



## AOPA In Advance SmartBrief

Breaking News

June 19th, 2014

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### 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**



## AOPA Participates in CMS Open Door Forum Call Regarding Prior Authorization Proposed Rule

On June 17, 2014, the Centers for Medicare and Medicaid Services held an Open Door Forum conference call to discuss the proposed rule to expand the current prior authorization demonstration project for power mobility devices and initiate a prior authorization program for certain DMEPOS, including certain prosthetic items. The call was one hour long and participants were not allowed to ask any specific questions.



The portion of the call that addressed the proposed prior authorization for certain prosthetic items was mainly informational as CMS stated that they could not address many specific issues during an open comment period for a proposed rule, there was a statement that should be of interest to AOPA members. Two separate CMS representatives stated that claims that receive an affirmative prior authorization decision generally would not be subject to future audit activity, except in situations where specific patterns of fraud and/or abuse are present. While these statements appear to be encouraging, AOPA remains concerned that the proposed rule, in its current state, makes no mention of a prior authorization affirmation having any impact on the eligibility of the claim for future audit. While the statements were made in a public forum, they must not be considered as having any validity unless they are memorialized in the final rule that will be published after the comment period ends on July 28, 2014.

AOPA is in the process of drafting its comments on the proposed rule and will continue to press CMS to eliminate, as part of the written final rule, the potential for future audits as a condition of any prior authorization program. Without some guarantee that prior authorization will eliminate future audits, CMS is only adding an additional step in the already over aggressive Medicare audit process.

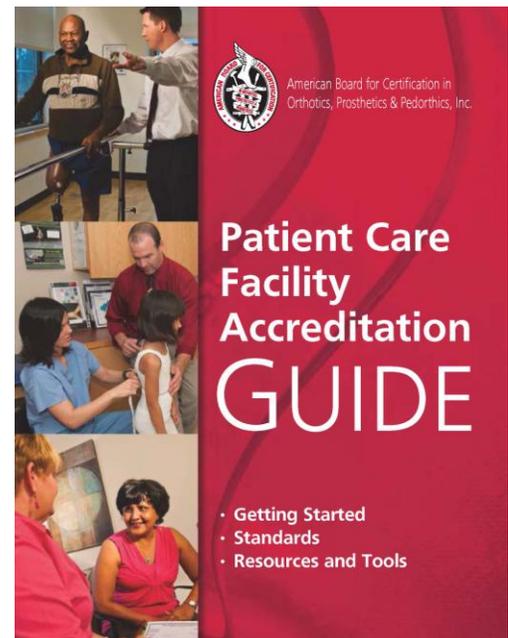
Questions regarding this issue may be directed to Joe McTernan at [jmcternan@aopanet.org](mailto:jmcternan@aopanet.org) or Devon Bernard at [dbernard@aopanet.org](mailto:dbernard@aopanet.org).

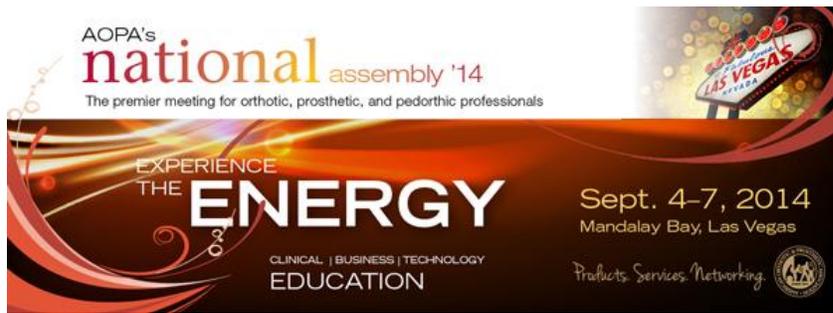
## ABC's New Patient Care Accreditation Guide is Now Available

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.

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.

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.





**Registration is now open** for the 2014 AOPA National Assembly to be held September 4-7, 2014 at the incredible Mandalay Bay Resort in Las Vegas, Nevada. 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.

### Quick Links:

- [Registration](#)
- [Preliminary Program](#)
- [Hotel Reservations](#)
- [Questions?](#)

**REGISTER NOW**

### Make the Alumni Connection

When completing your Assembly registration, be sure to include your graduating school and year so you can be invited to connect with other alumni from your school. *(Even if it is the school of hard knocks, connect with your classmates.)*

- Connect with your classmates through the Mobile App—your school will be set up as a networking group
- Proudly wear your school button which will be provided at registration
- Join your friends at the Welcome Reception where you will find a table and message board for your school.
- Share pictures, messages and more through the facebook event page.
- Meet your friends at informal social gatherings on Saturday night.

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



## 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**

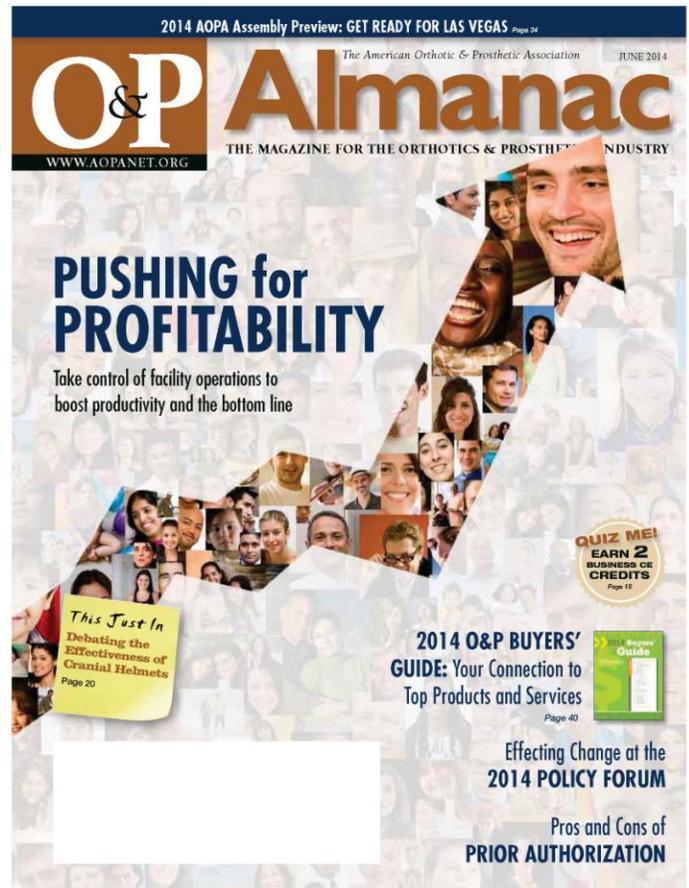
This month's publication expanded on O&P profitability; successful O&P business owners and experts shared their "best practices" for reducing expenses and maximizing profits, offered strategies for decreasing non-revenue-producing activities, and ensured practitioner's patient treatment within an optimal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



**Join Congresswoman Tammy Duckworth for a Live Interactive Video Conversation!  
TODAY, 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.

**Ready to Download: "Fitness for Amputees" App**

**ottobock.**

**Ottobock** released a new fitness app designed specifically to support lower limb prosthesis users with a self-managed workout regimen, and is now available for free to download. Developed by physical and occupational therapists, the goal of Ottobock's "Fitness for Amputees" app is to help leg amputees around the world achieve more mobility and to provide professional support in their rehabilitation.

The app offers two sets of eight exercises in the areas of strength and endurance and coordination and balance. The first module of the app demonstrates classic exercises for strength and endurance training without the prosthesis with the aim to strengthen the muscles of the legs, stomach, back and arms. Module two focuses on balance and coordination training while wearing the prosthesis with exercises that focus on simple sequences of movement to help the users gain better control over their prosthesis at work, in everyday life and in their leisure time. Each exercise in the modules has three levels of intensity (easy, normal, and difficult) along with clear, moving images and easy-to-understand texts to guide the user through both modules of training.

The app is also easily configured to match a personal training or therapy plan, and special features include user statistics that automatically keep track of progress and optional alarm reminders. The iPhone and iPad compatible free download is available from the Apple iTunes Store and can be located by searching "Fitness for Amputees".



## 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.](#)

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.](#)

## So Many Good Wines To Try, And So Little Time



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.](#)



**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!