



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

April 7, 2015

AOPA Headlines:

[Mastering Medicare Webinar: Lower-Limb Prosthesis Policy: Learn the Policy Inside and Out](#)

[Join the Experts Next Week in Seattle!](#)

[New Benefits for AOPA Members: Join the Webinar on April 23rd](#)

[Gerald Stark of Ottobock Received 2015 Outstanding Educator Award from Academy](#)

[ABC Releases Certified Practitioner Practice Analysis](#)

[Exhibit at the 2015 AOPA National Assembly in San Antonio, TX](#)

Upcoming Events

Mastering Medicare Webinar: Lower-Limb Prosthesis Policy: Learn the Policy Inside and Out
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Tomorrow: April 8, 2015, 1:00-2:00 PM

Are you making the right adjustments and repairs? Join AOPA on () an AOPAversity Mastering Medicare Webinar that will cover the details of the Medicare Lower Limb Prosthesis LCD and Policy Article and help you gain a better understanding of what is covered and when. An AOPA expert will address the following issues during the Audio Conference:

- Prosthetic Functional Levels
- Coverage of Initial, Preparatory, and Definitive Prosthesis
- SNF PPS Exemptions
- Adjustments & Repairs
- Replacements
- Useful lifetime restrictions

AOPA members pay \$99 (nonmembers pay \$199), and any number of employees may participate on a given line. Attendees earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80 percent. Register online at bit.ly/aopawebinars. Contact Devon Bernard at dbernard@AOPAnet.org or 571/431-0854 with content questions. Contact Yelena Mazur at ymazur@AOPAnet.org or 571/431-0876 with registration questions.

Join the Experts Next Week 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.

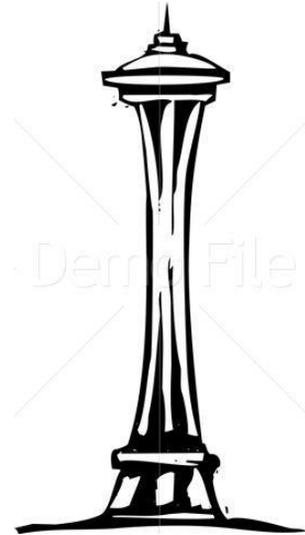
The seminar includes hands-on breakout sessions, where you will practice coding complex devices, including repairs and adjustments. Breakouts are tailored specifically for practitioners and billing staff. Start the year off right for your business, staff, and patients!

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

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. **Overtturn 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.](#)



Seattle is two cities in one—it combines a world-class metropolis within wild, beautiful, natural surroundings. Visitors and Seattleites enjoy Seattle's lively downtown, great shopping, wonderful restaurants, espresso carts on every corner, and thriving community full of live theatre and museums.

Seattle, Washington
April 13-14

New Benefits for AOPA Members: Join the Webinar on April 23rd



Valuable New Benefits Are Now Available to ALL AOPA Members!



Come to the AOPA Benefits Webinar on April 23rd to Learn More!

Through its agreement with Cailor Fleming Insurance, the American Orthotic & Prosthetic Association (AOPA) is pleased to offer AOPA member-shops a great insurance benefits package.

Benefits include Dental and Vision insurance, Life insurance, Short-Term Disability and MORE! Rates are very competitive and AOPA business owners can take advantage of these benefits right now.

Want to learn more? Join us for our Monthly Benefits Webinar on April 23rd at 11:00 am.

[CLICK HERE TO SIGN UP FOR THE WEBINAR.](#)

Can't attend the webinar? Not a problem.

[Click here to visit the AOPA Benefits Website to learn more & sign up.](#)

Gerald Stark of Ottobock Received 2015 Outstanding Educator Award from Academy



Ottobock Senior Upper Limb Specialist Gerald Stark, MSEM, CPO/L, FAAOP has been honored by the American Academy of Orthotists and Prosthetists with its Outstanding Educator Award for 2015. The achievement marks Stark's 23 years within the prosthetics industry, during which he has not only led numerous education and training initiatives but also worked in product development as an engineer and served as a contributing faculty member for Northwestern and as a director for NCOPE and ISPO.

"I am truly thankful for this honor from a group of professionals I respect so much," Gerald said. "I am also excited by advances in technology that adapt to patients - rather than vice versa, and the growing chance I have to familiarize prosthetists and patients with them."

Stark was hired by Ottobock in 2012 to help lead its Upper Limb Professional and Clinical Services team. In his role, he has actively developed training and educational resources for the company's breakthrough Michelangelo hand with a focus on support for Ottobock customers both in workshops and online. He has also traveled throughout the US performing consultations for fittings, delivering conference lectures and meeting with professionals and patients to answer questions about Michelangelo technology.

ABC Releases Certified Practitioner Practice Analysis



ABC recently released the 2015 *Practice Analysis of Certified Practitioners in the Disciplines of Orthotics and Prosthetics*. ABC's Practice Analysis Task Force and ABC Executive Director, Cathy Carter, worked with Professional Examination Services to create and implement a practice analysis of ABC Certified Orthotists and Prosthetists.

ABC last conducted a practice analysis study of the orthotics and prosthetics profession in 2006. In 2014, the delineation was revised and the profession was resurveyed in order to identify changes in the profession related to the delivery of care, technology in use today and the use of measurable treatment outcomes.

The strategy included a validation study to determine current trends in patient care, technology and practice management in the provision of orthotic and prosthetic devices and services by ABC Certified Orthotists and Prosthetists.

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:

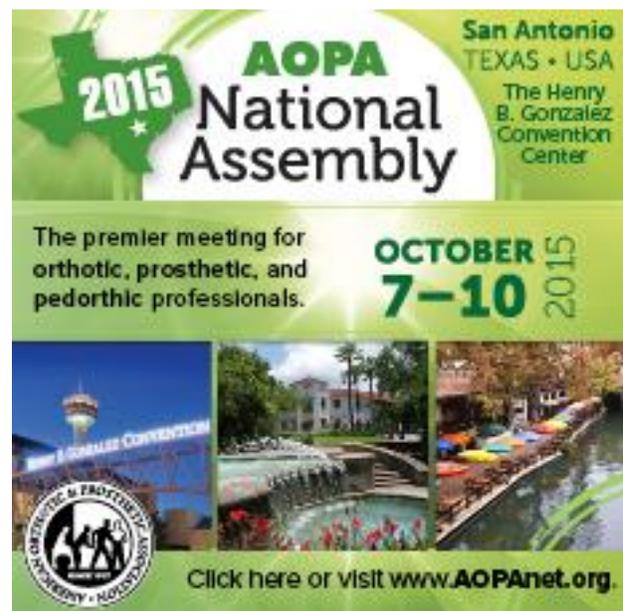
- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in 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? Obtain 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.

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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| April 6-12, 2015 | <i>National Public Health Week.</i>
Learn more here |
| April 8, 2015 | <i>Lower-Limb Prostheses Policy: Learn the Policy Inside and Out</i>
Webinar Conference
Learn more or register online here |
| April 13-14, 2015 | <i>Essential Coding & Billing Techniques Seminar</i>
Seattle, WA
Learn more or register online here |
| May 13, 2015 | <i>The New Player In Town: Understand How the RAC Contract Works</i>
Webinar Conference
Learn more or register online here |