AOPA In Advance SmartBrief
Breaking News
July 31st, 2014

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Get Your AOPA Coding Products in the AOPA Bookstore – Order Today!

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!

AOPA Members & Patients Send Strong Message on Prior Authorization

The O&P community and their patients sent a significant message to CMS opposing the proposed Prior Authorization rule citing the flaws in this additional layer of bureaucracy. The proposal contains neither a promise of payment nor a suspension of audits. Without both and some additional "fixes" the only likely consequence would be another layer of bureaucracy which would delay patient care as well as reimbursements for providers. As of the July 28, 2014 comment filing deadline, 294 patients had registered their objections to the proposed rule. Another 448 comment letters were sent to CMS by AOPA members using the AOPAVotes website. Unknown at this time is how many individual comments were separately filed by members.

AOPA conducted a four pronged effort to make sure that CMS understood that the O&P community has definite concerns about what may have been a well-intentioned effort to help relieve the backlog in the appeals process. Members were educated on the details of the CMS proposal through two free webinars with more than 400 members participating. *AOPA In Advance SmartBrief* items and blast emails further educated members and alerted them to the problems in the CMS proposal and urged members to file their individual comments. The AOPAVotes website provided the template for member comments as well. A special postcard was developed by AOPA and then provided to members for distribution to their amputee patients to sign and send to CMS, resulting in the 294 patient comments. The final step was the process authorized by the AOPA Board to appoint a workgroup tasked with developing AOPA comments working with AOPA staff.

Click here for the AOPA comments filed with CMS July 28, 2014.

Thanks to all who participated in this effort!

2015 Medicare O&P Fee Schedule Update Released

The annual update to the Medicare O&P fee schedule is tied to the change in the Consumer Pricing Index for Urban Areas (CPI-U) from June to June of the previous year. The Bureau of Labor and Statistics (BLS) recently announced that from June 2013 to June 2014 the CPI-U increased by 2.1%. This means that the base increase in the 2015 Medicare O&P fee schedule will be 2.1% for claims with a date of service on or after January 1, 2015. The 2.1% increase will be adjusted downward by the annual productivity adjustment which will be published later this year. The productivity adjustment for the last several years has been approximately 1% but may be higher or lower depending on statistical factors used by the BLS. AOPA will publish the final update to the 2015 O&P fee schedule, including the productivity adjustment once it is released.

While it is not a factor in calculating the Medicare fee schedule update, federal sequestration remains in effect for Medicare payments and will result in an additional 2% reduction on Medicare reimbursement.

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

"This Just In": A New National Assembly Session
You Can't Afford To Miss!

AOPA's national assembly '14
SEPT. 4-7 ★ MANDALAY BAY ★ LAS VEGAS

Calling All Business Managers!

NEW

Receive an update on the latest regulatory and legislative challenges and how AOPA is fighting to keep your business alive and well in this time of turmoil. Find out the latest on RAC and other Medicare audits—learn survival skills to avoid audits and to prevail as well as proposals to eliminate audits and fix the broken claim denial appeals process. What you learn may help protect your future! Attend business certificate programming, topics on, marketing, revenue growth, documentation, improving business processes, exit planning, compliance and more.

"This Just In"

A New National Assembly session!
A Session so important that for the first time ever AOPA will repeat it during the Conference.

Friday, September 5 at 10:45 – Noon
Saturday, September 6 at 3:30 – 5:00 PM

REGISTER NOW

The Perils of OIG, Audits, Excessive Delays in Access to ALJs, Proposed Prior Authorization and OTS Conundrums: Tips on Business Survival in the Brave New World of Post-ACA Health Care"

1. It Started with a Flawed OIG Report
2. No Silver Bullets, But Maximizing Your Chances of Safely Navigating Audits
3. ALJs: Getting to the Front of the Line, and How to Succeed in your Hearing
4. Prior Authorization—Where is this Likely to End Up, and What Changes Will It Demand from Our Business?
5. CMS OTS List, Split Codes, New Regs, Orthotic Fitters and Assistants and More

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

Quick Links:

- Registration
- Preliminary Program
- Hotel Reservations
- Questions?

Compliance, Coding, and Documentation in St. Louis

AOPA ESSENTIAL
CODING & BILLING SEMINAR – ST. LOUIS

Compliance, Coding, Billing, Audits, Documentation -- We've got you covered!
What better place than the "Show Me" state to host the final Coding & Billing Seminar of 2014?

This interactive seminar is meant for both practitioners and office staff. The advanced two-day seminar features specialized break-out sessions for each group to ensure review of concentration specific materials.

You'll leave with:

- 14 Continuing Education Credits from ABC or BOC
- Course credit for the Business Certificate Program
- Peace of mind knowing that you are billing Medicare correctly
- Priceless education

Come see why participants leave saying ***"Thank you!! I had a great time and learned so much. I look forward to next year!!!***

Renaissance St. Louis Grand Hotel

October 20-21, 2014

REGISTER NOW

AOPA experts, with over 70 years of combined experience, provide you the most up-to-date guidance to help O&P Practitioners & office billing staff learn how to code complex devices, including repairs.

Are you ready to stump them with your hard-hitting questions?

Make your hotel reservations online or via phone at 800-468-3581 or 314-621-9600and mention the AOPA Coding & Billing Seminar for an approximate rate of $129/night. Make your hotel registrations before the September 24, 2014 cut-off date.

Renaissance St. Louis Grand Hotel
80 Washington Avenue
St. Louis, MO 63102
Room Rate $149 plus tax
Reservations 888-421-1442
Cut off Date September 24, 2014

OPAF First Swing Golf Clinic At AOPA 2014 National Assembly

OPAF and AOPA are hosting a First Swing Clinic at the Desert Pines Golf Club. This is an excellent opportunity to see a First Swing Clinic in action, cheer on amputee golfers, and interact with your patients prior to the 1PM Shotgun start of the 2014Thranhardt Classic. Participation in the First Swing Clinic is free, & preregistration is required by calling 980-819-9404 or registering online at www.opafonline.org.

2014 Thranhardt Golf Classic

Wednesday, September 3, 2014 ~ NEW 1:00 PM Tee Time
Desert Pines Golf Course, Las Vegas, Nevada
Tournament to be held at the AOPA National Assembly

Top 5 Reasons to Arrive in Vegas a Day Early To Participate in the 2014 Thranhardt Golf Classic!

1. Cheer on amputee golfers and interact with your patients at the First Swing Clinic from 9AM – Noon, prior to tournament play.
2. Come enjoy new FUN contests, including a chance to win $10,000!
3. Room rates are only $99 at the Mandalay Bay!
4. Meet and compete with new O&P colleagues at the most strategic golf course in Las Vegas!
5. Support 2 great causes: The inspiring efforts of the Orthotic & Prosthetic Activities Foundation and AOPA's Capitol Connection, supporting legislative, research and educational efforts on O&P issues.

Most of all, we want you to come have FUN for the love of the game!

Sign up for the 2014Thranhardt Classic when you register for the 2014 Assembly.

$195 per golfer or $750 per foursome, including cart, greens fees, transportation, and refreshments. Club and shoe rental available.

Click here to register your foursome, or let us arrange a team for you.

If you have questions, or if you want to sponsor a hole or donate items for a goody bag, contact Tina Moran at 571-431-0808 or tmoran@aopanet.org.

The 7th Annual Wine Tasting & Auction: It's Much More Than You Think

Don't let the name fool you, the auction includes more than just wine. We have bourbon, scotch, artisanal & craft beers and items from Tiffany's, plus a stocked open bar. But don't worry we also have several lots of world class wines up for auction, just take a look at some of last year's offerings. Also if you fancy yourself as a wine aficionado, then put your knowledge and taste buds to the test with the blind tasting challenge; ***a new event for this year's auction***!

The 7th Annual Wine Auction & Tasting is being held on Friday, September 5, from 6:30 to 8:00 PM during the 2014 AOPA National Assembly at the Mandalay Bay Resort & Casino in Las Vegas, Nevada. So, if you have not made plans yet, be sure to pencil in the time and register for the 7th Annual Wine Auction & Tasting.

You may register for the event when you register for the 2014 National Assembly or you may register here.

For more information about the 7th Annual Wine Auction & Tasting click here, or contact Devon Bernard at dbernard@AOPAnet.org and stay tuned, as we release some highlights of the items up for auction this year!

Last Call For Technical Fabrication Contest Registration!

Gain recognition for technical fabrication skills by entering the third annual technical fabrication contest to be held at the 2014 National Assembly.

Compete with your counterparts from around the United States to fabricate a lower extremity orthosis or prosthesis that best reflects your interpretation of "energy" as it applies to prosthetics or orthotics. The projects submitted will be judged on ingenuity, design, finish and function.

Contest registration is required along with a $25 entry fee. 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 Assembly attendees will vote and select their favorite prostheses.

- First Place Winners receive a $500 Cash Prize
- Runners up receive a $200 Cash Prize
- The People's Choice Award recipient will receive $300
- A Trophy and Press Release announcement will be awarded to the school representing the winning students.

It's not too late to enter! Register today!

To learn more visit http://www.aopanet.org/education/2014-assembly/contests/ or contact Steve Custer at scuster@AOPAnet.org or (571) 431-0810.

The Magazine for the Orthotics & Prosthetics Profession

O&P ALMANAC

Introducing The New & Improved O&P Almanac - Your Connection to Everything O&P!

O&P Almanac, The flagship publication for Orthotics & Prosthetics since the 1950s, turns a new page as the American Orthotic and Prosthetic Association reveals the new July 2014 issue.

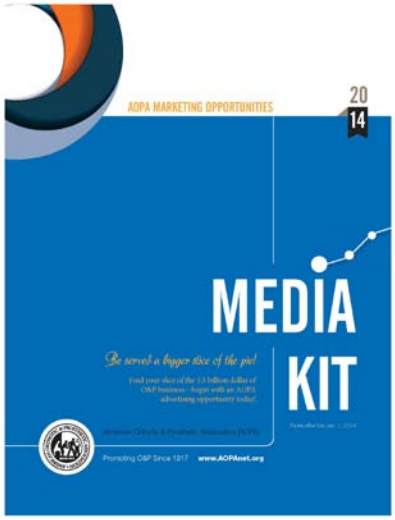
Dive inside today!

Inside you'll find:

- New Departments
- Superior Education
- Best Practices
- New Member Spotlight
- Current Events
- Updated O&P News
- Earn CE Credits
- Key Information For Your Success!

Relaunch ▪ Redesign ▪ Renew

QUIZ ME! **Earn 4 CE Credits on Pages 17 & 34**
Take the quiz here: http://bit.ly/OPalmanacQuiz



ADVERTISE WITH THE O&P ALMANAC!

Let AOPA's variety of marketing opportunities help meet your company's marketing goals. Each month, reach more than 15,000 O&P professionals, facility owners, and industry personnel!

GET CONNECTED TO EVERYTHING O&P

Review the AOPA 2014 Media Kit here or contact AOPA's Director of Ad Sales, Bob Heiman, at 856/673-4000 or bob.rhmedia@comcast.net.

AFO/KAFO Policy: Understanding the Rules
August Webinar

AOPAversity

Obtaining Medicare reimbursement for AFOs and KAFOs can sometimes be a challenging and often frustrating experience. Join AOPA for an AOPAversity Mastering Medicare Audio Conference that will focus on the nuances of AFO/KAFO LCD and Policy Article and help you to better understand the rules. Attendees will learn:

- What documentation must exist in order to use the KX modifier on your claim
- What are the coverage rules for AFOs with ambulatory vs. non-ambulatory patient
- How to bill for repairs to AFO's and KAFO's
- When is it okay to use a custom fabricated AFO/KAFO
- Basic review of the major component of a Medicare medical policy

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 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

Aug 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 or register online here

Oct 20-21 — *Mastering Medicare: Coding & Billing Techniques Seminar* St. Louis, MO
Learn more or register online here

August 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

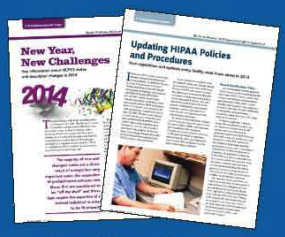
Distance Learning Opportunities Through AOPA

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.

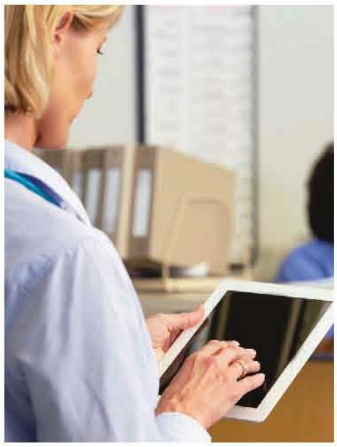
Learn more at:
www.aopanet.org/education/audio-conferences/

VIDEO LEARNING LIBRARY

EARN CREDITS **1.5 CE** PER VIDEO

AOPA's video learning library offers many different 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: BOC INTERNATIONAL

Visit *www.AOPAnetonline.org/education* today!