

PRESS RELEASE



**AMERICAN
ORTHOTIC & PROSTHETIC
ASSOCIATION**

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Don't Miss the Award Winning Hamontree Lectures at the AOPA National Assembly

WASHINGTON, D.C. – September 17, 2018 – The 101st Annual AOPA National Assembly is coming to the Vancouver Convention Center from September 26th-29th in Vancouver, Canada. The Annual Assembly is the highlight of the year for the more than 2,200 orthotic, prosthetic and pedorthic professionals expected in attendance – because of its expansive educational opportunities, massive exhibit hall, and engaging events.

The Sam E. Hamontree, CP(E) Business Education Award was created to recognize the best business papers submitted for presentation at the AOPA National Assembly. This award is envisioned as a counterpart to the Thranhardt Award given each year to the best clinical abstract(s). The audience will be invited to cast their vote for the award winner. The winner will be announced at the Saturday morning General Session. Don't miss the award winning Hamontree Lectures on Friday, September 28 at 10:00 AM - Noon.

Successful Contract Negotiations (B5-A)

Chris Field, MBA

Getting paid is the single most important aspect of a successful O&P facility, following quality patient care, and getting paid fairly is something not to be taken for granted. Contract negotiations are critical for sustainability and this presentation reviews steps taken by an active O&P company to win rate increases from notoriously tight insurance providers.

Organizational Mission Possible: Top-Ten Developmental Impacts with Increasing Employee Engagement and Lean Strategies (B5-B)

Kenneth Gavin, CO, MEd

This presentation will focus on the top-ten important improvement strategies to include people development and explore the strengths and opportunities encountered by organizations. It will briefly introduce lean and answer questions, what is Lean? Standard Work? A3 thinking? Root Cause Analysis? Visual Management? What is growth, mission and relevance of the people that move your organization? Transform your mindset-set from one that limits your opportunities to one that expands your horizons.

Top 10 Ways to Get and Keep Your Money (B5-C)

Lesleigh Sisson, CFom

The climate with Medicare and other payers has changed dramatically in recent years resulting in an increase in denials. Studies have shown that 90% of denials are preventable and 2 out of 3 denials are recoverable. So, how do we improve our practices so we can ensure we will get and keep the money owed to us for services?

Certified Orthotists and Prosthetists: Product Supplier or Knowledge Based Healthcare Professional? (B5-D)

Frank Bostock, CPO, FAAOP

This presentation focuses on presenting an argument for transitioning the O&P profession from product suppliers to knowledge-based healthcare professionals. In the eyes of Medicare and other payers, certified orthotists and prosthetists are viewed as providers of products, and that is how they are paid for their services - through L Codes. Today, there are CPT Codes that pay for O&P patient care services that physicians and therapists provide, but O&P professionals are not using these codes to bill for patient care services that are not included in the L Code system. With the current educational requirements required by ABC for an individual to become a certified practitioner, in addition to the residency requirements, O&P practitioners are truly qualified to be recognized as knowledgeable healthcare professionals that provide both patient care services and products. Congress recently passed a Bill recognizing O&P clinical notes as part of the medical record, proving O&P is making headway in being recognized as an undoubtable and credible profession.

The full schedule for the Assembly is [online at www.AOPAnet.org](http://www.AOPAnet.org).

About the National Assembly

The AOPA National Assembly is the country's oldest and largest meeting for the orthotic, prosthetic and pedorthic profession. The Assembly will be September 26-29th at the Vancouver Convention Center in Vancouver, Canada. [Learn more and see the schedule of events.](#)

Questions? Please contact Yelena Mazur, AOPA's Communications Specialist at 571/431-0835 or ymazur@AOPAnet.org.

About AOPA

AOPA, based in Alexandria, Virginia, is the largest non-profit organization dedicated to helping orthotic and prosthetic businesses and professionals navigate the multitude of issues surrounding the delivery of quality patient care. The association was founded when needs of returning veterans in the aftermath of World War I required a national organization to address the educational and research requirements of the industry.

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