim staff, helping those facing mobility challenges to feel comfortable both in and around the water. Stephanie is a recent graduate from Eastern Michigan University and will be working to complete her orthotic residency with Hanger Clinic in Maryville, Illinois. She has participated with the First Swim event at EMU for the past two years, working with Jason Wening, CPO and First Swim program director.

“My love of water began at age 6 with competitive swimming and I’ve transitioned from athlete into the coaching for the past 13 years. I am fortunate enough to combine my coaching experience, my BS in psychology and my Masters in Orthotics and Prosthetics to help bring amputees back to the water” said Turlo.

“We are pleased to expand our staffing for First Swim as water is the great equalizer with adaptive recreation and those facing physical challenges. The addition of Stephanie for this program will mean a greater growth potential for First Swim and all of our aquatic programming through the First Clinics” said Robin Burton, OPAF Executive Director.



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)

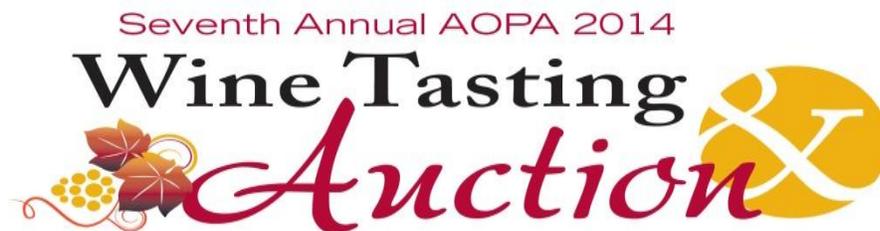
- **Rick Fleetwood, MPA**
- **Frank Snell, CPO, FAAOP**

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.



During the 2014 National Assembly in Las Vegas AOPA will be hosting the 7th Annual Wine Tasting & Auction. Please join the fun, the "good cause" and add to the continued success of the Wine Tasting & Auction by donating today! ***Your special donations are what make this event unique and successful. Your attendance is what makes it fun!***

The donation may be one of the gems of your cellar! The donation doesn't need to be wine it could be jewelry, artwork, wine glasses, a bottle of your favorite spirit, cigars, etc. If you would prefer to make a monetary donation we have a team of dedicated personal shoppers available who can locate that perfect item for you.

Please consider donating today! The donation form is available [here](#).

Let's keep the tradition of success alive and make the 7th Annual Wine Tasting & Auction the best ever, as we raise awareness of and funds for AOPA's Government Relations outreach

Thank you in advance and we look forward to seeing you at the 2014 National Assembly and the 7th Annual Wine Tasting & Auction.

Any questions about making a donation or the auction in general, contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0811.

[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.

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Businesses in the News: Scheck & Siress Acquires American Limb & Orthotic Center, Inc.



Scheck & Siress announces the acquisition of American Limb and Orthotic Center, Inc., a Chicago-based provider of orthotic and prosthetic care owned by Teresa Thorpe, CO. American Limb has a heritage that dates back to the mid-1940s. Thorpe purchased the business in 2001. Teresa and her staff bring over 40 years of experience in the orthotic and prosthetic field providing quality care for pediatric and adult patients.

"We are excited to welcome Teresa and her team to Scheck & Siress. It brings together two companies with a rich and long-term history of delivering excellent prosthetic and orthotic care to our patients in the Chicago area. We share a common commitment to a patient-first focus and doing what it takes to meet our patients' specific needs. This is part of our ongoing commitment to grow our business and expand our scope and capabilities to build on our 60 year history of providing advanced technologies and thoughtful care for our valued patients," said Michael Oros, President & CEO of Scheck & Siress.

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**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.

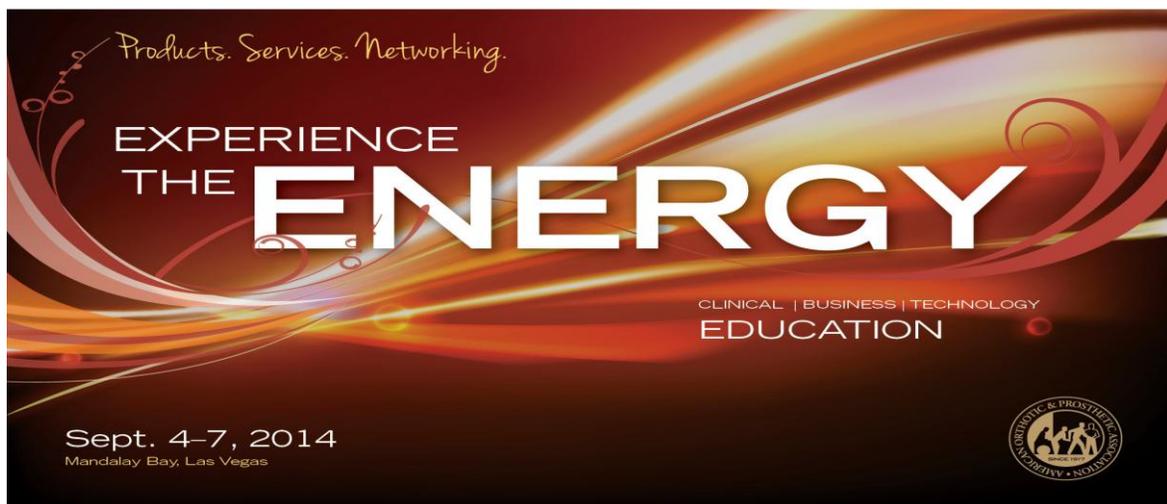


- ✓ The poster must be exhibited and presented at the AOPA National Assembly for the award recipient to receive the prize. The winners of the two scientific poster awards will be published in the O&P Almanac.
- ✓ The winners will receive a \$500 cash award, registration to the show, coach-class airfare 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 written in a white, sans-serif font above the word 'THE ENERGY', which is written in a very large, bold, white, sans-serif font. Below 'THE ENERGY', the text 'CLINICAL | BUSINESS | TECHNOLOGY' is written in a small, white, sans-serif font, followed by 'EDUCATION' in a larger, white, sans-serif font. At the bottom left, the text 'Sept. 4-7, 2014' is written in a white, sans-serif font, with 'Mandalay Bay, Las Vegas' written below it in a smaller font. 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 AOPAversity 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!