



## AOPA In Advance SmartBrief

*Breaking News*

June 26th, 2014

## AOPA Headlines:

[AOPA Is Offering Two FREE Prior Authorization Webinars – Sign Up Today!](#)

[Deadline Extended! Last Chance to Get Your Performance Report from AOPA!](#)

[Energy Level 32 -- Over 32 Workshops & 16 Theatre Performances at the Assembly!](#)

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[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**



## AOPA Is Offering Two FREE Prior Authorization Webinars – Sign Up Today!

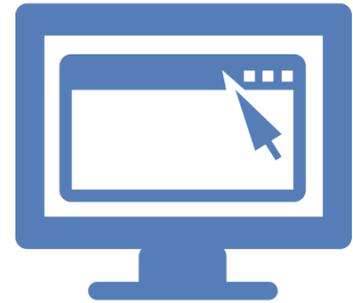


Reserve your place in one of the FREE AOPA Prior Authorization Webinars and get the latest information on the Pros and Cons under the pending CMS Proposed Rule and how the proposal would need to change to have any prospect of being workable for O&P and our Medicare amputee patients. Find out what Prior Authorization means for prosthetic patients TODAY!

Webinars are scheduled for July 8<sup>th</sup> and 22<sup>nd</sup> at 1:00 PM Eastern Time. The content of each session will be identical, so no need to attend both – select the date that is more convenient for you! There is no registration fee, however we ask that you sign-up to participate so you receive the agenda, call-in information, & background materials prior to the webinar.

The GoToMeeting presentation sharing platform will allow you to view the speakers' presentations on your computer, smartphone, or tablet, and you can call in with your telephone for audio (or use your computer's microphone and speakers). [Click here or below to RSVP!](#)

If you have questions, please contact us at (571) 431-0876 or [scuster@AOPAnet.org](mailto:scuster@AOPAnet.org).



[Click Here to RSVP Now](#)

## Deadline Extended! Last Chance to Get Your Performance Report from AOPA!

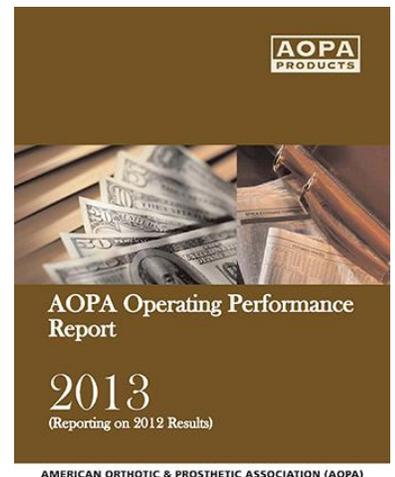
AOPA Members, this is a reminder to participate in AOPA's annual Operating Performance Survey by July 18th! You should have received a copy in the mail from Industry Insights, or you can fill it out online at:

[www.AOPA-survey.com](http://www.AOPA-survey.com)

All AOPA member facilities who participate 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 & location.

This individual company report, assessing the financial health of your facility, would cost several hundred dollars if prepared by an outside consultant. The individual report is AOPA's way of saying "thank you" for being a member and participating in the survey.

[Click Here To Take 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](#). Please contact us with any questions at (571) 431-0843.

## Energy Level 32 -- Over 32 Workshops & 16 Theatre Performances at the 2014 Assembly!



**Energy Level 32!** Choose from over **32** Manufacturers' Workshops featuring the newest products and latest technology presented by leading manufacturers and suppliers from the orthotic, prosthetic and pedorthic profession! This year's workshop schedule features both 2-hour and 4-hour workshops!

Attend the **16** Product Preview Theatre Performances and Learn in a lively theater atmosphere right on the exhibit hall show floor!

Register today for the 2014 AOPA National Assembly, to be held September 4-7 at the Mandalay Bay Resort in Las Vegas. Attend the show that provides the biggest return on your investment—The AOPA National Assembly!

Manufacturers' Workshops are offered all day Thursday, September 4 and from 1:00 – 5:00 PM on Sunday, September 7! Product Preview Theatre Performances are offered all day Friday, September 5<sup>th</sup> and Saturday, September 6<sup>th</sup> in the Exhibit Hall!

Visit [www.AOPAnet.org/education/2014-assembly/](http://www.AOPAnet.org/education/2014-assembly/) for updates and complete descriptions of all workshops and theatre performances.

### Quick Links:

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

**REGISTER NOW**

**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!

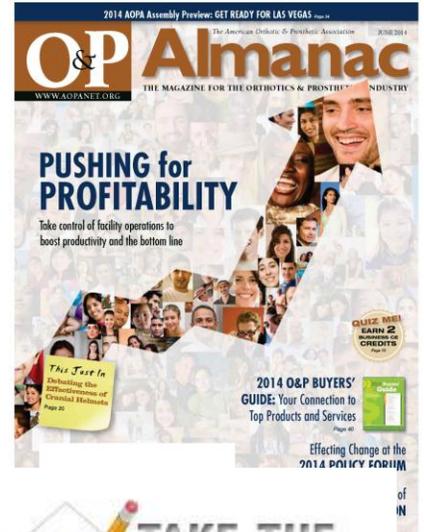
**The June O&P Almanac is the largest issue this year!  
Coming in at 80 pages, revealing 4 featured stories, and the ever-popular Buyer's Guide**

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.

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.



## Curbell Plastics to Help with Amputee Prosthetic Limb Initiative in Honduras



Curbell Plastics, Inc. recently donated \$18,000 of plastic that will be used by Alabama High School students to create lightweight, removable prosthetic limbs for amputees in Honduras. The project is a joint venture of the SME Education Foundation, Calera High School, and Vincennes University HTEC program. Students in the project will travel to Honduras in June to deliver and help fit amputees with the limbs.

Last year, students designed and manufactured prosthetic limbs with the assistance of an artificial limb specialist, from parts that can be found on a Toyota Corolla, one of the most widely used vehicles in developing countries with the idea that replacement parts would be available if needed. Brian Copes and his students visited Honduras and donated several limbs to candidates.

Mr. Copes and seven high school students will travel to Honduras from June 24 through July 4 this year. They will work with a local clinic to fit approximately 20 limbs for amputees on a first come, first served basis. According to Copes, "I truly believe that my students get as much or more out of this program than those who benefit from the prosthetic limbs. The program helps kids learn new skills, new cultures and for some, opens up a new world for their future. We are grateful that the SME Educational Foundation was able to connect us with Curbell Plastics and for their generous donation to enable us to improve the lives of our new friends in Honduras."

## It's Not Too Late to Exhibit in Las Vegas!

### *It's not too late to participate in the 2014 AOPA National Assembly!*

The National Assembly is the country's oldest and largest meeting for the orthotics, prosthetics and pedorthics profession! If you are looking to introduce your products and services to an expanded group of decision makers—this is the meeting for you.



#### **WHY YOU SHOULD EXHIBIT**

- Unopposed hours- time devoted exclusively to exhibits and PPTs in the Exhibit Hall
- Build your customer base and increase sales
- Increase visibility for your company and/or organization in a targeted market
- Speak to AOPA coding experts to learn what's happening at CMS
- Take advantage of education sessions to learn what's happening with health care reform, Medicare, and other regulatory agencies that affect your bottom line
- Take advantage of fun traffic building opportunities
- Experience face-to-face time with existing customers to answer questions and build relationships

# Sign up to Exhibit Today!

Questions? Contact Kelly directly at 571/431-0852 or [koneill@AOPAnet.org](mailto:koneill@AOPAnet.org)

## Businesses in the News: Ability P&O Endows OPAF Yasukawa Scholarship



**Ability Prosthetics & Orthotics** along with their president and owner, Jeffrey Brandt, CPO have again endowed the OPAF Dale Yasukawa Scholarship for 2014. This is the seventh year in a row that Ability has donated and designated funds for the scholarship.

Dale Yasukawa, CP, had been both an RIC colleague and a mentor to Jeffrey Brandt. "I was a scholarship recipient while at Northwestern and knew and worked alongside Dale at RIC-Rehabilitation Institute of Chicago. So when this scholarship in his name was started, I made the commitment to him and to the students that I would always fund it" offered Brandt.

This scholarship program is currently open to all full-time Masters Program candidates enrolled in Northwestern University's Prosthetic Orthotic Center (NUPOC). The chief purpose of the scholarship is to encourage student participation in the annual meeting of the Midwest Chapter of the American Academy of Orthotists and Prosthetists (AAOP). It is expected that the award will be used specifically to defray Midwest Chapter meeting registration fees and assist in the purchasing of books, supplies, and equipment needed for ongoing studies at NUPOC.



## Last Call for the Annual Wine Tasting & Auction



Join the fun, the "good cause" and add to the continued success of the Wine Tasting & Auction by donating something special today! So, please take a look in your wine cellar for that special bottle or bottles of wine, which may be collecting dust, to consider as a donation for the 7<sup>th</sup> Annual Wine Tasting & Auction. Don't want to part with your wine? We welcome other items of interest, such as jewelry, wine glasses, artwork, cigars, other spirits, etc. You may also make a monetary contribution (from a personal or business account) and one of our personal shoppers will make a wine purchase on your behalf, and our shoppers do take suggestions

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

Thomas Jefferson said: "**Good wine is a necessity of life for me.**" and you are a necessity for this event. We cannot make it happen without your help! 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.

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!

At this time we would like to thank the following individuals for their generous donations to the 7<sup>th</sup> Annual Wine Tasting & Auction:

- Vinit Asar
- Devon Bernard
- Frank Bostock, CO
- Jeff Collins, CPA
- Thomas Costin
- Rick Fleetwood, MPA
- Eileen Levis
- Anita Liberman-Lampear, MA
- Pam Lupo, CO
- Dave McGill
- Tina Moran
- Claudia Zacharias, MBA, CAE



***Your donations are what make this event unique and successful.  
Your attendance is what makes it fun!***

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 8 & 22     *AOPA Prior Authorization Webinars*  
Webinar Conference  
[Learn more or register online here](#)

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

Sept 4-7     *AOPA 2014 National Assembly*  
Las Vegas, NV  
[Learn more or register online 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!