



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

February 17, 2015

### **AOPA Headlines:**

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### **Find AOPA at the AAOP this Week!**



Will you be at the Academy meeting this week in New Orleans? If so be sure to visit the AOPA Booth #269 and spin the "Wheel of Prizes".

Prizes include: 2015 Quick Coders & Coding Pros, Gift Cards provided by Cailor Fleming, San Antonio Convention Center Goodies, Bottles of Wine, Complimentary registration to an AOPA Audio Conference, and Discounts on AOPA Products... including the new **2015 Coding Products!**

Don't forget the Grand Prize! Each day one lucky winner will win a complimentary registration to the 2015 AOPA National Assembly.

## AOPA Recommits to Fund Research Efforts

The AOPA Board of Directors has committed nearly \$300,000 to fund research efforts and the initial phase of a patient registry in 2015.

Be on the lookout for the official RFPs to be distributed next week.

- A. \$50,000 was committed to launch initial work on compiling patient information and demographics toward an AOPA registry initiative for prosthetic care. Our plan involves creating registries for both prosthetics and orthotics. We will be starting with prosthetics first because the number of patients, predisposing conditions, and treatments are more tightly circumscribed. The AOPA Working group will report back on progress and next steps on this by the end of June.
- B. \$120,000 was committed to support two new systematic reviews—the first step toward defining evidence-based best practices. Four conditions/treatments were established as candidates for this work. AOPA will publish four RFPs, in the following areas, and based on how promising the responses look, we will narrow our decision to two which will be pursued first:
  - Cost Efficacy for TT Interventions
  - Adolescent Idiopathic Scoliosis.
  - Alternate assessment tools or category systems - candidacy for prosthetic technology.
  - Partial Foot in the Diabetic Population, is TTA a better and more viable option?
- C. \$120,000 was committed to support up to two new comparative effectiveness studies that will help fund these more expensive studies in a funding partnership with AOPA members seeking more data on outcomes in the specific product areas covered by the RFP'. Which topics are selected for funding will depend on RFP responses and the support available beyond AOPA's commitment.
  - Prosthetic Feet, emphasis on lower function
  - Cranial Remolding
  - Economic studies of custom fit and custom made versus OTS. Validating value of custom fit and custom made.
  - OTS vs Custom Fit and Custom Made AFO's

## Mobility Saves Lives and Money

The O&P community has the facts but how do we communicate this documented fact that timely O&P intervention does in fact result in fewer co-morbidities and lower healthcare costs for patients and payers? The key message is that "Mobility Saves."

*Help spread the word--**The following tools have been created to educate you and to help you educate others about [Mobility Saves!](#)***

Powerpoint Resources

- [O&P Clinician Mobility Saves](#)
- [O&P Clinician 5 minute Version](#)
- [Payers Mobility Saves](#)
- [Referral Source Mobility Saves](#)



Get The Latest O&P Education in Seattle!

# AOPAversity

The AOPA Coding Experts are Coming to Seattle April 13-14!



The world of coding and billing has changed dramatically in the last few years. The AOPA experts are here for you! The Coding & Billing Seminar will teach you the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

The seminar includes hands-on breakout sessions, where you will practice coding complex devices, including repairs and adjustments. Breakouts are tailored specifically for practitioners and billing staff. Start the year off right for your business, staff, and patients!

**Join your Colleagues April 13 & 14 in Seattle, WA!**

## *Today's Top 10 Reasons to Attend*

1. **Get Your Claims PAID**
2. **Increase Your Company's Bottom Line**
3. **Stay Up-To-Date On Billing Medicare**
4. **Code Complex Devices**
5. **Earn 14 CE Credits**
6. **Learn About Audit Updates**
7. **Overtake Denials**
8. **Submit YOUR Specific Questions Ahead of Time**
9. **Advance Your Career**
10. **AOPA Coding & Billing Experts with over 70 Years of Combined Experience**



Don't miss the opportunity to experience two jam-packed days of valuable O&P coding and billing information. [Learn more and see the rest of the year's schedule here.](#)

**REGISTER NOW!**

## Spring into Change!

You can make a difference!



# AOPA 2015 POLICY FORUM

**MARCH 23-24, 2015**  
Special Extended Program March 24-25



### Meet your Members of Congress in Washington, DC with AOPA!

The 2015 AOPA Policy Forum will be held March 23-24, 2015 with post-conference events being held March 24-25 at the Renaissance Hotel in Washington, DC.

### REGISTRATION IS OPEN.

Register at [bit.ly/policyforum2015](http://bit.ly/policyforum2015).

### Support your profession!

Make your plans now to attend the 2015 AOPA Policy Forum.

EARN CREDITS  
**10.5 CE**  
Applied For

Stay an extra day to participate in post-forum education modules and earn 10.5 CE Credits.



#### Location

**Renaissance Hotel**  
999 Ninth St., NW  
Washington, DC

#### Registration Fees

Policy Forum	\$150
Module I	\$200
Module II	\$300
Entire Program	\$575 (save \$75!)

BIG VALUE  
EARN UP TO  
**10.5 CE**  
CREDITS!

Support your profession, make your plans today!



Meet your member of Congress  
and tell them how, through  
orthotics and prosthetics:



American Orthotic &  
Prosthetic Association  
[www.AOPAnet.org](http://www.AOPAnet.org)

## Catch the Latest Updates With AOPA's Webinar Series

### Monthly Webinar Series

What is it? This is Regulatory and Business education that you can count on. No one in the O&P profession knows the ins and outs of Medicare, coding, billing or VA contracting like AOPA.

[Sign up](#) for all 2015 Webinars for only \$990 for members... that's 2 free webinars! If you missed one, we will send you the recording. The monthly Webinars are a great way to bring your staff together for lunchtime learning by AOPA experts.

<a href="#">January 14</a>	Fill In the Blanks: VA Contracting and the New Template
<a href="#">February 11</a>	Tips, Strategies and Understanding the Appeals Process
<a href="#">March 11</a>	Who Gets the Bill: A Look at Medicare Inpatient Billing
<a href="#">April 8</a>	Lower Limb Prostheses Policy: Learn the Policy Inside and Out
<a href="#">May 13</a>	The New Player in Town: Understand the RAC Contract
<a href="#">June 10</a>	Building a Medicare Approved Compliance Plan
<a href="#">July 8</a>	Who's on First? Medicare as a Secondary Payer
<a href="#">August 12</a>	OTS vs. Custom Fit: The True Story
<a href="#">September 9</a>	Prior Authorization, How Does it Work
<a href="#">October 14</a>	Understanding the LSO/TLSO Policy
<a href="#">November 11</a>	Make a Good Impression: Marketing Yourself to Referrals
<a href="#">December 9</a>	Bringing in the New Year: New Codes and Changes for 2016

## Call for Papers: Become a Presenter at the 2015 AOPA National Assembly



The AOPA National Assembly Planning Committee has issued a call for papers for the 98<sup>th</sup> Annual AOPA National Assembly to be held October 7-10, 2015 in San Antonio, Texas. The submission deadline is March 10, 2015.

Share your expertise and advance your career by being part of the country's oldest and largest meeting for the orthotic, prosthetic and pedorthic profession.

- Papers are being accepted for podium, poster and/or symposium sessions for each of the five concurrent education tracks (orthotic, prosthetic, pedorthic, technician, and business). For more information or to submit a paper [click here](#).
- All submission must be submitted electronically.
- Before submitting a paper, please review the model for the abstract format which also provides additional information about the submission process. The model abstract is [available here](#).

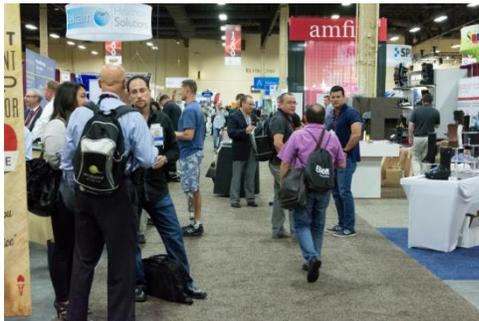
### For general information about the Assembly

**Visit:** <http://www.aopanet.org/education/2015-assembly/>

**Email:** [Assembly@AOPAnet.org](mailto:Assembly@AOPAnet.org)

**Contact:** Tina Moran at (571) 431-0808.

Don't miss this unique, fun learning experience.



## Exhibit at the 2015 AOPA National Assembly in San Antonio, TX

AOPA is currently accepting exhibit applications for the 2015 AOPA National Assembly, which is due to take place in San Antonio, TX on October 7-10, 2014. The Henry B. Gonzalez Convention Center will serve as the event's venue. This event, the oldest and largest of its kind in the United States, will feature dedicated tracks of the most relevant education for prosthetists, orthotists, technicians, pedorthists and business managers.

### Why Exhibit?

**Exhibiting at this important event will give you the opportunity to:**

- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in the exhibit hall.
- Take advantage of fun traffic-building opportunities.
- Take advantage of education sessions to learn what's happening with Medicare, and other regulatory agencies that affect the success of your product.
- Increase visibility for your company/organization in a targeted market.
- Host a Manufacturer's Workshop and/or Product Preview Theater presentation.
- Speak to AOPA reimbursement experts, who can answer all your O&P coding, reimbursement and compliance questions.
- Hear from top researchers and clinicians to learn what products and support is needed from manufacturers.
- Participate in key education programs and plenary sessions.

### Who Attends?

**Access to key Decision Makers**

O&P Practitioners, pedorthists, physicians, technicians, fitters, students, educational instructors, facility owners, marketing personnel, physical therapists, residents, office managers, billing specialists, occupational therapists, researchers, engineers, manufacturers, distributors and suppliers of O&P products and services.

### What you will Get?

**As an exhibitor you will receive:**

- 24 hour perimeter security guard service.
- FREE breakfast and lunch.
- Exhibitor Service Kit—Exhibitors will receive two sets of information. The first will be the Exhibitor Confirmation Packet that contains your booth assignment, payment confirmation, and additional materials. The second set of information is the Exhibitor Service Kit which is an online guide provided by Freeman Decorating that includes all information and order forms you need to plan a successful trade show event; to include shipping information, booth rental, electric and internet needs.
- Exhibitor Newsletters—provide you with up to date information regarding the show.

- Complimentary exhibitor company listing on the National Assembly website, O&P Almanac, show APP and 2015 National Assembly Preliminary Program.
- Opening night reception for all attendees held in the exhibit hall
- Post-event registration mailing list of all National Assembly attendees.
- Two exhibitor full conference badges (per 10x10 exhibit space) which include: admission to all education sessions, CE credits, meeting materials, social functions, and lunch tickets.
- Private lounge area exclusive to exhibitors.

## Sign up today to exhibit at the 2015 AOPA National Assembly!

Upcoming AOPA Events	
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Feb 11, 2015	<i>Find Success: Tips, Strategies and Understanding the Appeals Process</i> Webinar Conference <a href="#">Learn more or register online here</a>
March 10, 2015	Deadline for <i>National Assembly Call for Papers</i> <a href="#">Learn more and apply online here</a>
March 11, 2015	<i>Who Gets the Bill: A Complete Look at Medicare Inpatient Billing</i> Webinar Conference <a href="#">Learn more or register online here</a>
March 23-25	<i>AOPA Policy Forum</i> Washington, DC <a href="#">Learn more or register online here</a>
April 8, 2015	<i>Lower-Limb Prosthesis Policy: Learn the Policy Inside and Out</i> Webinar Conference <a href="#">Learn more or register online here</a>
April 13-14	<i>Essential Coding &amp; Billing Techniques Seminar</i> Seattle, WA <a href="#">Learn more or register online here</a>