



## AOPA In Advance SmartBrief

Breaking News

June 17th, 2014

## AOPA Headlines:

[Energy Level 2,300 – Join 2,300+ Top Professionals at the Las Vegas Assembly](#)

[ABC's New Patient Care Accreditation Guide is Now Available](#)

[Amputee Coalition Awarded 2014 Apex Award of Excellence](#)

[Read the June 2014 O&P Almanac and Get Your Business CE's!](#)

[Tell Congresswoman Tammy Duckworth Your Concerns in a Live Conversation!](#)

[It's Time to Participate in the 2014 AOPA Operating Performance Survey!](#)

[O&P PAC Corner](#)

[Donations Needed To Support Government Relations Outreach](#)

[The OIG: Who Are They & Why Are They Important -- July Webinar](#)

[Upcoming AOPA Events](#)

### Submit Video to AOPA's Public Relations Campaign!

Last year many of AOPA's supplier members and exhibitors generously shared video footage to help create the [World Congress Opening Ceremony](#). This year AOPA is working to create a public relations campaign to promote the cost-effectiveness study funded by AOPA and commissioned by The Amputee Coalition. The study proves that orthotics and prosthetics saves lives and money! (More info on the study can be found [here](#).)



If you have a video clip that you would like us to consider using as part of the campaign, please send the video or video link to Tina Moran at [tmoran@aopanet.org](mailto:tmoran@aopanet.org). We can accept any type of video file or a link to the location of the video such as YouTube or your website. Specifically we are looking for examples of patient care in action; how orthotics and prosthetics helps people achieve independence; and/or video clips showing people doing things that they would not be able to do without an O-P device.

**SUBMIT VIDEO**





**Energy Level 2,300!** Don't miss the country's oldest and largest meeting for the orthotics, prosthetics and pedorthic profession. Register today for the 2014 AOPA National Assembly, to be held September 4-7 at the Mandalay Bay Resort in Las Vegas. Don't gamble with your valuable time, financial resources or continuing education—attend the show that provides the biggest return on your investment—The AOPA National Assembly!

There is a reason why more people attend the AOPA National Assembly than any other O&P convention in the U.S. No other meeting offers the high-quality venue, business education, top-notch speakers, networking opportunities or the massive trade show that is part of the National Assembly.

### **What's NEW This Year?**

1. 36 CE credits have been approved.
2. New Exhibit Hall Schedule provides more time in the exhibit hall without sacrificing CE credits. The exhibit hall will not be open the traditional last half-day.
3. 5 education tracks for orthotists, prosthetists, technicians, pedorthists & business managers
4. More Symposia! 13 organized symposia.
5. Coordinated four-day Pedorthic Education Program focusing on diabetic treatment and wound care from a multidisciplinary faculty of physicians, wound care experts and diabetes educators
6. More receptions and networking events, plus a new and improved Thranhardt Golf Classic scheduled the day before Manufacturers' Workshops
7. Alumni Networking Opportunities
8. New Las Vegas Location—The Assembly meeting space at the Mandalay Bay has the exhibit hall and meeting space in very close proximity that should keep attendees engaged. 29 dining outlets ranging from Charlie Palmers Steakhouse to a Food Court and everything in between. Many entertainment options at the Mandalay Bay and within close proximity—it's Vegas.
9. The golf tournament has been moved to the day before the workshops. A newly formed workgroup is meeting to breathe new life into our joint tournament.
10. So much More!

**Experience the Energy!**  
**September 4-7 at the Mandalay Bay**  
**Resort in Las Vegas**

**REGISTER NOW**

Preview the Preliminary Program: <http://bit.ly/Assembly14Prelim>

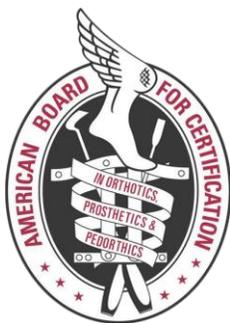
Register online: <https://www.expotracs.com/aopa/2014/>

General Information: <http://www.aopanet.org/education/2014-assembly/>

Hotel Reservations: <http://www.aopanet.org/education/2014-assembly/attend/#hotel>

Questions: Visit [www.AOPAnet.org](http://www.AOPAnet.org) or Contact AOPA at 571/431-0876 or [info@AOPAnet.org](mailto:info@AOPAnet.org).

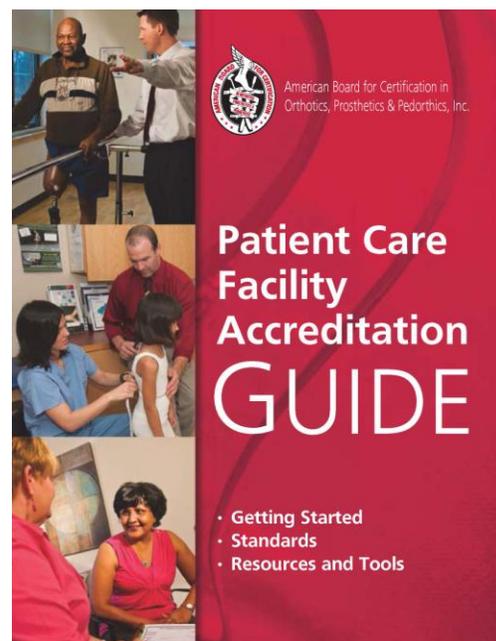
## ABC's New Patient Care Accreditation Guide is Now Available



All three of the American Board for Certification in Orthotics, Prosthetics and Pedorthics, Inc.'s (ABC) publications available for facility owners seeking accreditation – the *Getting Started Guide*, *ABC Facility Accreditation Standards* and the *Standards and Compliance Guide* – have been combined into one publication with all of the essential tools necessary to apply for patient care accreditation. In addition, ABC has made this comprehensive resource even easier to access and understand.

The new *Patient Care Facility Accreditation Guide* includes sections with all of the information needed to get started with the application and survey process, along with rewritten, easier to understand Standards and handy tips to help with compliance with those Standards. Also included in the new publication is a helpful resource section that includes external resources from Medicare, as well as other sources, and a pre-application checklist that highlights the key requirements that must be in place prior to submitting an application and being surveyed.

“This new combined resource for facility owners and business managers is a great tool for understanding exactly how the survey process works and what one can expect from ABC accreditation. In addition, the revised Standards and accompanying compliance tips take the apprehension out of the process,” according to Mike Allen, CPO, FAAOP, Facility Accreditation Committee Chairman.



The new publication is now available both electronically on the ABC website and in print form. To request a printed copy, please email [accreditation@abcop.org](mailto:accreditation@abcop.org) or call us at 703-836-7114.

## Amputee Coalition Awarded 2014 Apex Award of Excellence



The Amputee Coalition is pleased to announce that its [Facebook](#) page and new 2014 edition of *First Step: A Guide for Adapting to Limb Loss*, were awarded the 2014 APEX Award of Excellence. The APEX Awards recognize publication excellence and the ability to achieve overall communications excellence.

“We are extremely proud of the national recognition given to our premier publication, *First Step*, and also our Facebook page,” said Susan Stout, interim CEO & president of the Coalition. “Both provide much-needed peer support to the limb loss community.”

*First Step* is published by the National Limb Loss Resource Center. It is aimed specifically to meet the needs of those who have experienced a recent limb loss and their caregivers.

The Coalition's [Facebook](#) page is the largest social media site for the limb loss community in the world. The page has developed into a virtual peer support group for amputees and their families. Peggy Chenoweth is the facilitator of the Coalition's [Facebook](#) page, which has more than 16,000 followers.

## Read The June 2014 O&P Almanac and Get Your Business CE's!

**The June O&P Almanac is the largest issue this year!  
Coming in at 80 pages, revealing 4 featured stories, and the ever-popular Buyer's Guide**

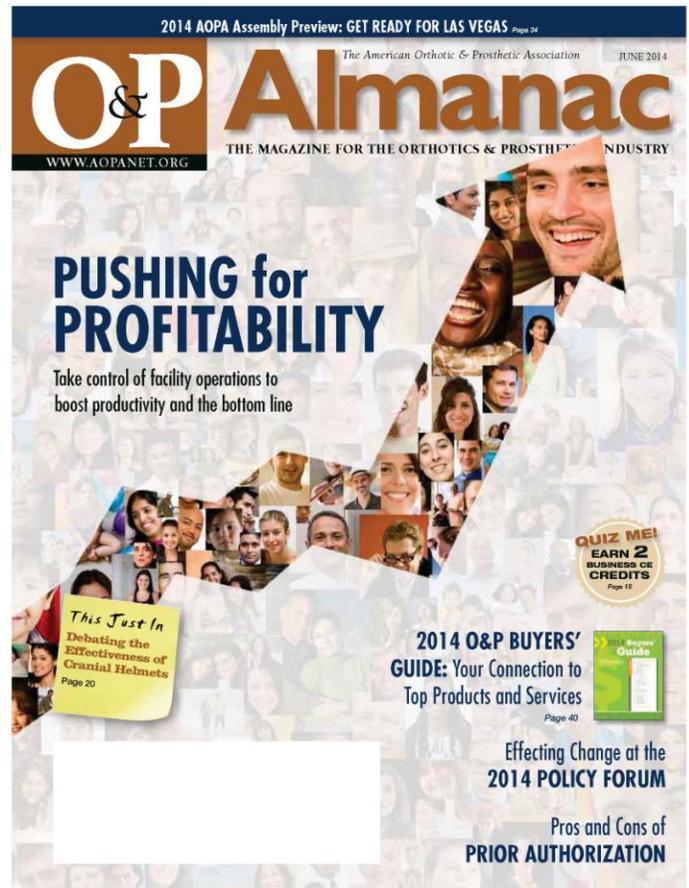
This month's publication expanded on O&P profitability; successful O&P business owners and experts shared their "best practices" for reducing expenses and maximizing profits, offered strategies for decreasing non-revenue-producing activities, and ensured practitioner's patient treatment within an optimal scope of practice.

June's 'This Just In' covered the recent flawed study that questioned the effectiveness of cranial helmet treatment. Industry leaders spoke out against this study, which was reported in *The New York Times*, and offered their viewpoints on trusted practices, insurance concerns, flawed testing, and specifically questioned the procedural omissions that made the findings suspect. AOPA 2014 President Anita Liberman-Lampear issued a letter to the editor saying "Science demands replicability, and any new finding must be demonstrated as capable of validation through similar results reached by other investigators using parallel methods... no single article changes existing science." This letter was published on *The New York Times* website.

As a special spotlight, in 'Ask the Expert', the pros and cons of prior authorization were discussed, which will receive significant attention in next month's magazine!

[Click here to Read the Reimbursement Page on Page 18!](#)

Look out next month -- AOPA is pleased to announce that starting with the July 2014 magazine, *The O&P Almanac* is launching a new and improved design! We are unveiling our flagship communication piece to our core readership by releasing the most up-to-date O&P business news, updates on the most current O&P legislative efforts, and recognizing the profession's long history and nearly 100 year existence of the association. The *O&P Almanac* is focused on strengthening our existing columns, as well as developing new columns – The Compliance Corner, Tech Tutor, and Clinical Care – are three columns that will be featured on a rotating basis bringing trending education and timely content to our readership. We hope you like what you see and look forward to your feedback.



## Tell Congresswoman Tammy Duckworth Your Concerns in a Live Conversation!



### Join Congresswoman Tammy Duckworth for a Live Interactive Video Conversation! Thursday, June 19 3:00 - 4:00 PM Eastern

Congresswoman Duckworth is a champion for O&P issues. Not only is she a sponsor of H.R. 3112: The Medicare O&P Improvement Act, but she has challenged CMS on its harmful RAC audit practices with 2 colleague sign-on letters. Recently she has requested that CMS halt the RAC audits if there is no due process available with timely ALJ hearings.

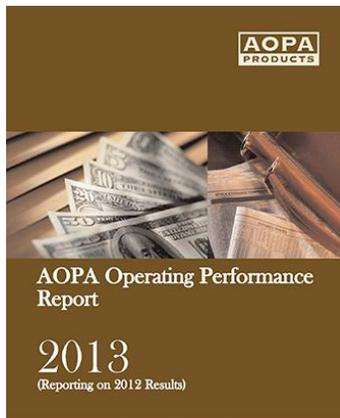
Now is your chance to tell her your concerns and pressing issues in an interactive format.

[RSVP today!](#) [RSVP](#) now or [Learn more](#).

GoToMeeting login information will be provided after RSVP with a minimum \$100 contribution. If there is a Congressional vote at this time, the event will be moved to 4:00 PM. For more information or to RSVP, please contact Paul Kohnstamm or Max Harris at [Max@tammyduckworth.com](mailto:Max@tammyduckworth.com) or (847) 951-3840.

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

## It's Time to Participate in the 2014 AOPA Operating Performance Survey!



You should have received a paper version of the survey in your mailbox, and you can also fill it out online at [www.AOPA-survey.com](http://www.AOPA-survey.com).

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

## 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
- 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.](#)

\*Due to publishing deadlines this list was created on 6/03/2014 and includes only donations received between 5/22/2014 and 6/03/2014. Any donations received on or after 6/03/2014 will be published in the next issue of the *AOPA SmartBrief*.

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

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

## Donations Needed To Support Government Relations Outreach



During the 2014 National Assembly in Las Vegas AOPA will be hosting the 7<sup>th</sup> Annual Wine Tasting & Auction. This exciting event provides attendees with a unique opportunity to mingle, network, learn about and taste a variety of wines, but most importantly raise awareness

of and funds for AOPA's Government Relations outreach. Let's keep the tradition of success alive and make the 7<sup>th</sup> Annual Wine Tasting & Auction the best ever.

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!** Your donation may be one of the gems of your cellar, jewelry, artwork, wine glasses, a bottle of your favorite spirit, cigars, etc. We also have a team of personal shoppers who can locate that perfect item for you if you would prefer to make a monetary donation.

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

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

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

**The OIG: Who Are They & Why Are They Important  
July Webinar**



You have heard the name OIG. You may have seen the reports. But do you know who the OIG really is and what exactly they do? Do you know how this government agency effects your business? Get the answers to these questions and join AOPA on July 9<sup>th</sup> for an AOPAversity Mastering Medicare Webinar that will focus on the OIG.

- Learn How to Submit for an Advisory Opinion
- Learn how OIG Reports Impact Your Business
- Learn the Importance of the OIG Exclusion List
- Learn How the OIG Operates



The cost of participating is 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](mailto:dbernard@AOPAnet.org) or 571/431-0854 with content questions.

Contact Betty Leppin at [bleppin@AOPAnet.org](mailto:bleppin@AOPAnet.org) or 571/431-0876 with registration questions.



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

**Upcoming Events**

July 9      *The OIG: Who Are They & Why Are They Important*  
Webinar Conference  
[Learn more or register online here](#)

August 13      *AFO/KAFO Policy: Understanding The Rules*  
Webinar Conference  
[Learn more or register online here](#)

Sept 4-7      *AOPA 2014 National Assembly*  
Las Vegas, NV  
[Learn more here](#)

**July 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/](http://www.aopanet.org/publications/digital-edition/).

Learn more at:  
[www.aopanet.org/publications/op-almanac-magazine/](http://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/](http://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/](http://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](http://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](http://www.AOPAnetonline.org/education) today!