



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

April 21, 2015

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### **Donations Needed To Support Government Relations Outreach**

During the 2015 National Assembly in San Antonio, Texas AOPA will be hosting the 8<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 programs. Let's keep the tradition of success alive and make the 8<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, craft beer, 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.](#)**

Thank you in advance and we look forward to seeing you at the 2015 National Assembly and the 8<sup>th</sup> Annual Wine Tasting & Auction.

Any questions about making a donation or the auction in general, contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org), or (571) 431-0854

**New Benefits for AOPA Members: Join the Webinar on April 23<sup>rd</sup>**



## Valuable New Benefits Are Now Available to ALL AOPA Members!



### **Come to the AOPA Benefits Webinar on April 23<sup>rd</sup> 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 23<sup>rd</sup> 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.](#)

**With the President Signature on April 15th, the SGR/Doc Fix has Been Completed.**



The House passed a bill to accomplish this in late March, but no action was taken in the Senate before the April recess, so that as a technical matter, as of April 1, physician payments for Medicare dropped 21% (however, given the lead time it takes for Medicare to change its payment course, those cuts were never implemented). Late Tuesday evening (4/14), after dealing with several amendments that had been offered (including issues relating to abortion and limits on physical therapy payments) the Senate passed a bill reforming the SGR which the president signed by noon the next day. This system was perceived by physicians as Exhibit A of a broken Medicare reimbursement system. It has been the law for roughly 17 years, and required annual "doc fixes" by Congress to avoid physician fee reductions under Medicare.

The new legislation provides five years of modest, but stable payment updates for physicians, but it also removes the need for Congress, at least once each year, to turn its attention to a Medicare bill. While physicians will finally have some payment stability, reimbursement will be tied to quality care. The total cost of this legislation is roughly \$210 billion, and remarkably, Congress did not operate under the strict "Pay Go" rules, that is, they did not require dollar-for-dollar cuts elsewhere in government spending to pay the tab, instead extracting roughly \$70 billion—just one-third of the total cost—in Medicare savings as the 'pay for.' Those cuts do not include any cuts that would specifically impact the O&P fee schedule. Hospitals will feel some of the pain—\$30 billion in cuts over 10 years, and some higher-income Medicare beneficiaries will find that the new 'means-testing' rules will result in increases in Medicare premiums for those with more income, a prospect which is sure to stir the ire of beneficiaries toward Congress.

While pleased that O&P was spared direct fee-schedule impact, there are some components of the new law, for example new provisions requiring case managers for many beneficiaries, that are sure to ultimately ratchet down more on Medicare expenditures. Additionally, all of us need to bear in mind that HHS has announced its plans by 2017 to move up to 50% of Medicare payments out of fee-for-service and into value-based purchasing and related risk-sharing, alternative reimbursement methodologies, so substantial change is afoot. We will be monitoring implementation of the new statute, and will keep AOPA members informed as to any potential impact on O&P.

Enter the Mobility Saves Testimonial Contest for your Chance to Win!

## MOBILITY SAVES TESTIMONY CONTEST



Submit your **VIDEO TESTIMONY** to win!

A CHANCE TO  
**WIN**  
**\$500**

### The Contest

Become part of an important public relations campaign that proves cost effectiveness for orthotics and prosthetics and perhaps win \$500 just by submitting your testimony.

#### Why Participate?

- Help patients obtain medically necessary devices
- Support the O&P profession
- Become part of a Major Public Relations Campaign
- Help spread the word that orthotic and prosthetic devices not only restore lives but are cost effective too!
- All entrants will receive a t-shirt
- One (1) Grand Prize Winner (\$500), one (1) Second Place Winner (\$250), and one (1) Third Place Winner (\$100) will be selected.
- All entries must be received by 11:59 PM EST on September 30, 2015

#### It's as easy as **1•2•3!**

1. Create your video testimony by using your smartphone or video camera.
2. Complete the online entry form at <http://bit.ly/MobilitySavesContest>
3. Upload your video testimony or email video from your smart phone.

#### Questions?

Contact us at (571) 431-0876 or [ymazur@AOPAnet.org](mailto:ymazur@AOPAnet.org).  
[www.mobilitysaves.org](http://www.mobilitysaves.org)

## Order Now and Save Money!

Order the 2015 Coding suite and save \$50 you'll receive everything you need to code like a pro!

2015 CODING PRO - O&P's comprehensive guide to Medicare codes, reimbursement and medical policies!



2015 ILLUSTRATED GUIDE - This easy-to-use reference manual provides an illustrated guide to the coding system in use for orthotics, prosthetics, and shoes, including the HCPCS code, the official Medicare descriptor and an illustration for each code.

2015 QUICK CODER - Stop searching through numerous pages to find a code! AOPA's redesigned Quick Coder provides a speedy reference to the HCPCS orthotic, shoe and prosthetic codes and modifiers. These laminated cards are durable, long-lasting and convenient to store.

Click [here](#) to check out the latest products. Ready to purchase? Go to our [Bookstore](#).

## Subscribe to AOPA's Take....Where You Go When You Need to Know!

While AOPA has established lines of communication through traditional venues such as the *O&P Almanac* and the *SmartBrief* newsletter, *AOPA's Take* follows a different approach that focuses on specific issues, in a timely manner that is significant today, right now. Communications through AOPA's *Take* are immediate, keeping you informed of new information and developments as they happen.



AOPA has a long history of leading the way in ensuring that members of the O&P community have the tools to make sound decisions regarding the direction of their businesses. *AOPA's Take* continues this history by quickly becoming the best source for immediate access to breaking news that affects your O&P business.

*AOPA's Take* is available at no charge to all members of the O&P community and subscribing is simple. Go to [www.aopastake.org](http://www.aopastake.org) and click on the subscribe button. Fill out a few fields and you're in!

Welcome to *AOPA's Take*.....Where you go when you need to know!

## 2015 AOPA National Assembly

The 98<sup>th</sup> Annual AOPA National Assembly will be held October 7-10 at the Henry B. Gonzalez Convention Center in San Antonio, Texas. Located directly on San Antonio's famous Riverwalk, you will enjoy this beautiful, historic city. Whether you choose a leisurely stroll, or a ride on one of the riverboats, take time to see San Antonio's famous Riverwalk with the many shops, restaurants, nightlife, dining options, museum along the way.

With over a 100 abstracts submitted from the call for papers announcements—the scientific program is expected to be one of the best ever. Individual workgroups representing orthotics & prosthetics, Pedorthics, Business and Technical Education are busy organizing the education program with a goal of releasing the online version of the preliminary program mid-May.

Registration will open in early-May, but you can start planning ahead by making your hotel reservation at the Grand Hyatt by visiting <https://resweb.passkey.com/go/2015AOPA> or calling 888-421-1442.

To get the most of your trip to San Antonio, we have provided four easy steps to make the most of your trip to San Antonio and help you learn more about what interests you most.

Go to [VisitSanAntonio.com](http://VisitSanAntonio.com) to sign up for San Antonio's official newsletter and learn more about what interests you most. Whether it is the Arts, Music, Festivals, Family, Local Attractions or Shopping you will find a calendar of events and local information at [VisitSanAntonio.com](http://VisitSanAntonio.com)



1. Request a Free Visitors Guide — Explore arts and culture and learn about local attractions and things to do. [Request your guide](#) here.
2. [Download SAVE coupons](#) from the San Antonio Vacation Experience. Get exclusive deals and discounts.
3. Download a copy of the [River Walk map](#) to see all the great places you will want to visit within walking distance to the convention center.

Questions? Visit [www.AOPAnet.org](http://www.AOPAnet.org) or call AOPA headquarters at (571) 431-0875.

## Upcoming AOPA Events

- May 13, 2015      *The New Player In Town: Understand How the RAC Contract Works*  
Webinar Conference  
[Learn more or register online here](#)
- June 1, 2015      AOPA 2015 National Assembly in San Antonio  
*Preliminary Program Available; Early Bird Registration Opens*
- June 10, 2015    *Stay out of Trouble: Building a Medicare-Approved Compliance Plan*  
Webinar Conference  
[Learn more or register online here](#)
- July 8, 2015      *Who's on First? Medicare as a Secondary Payer*  
Webinar Conference  
[Learn more or register online here](#)
- July 13-14, 2015    Essential Coding & Billing Techniques Seminar  
*Philadelphia, PA*  
[Learn more or register online here](#)