



American Orthotic & Prosthetic Association

www.AOPAnet.org

## AOPA In Advance SmartBrief

*Breaking News*

July 7, 2016

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### **AOPA Offers Two RAC Audit Preparation Webinars**

AOPA is pleased to announce that it will be offering two webinars on the subject of the renewed RAC audits. The first webinar which will be offered as a free, member's only event will be held on July 14, 2016 at 1 pm EDT. This webinar will cover the basics of what the renewed RAC audits mean for O&P providers and how to be prepared to respond to an audit request when it is received. The second webinar will be open to the public with a registration fee of \$99 for AOPA members and \$199 for non-AOPA members, and will focus on the details of preparing your practice to do the things today that will protect you from RAC audits when they are received.

**Understanding the Basics of RAC Audits and How to Prepare for Them;** Free for AOPA Members, July 14<sup>th</sup>, 1:00 PM EDT.

**Don't Let the RACs Catch You Unprepared: Working Today to Protect Tomorrow;** \$99 Members; \$199 Non-Members, July 21<sup>st</sup>, 1:00 EDT.

Questions regarding these webinars may be addressed to Joe McTernan at [jmcternan@aopanet.org](mailto:jmcternan@aopanet.org) or Devon Bernard at [dbernard@aopanet.org](mailto:dbernard@aopanet.org).

## Deadline Extended for 2016 Performance Operating Survey!

**Deadline extended to July 15, 2016!**

*How are you doing? How are your fellow AOPA members doing? How is our industry faring in these constantly changing economic times?* Find out how your company stacks up this year!

Benchmarking your company's financial results against your fellow AOPA members is the best way to assess past performance and to continue to tweak current operating strategies to improve your continued business success.

Take a few minutes out of your busy day to complete the 2016 AOPA Operating and Performance Survey. Respond today – the up-to-date survey results will be invaluable to your future planning!



Jim Weber  
Chair, Operating Performance Committee  
AOPA Vice President

It's **FREE** for AOPA members. Plus you receive a **free** published report (a **\$185 value**), a **free** customized company report (valued at hundreds of dollars), and a **free** Coding Pro Single user edition (**valued at \$425**)!

Go to [www.aopa-survey.com](http://www.aopa-survey.com) or call us at 571-431-0810 for more info.

## Ashlie White Joins AOPA as Manager of Projects



We are pleased to announce that Ashlie White, MA has joined the AOPA staff team as the Manager of Projects! She will be responsible for managing ongoing projects as part of AOPA's Survival Imperatives, including AOPA's Registry, Outcomes and Comparative/Cost Effectiveness programs, Mobility Saves, Reimbursement Compendium and Membership Enhancement.

She comes to us from Beacon P&O, where she was Director of Operations. She has also served as Director of Government Affairs for the North Carolina Orthotics and Prosthetics Trade Association (NCOPTA) and as a member of the Board of Directors for National Association for the Advancement of Orthotics and Prosthetics (NAAOP).

We are excited to have her in the AOPA family, and look forward to the unique perspective she brings from the patient care facility world!

**Jurisdiction A and Jurisdiction B DME MAC Contractors to Transition on July 1, 2016**

AOPA would like to remind its members that effective July 1, 2016, claims for services in Jurisdiction A will no longer be submitted to NHIC but rather to Noridian Healthcare Solutions, LLC who will serve as the new DME MAC contractor for Jurisdiction A. Likewise, claims for services provided in Jurisdiction B will transition from National Government Services to CGS. While you should be prepared for the transition, detailed information is available on [the Noridian website](#) as well as on the [CGS website](#).

### Learn More About O&P Business Management at the National Assembly



[About AOPA](#)

[Register](#)

[Attend](#)

[Exhibit](#)

### Featured Programming – Business Certificate Program

Earn your business certificate in O&P Business Management from AOPA, and get started at the AOPA National Assembly. By completing four core and four elective courses you will earn your certificate in O&P Business Management from AOPA. [Learn more about the program.](#)

Complete these 3 Business courses offered at the 2016 National Assembly, and then complete just five more in the next four years to graduate from the program. These courses are open to all the Assembly attendees.

#### **Human Resources: Understanding the Essential Elements of a Performance Appraisal (B 1A), Pamala Lupo, CO**

It's time to change the perception of the performance appraisal as a monologue, to a dialogue. The goal is to have both sides walking away understanding their mutual responsibilities.

#### **Marketing: Once Upon a Time: The Value of the Patient Story (B 1B), Rebecca Snell**

What is a patient story and its value and monetary impact to both the patient and the practice? How do we maximize the narrative to drive our treatment plan and justify reimbursement?

#### **Operations: Hot to Work with Workers' Compensation Claims Managers (B 1C), Steve Anthony, Claims Director, Great American Insurance Group**

Get the inside scoop from a claims director. From educating the claims manager to filing the actual claim – you'll learn how to achieve the best results for all parties involved.

### [Learn More and Register Now](#)

Join the Coding & Billing Experts in Las Vegas!

***The AOPA Coding & Billing Experts are Coming to Las Vegas!***

AOPA's next Coding & Billing Seminar will be in Las Vegas! Don't miss this opportunity to get the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

## Join your Colleagues November 14-15 in Las Vegas!

At this seminar you will:

- Receive up-to-date information on Prior Authorization and other Hot Topics
- Ensure your Proof of Delivery meets Medicare Requirements
- Learn how to assess risk areas in your practice
- Learn successful appeal strategies and hints to avoid claim denials
- Practice coding complex devices, including repairs and adjustment
- Attend break-out sessions for practitioners and office staff
- Earn 14 CEs



Where else can you get two jam-packed days of reliable, valuable O&P coding and billing information? [Learn more.](#)

[Register Now](#)

### July 13 Webinar: Strategies and Levels: How to Play the Appeals Game

July 2016

13

1:00 PM Eastern

#### Cost

- \$99 for AOPA Members/
- \$199 for Non-Members
- (Members use promo code 'member')
- **Date**
- Wed, July 13
- 1:00 PM EST

Join AOPA for a one hour webinar and earn 1.5 CEs, while learning everything you need to know about appeals. During this webinar, participants will:

- Review the five levels of Medicare appeals
- Learn tips on how to navigate the appeals process
- Learn tips to ensure a successful appeal
- Get an up-to-the-date status on the ALJ delays

[REGISTER](#)

## 2016 Thranhardt Golf Tournament

Join us at 2016 Thranhardt Golf Tournament held in conjunction with the 99<sup>th</sup> Annual AOPA National Assembly at the Robert R. Lynch Municipal Golf Club at Putterham



Hit the links and network with top leaders in O&P while attending the 2016 AOPA National Assembly. We've scheduled the tournament for the afternoon of Wed., Sept. 7 from 1:00 to 5:00 PM so you can fly in on Wednesday morning, catch the luxury motor coach to the tournament at noon and enjoy a relaxing afternoon of golf with your O&P colleagues, customers, and family.

Brookline Golf Course is located in the Putterham neighborhood of Brookline, MA which was home to the legendary Francis Ouimet, who as an amateur, won the 1913 U.S. Open which was played at The Country Club of Brookline. The course is a short 6 miles from the Hynes Convention Center.

At over 6,300 yards, Brookline Golf Course is a great test for all players. With multiple sets of tees, it suits the beginner very well and will always give the accomplished player a challenge.

AOPA's Capitol Connection and OPAF have once again joined forces to co-sponsor this great event to benefit the inspiring efforts of OPAF and the legislative, research and education efforts of the Capitol Connection to further the O&P policy agenda.

Green fees, cart fees, pre-round range balls, transportation and an awards ceremony are all included.

Visit our [sponsorship form online](#) to book your sponsorship opportunities today. Book your [tickets online](#) TODAY.

### Upcoming AOPA Events

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| July 13, 2016 | <i>Strategies and Levels: How to Play the Appeals Game</i><br>AOPA Webinar<br><a href="#">Learn more and register here</a>                |
| July 14, 2016 | <i>Understanding the Basics of RAC Audits and How to Prepare for Them</i><br>AOPA Webinar<br><a href="#">Learn more and register here</a> |
| July 21, 2016 | <i>Don't Let the RACs Catch You Unprepared</i><br>AOPA Webinar<br><a href="#">Learn more and register here</a>                            |