



**American Orthotic &  
Prosthetic Association**

# AOPA in Advance

Breaking News for O&P Professionals

March 8, 2011

Volume 15, Number 5



**Alpha® Select Liners**  
*The new generation of Alpha Liners*

www.owwco.com



[Click here for more information](#)

## In This Issue

### O&P NEWS:

- [\*\*AOPA\*\* Monitors Important Federal Developments; Testimony Makes Case to Congress for O&P Medicare Coverage!](#)
- [Health Care Reform Law Update](#)
- [Now is the Time to Make the Case for O&P at the 2011 Policy Forum](#)
- [\*\*AOPA\*\* Thanks Policy Forum Sponsors](#)
- [Join \*\*AOPA\*\* in Orlando: O'Lucky Day-It's an AOPA Quick Coder Giveaway!](#)
- [Pharmacy Interest Promoting Expanded Therapeutic Shoe and Custom Orthoses Role](#)
- [Do You Use Electronic Medicare Filing - If Yes Read This](#)
- [O&P PAC Corner: The O&P PAC Makes Several Contributions](#)
- [2011 \*\*AOPA\*\* Coding Products Now Available](#)
- [First \*\*AOPA\*\* Advanced Coding and Billing Seminar of 2011: May 19-20 in Las Vegas](#)
- [March 9 Audio Conference "Enhance Your Claims Success. Two Letters at a Time"](#)
- [Save the Date: \*\*AOPA's\*\* 94th National Assembly at the Mirage in Las Vegas - Room Rates of \\$135 a Night!](#)

### O&P RESOURCES FROM AOPA:

- [Visit \*\*AOPA's\*\* New Education Web Pages](#)
- [Check Out the \*\*AOPA\*\* Job Board for New Opportunities in O&P](#)
- [The 2011 Audio Conference Series from \*\*AOPA\*\*](#)

### INSIDER'S TRACK:

- [People in the News](#)
- [Businesses in the News](#)
- [Send Us Your News!](#)

## Contact Us

op

### AMERICAN ORTHOTIC & PROSTHETIC ASSOCIATION

330 John Carlyle St., Suite 200  
Alexandria, VA 22314

Phone: (571) 431-0835

Fax: (571) 431-0899

E-mail: [info@AOPAnet.org](mailto:info@AOPAnet.org)

### Newsletter Feedback

We invite your comments and questions. Please contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

## Featured Supplier Plus Partner of the Week:

[\*\*Cascade Orthopedic  
Supply, Inc.\*\*](#)

[\*\*AOPA Online  
O&P Almanac\*\*](#)

Find us on Facebook 

## O&P NEWS

### AOPA Monitors Important Federal Developments; Testimony Makes Case to Congress for O&P Medicare Coverage!

**AOPA** has been monitoring some important O&P-related events in the Congressional and Executive branches of government.

**AOPA** has been concerned about the series of efforts in multiple different states to impose limits on benefits for Medicaid beneficiaries requiring O&P care. Congress (the House Energy and Commerce Committee) held a hearing on Medicaid and the states, and **AOPA** went on the record for this hearing. **AOPA** filed a Statement to the House Energy and Commerce Committee as our specific commentary on this problem and how it impacts the patients to whom we provide care! [Click here to read the AOPA Statement to the House Energy and Commerce Committee.](#)

Additionally, **AOPA** has been fighting hard to try to ensure that O&P is ultimately included within the federal government's definition of the "essential health benefits package" (for more coverage of the essential benefits negotiations [click here](#) and [here](#)). One of the key indicators that the Department of HHS will look at in deciding which health care treatments are among the "essential health benefits" is the prevalence of this benefit within major private employer health care plans. [Click here to access the study that AOPA commissioned, and that was conducted independently by the Society for Human Resource Management](#), showing that roughly 75 percent of major private employer plans, and even 70 percent of smaller employer plans, include O&P benefits. This is a compelling piece of news that will help us advance the argument that O&P services MUST be part of the essential health benefits package.

And what is more exasperating to any of us than Medicare fraud and abuse? It costs all of us money in the form of our tax dollars, and diminishes the quality of patient care and the reputation of our field. This past week was "fraud week" on Capitol Hill, with three major committees convening hearings to look at fraud in the Medicare program. [Click here to read the an item about the hearings](#), which includes key testimony from a former Medicare fraud artist, who gamed, actually defrauded is the right term, the Medicare system out of approximately \$10 million, 90 percent of which came from billing for orthotic devices that the patients neither needed nor received. AOPA's lobbying firm Alston & Bird attended these hearings and provided summaries of what transpired:

[Click here to read a summary of the Energy & Commerce Committee hearing.](#)

[Click here to read a summary of the Ways & Means Committee hearing.](#)

[Click here to read a summary of the Senate Finance Committee hearing.](#)

Most **AOPA** members know that **AOPA** has been at the head of efforts to enact the Medicare O&P Improvements Act, which is aimed at reducing Medicare fraud and abuse in O&P, while improving patient care. All of the outcry this week at all of these hearings about fraud sets the perfect background noise for our efforts to place O&P at the vanguard of fighting and eliminating the crooks and the fraud from the Medicare program in O&P.

**AOPA** will continue to be at the forefront, week in and week out, to proactively and aggressively represent the voice of O&P in all of the key health care deliberations in Washington. We work for you, and our full-time job is to try to maximize the vitality and productivity of your practice.

Questions? Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## Health Care Reform Law Update

Legal challenges to the Patient Protection and Affordable Care Act (PPACA) continue and there have been a few notable events since the last update.

First, on February 22, a federal district judge in Washington D.C. upheld the many key provisions of the PPACA. Judge Gladys Kessler [issued an opinion](#) in *Mead v. Holder* that found that there was "nothing extraordinary about Congress's use of its Commerce Clause power" when enacting the PPACA and that the Individual Mandate was constitutional as the decision to purchase or not to purchase health insurance is economic in nature.

This decision means that now three federal district judges have found the PPACA constitutional and have dismissed suits against the PPACA, while two judges have ruled in favor of the anti-PPACA suits and found it to be unconstitutional.

As **AOPA** *in Advance* reported to you on February 8, U.S. District Court Judge Roger Vinson found the PPACA unconstitutional in *Florida v. Health and Human Services*. Judge Vinson's decision is the most sweeping decision to date against the law, Judge Vinson ruled that Congress does not have the constitutional ability to create and enforce the Individual Mandate and that the Individual Mandate provision cannot be severed from the PPACA as currently written. As such, he ruled that the entire PPACA was unconstitutional. But in a crucial omission, Judge Vinson [declined to issue an injunction against the federal government barring agencies from continuing to implement the PPACA](#). As regulatory implementation continued, the Department of Justice filed a request for a clarification by Judge Vinson and on March 3 Judge Vinson [issued an order](#) clarifying his decision, but then issued a stay on the order so that government steps to implement the health care law are not enjoined during appeals. In response to a specific challenge by Judge Vinson, the U.S. Justice Department announced that it indeed would proceed filing an appeal of Vinson's original decision and ask that the appeal be fast tracked.

The Justice Department has agreed to this and an appeal of Judge Vinson's decision is expected shortly in the Eleventh Circuit and on March 7 the Justice Department filed an [appeal in the Fourth Circuit](#) of Judge Henry Hudson's ruling on the PPACA. Appealing these decisions marks the entrance of U.S. Courts of Appeals the next step for the legislation which is likely on its way to the U.S. Supreme Court.

In the meantime, the process of HHS, IRS, Treasury and others implementing the health care reform law continues. These five District Court cases are the opening chapter, the first legal salvos in the judicial battle that will go on for a year and a half or longer, before a truly definitive ruling is likely to emerge.

**AOPA** will keep members updated as to the status of important news regarding PPACA.

Questions? Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## Now is the Time to Make the Case for O&P at the 2011 Policy Forum

As members can see from the first two stories in this week's AIA, there are major challenges for O&P right now, but there are aspects of these decisions and policies that you can influence. You must get involved and one vital way to do it will be through attending the 2011 Policy Forum.

The 2011 **AOPA** Policy Forum will be held Monday, April 11 through Tuesday, April 12, 2011 in Washington D.C. Members will be briefed on state and national legislative activities and be prepared for face-to-face meetings with their congressional representatives. Everyone in the O&P field,

regardless of specialization has a stake in how the regulations being written by HHS (on essential health benefits) and Treasury (about the 2.3 percent medical device excise tax) Departments as well as how any new laws affecting healthcare play out in this very uncertain environment.

Your Congressman or Senator will value your input as a constituent and the specific contribution you make as a member of the O&P community to the restoration of mobility and quality of life to your patients. The Forum is designed to help everyone understand the issues and the politics which pose challenges to O&P patient care and equip everyone to have face-to-face conversations with Congressional staff and Members about parity's importance to our patients; how our O&P Medicare Improvement Act improves patient care and reduces fraud and abuse; and the need for continued research on cost effectiveness of treatment programs. Last year **AOPA** secured more than 230 meetings with Representatives and Senators.

Additionally, since personal relationships are so important when trying to convince a legislator to take action, it helps **AOPA's** advocacy efforts if we can call upon **AOPA** members who personally know members of Congress. If you have met your Senator, Representative or their staff, tell us about this contact. If you have had a member of Congress or their staff in your office for an educational visit, let us know. Do you know a close friend or family member of a Senator or Member of Congress? Please tell us. Such information will help **AOPA** formulate game plans on upcoming legislation and will also keep us from duplicating contacts that you have already made. It will also allow us to coordinate our message to the members so that everyone is providing the same information. Contact Kathy Dodson at [kdodson@AOPAnet.org](mailto:kdodson@AOPAnet.org) or (571) 431-0810.

The tentative schedule for the 2011 Policy Forum is as follows:

*Monday, April 11*

11:00 AM - 3:00 PM	Registration Open
1:00 - 5:00 PM	Policy Forum General Sessions
5:30 PM	Fundraiser/Reception
6:30 PM	Reception and Dinner

*Tuesday, April 12*

7:30 AM	Breakfast and General Session
8:00 AM	Fundraiser Breakfast
8:30 AM - 5:00 PM	Hill Visits

The cost of registration is \$125 per person and **AOPA** has secured a room rate of \$249 per night at the [L'Enfant Plaza Hotel](#), a five minute metro ride to Capitol Hill.

[Click here to register for the Policy Forum.](#)

[Click here to reserve your room at the L'Enfant Plaza Hotel](#) or call the hotel at (800) 635-5065.

Questions? Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## AOPA Thanks Policy Forum Sponsors

**AOPA** would like to recognize those companies that are helping make the 2011 Policy Forum possible at this very important time:

[Otto Bock HealthCare](#) (Gold Level Sponsor)

[Ohio Willow Wood](#) (Silver Level Sponsor)

[Dr. Comfort](#) (Bronze Level Sponsor)

[The Fillauer Companies](#) (Bronze Level Sponsor)

[Tamarack Habilitation Tech Inc.](#) (Bronze Level Sponsor)

[Townsend Design](#) (Bronze Level Sponsor)

[Cailor Fleming Insurance](#) (Support Level Sponsor)

[Restorative Care of America](#) (Support Level Sponsor)

[TRS, Inc.](#) (Support Level Sponsor)

Sponsorship opportunities are still available. Contact Kelly O'Neill at [koneill@AOPAnet.org](mailto:koneill@AOPAnet.org) or call (571) 431-0852.

[Back to Top](#)

## Join AOPA in Orlando: O' Lucky Day-It's an AOPA Quick Coder Giveaway!

Do you think you have the luck of the Irish? Well, be sure to visit the **AOPA** booth R11 (located in the Grand Sierra Foyer) at the AAOP meeting next week in Orlando for a chance to win a *Quick Coder*. Our 2011 Coding Products will be hot off the press and available for purchase, plus Joe McTernan will be giving demonstrations. We'll see you in Orlando!

[Back to Top](#)

## Pharmacy Interest Promoting Expanded Therapeutic Shoe and Custom Orthoses Role

Bills introduced in the Kentucky and Illinois legislatures (both licensure states) by state community pharmacist organizations seek to amend licensing laws to permit untrained pharmacy employees to prescribe and dispense therapeutic shoes and custom foot orthoses to at risk diabetic patients. O&P practitioners in these states have underscored with legislators that diabetic patients could be placed at risk by dispensing with, for pharmacies only, the requirement for health professional education and training as a prerequisite to treat these patients. Proponents of this bill have cited the National Community Pharmacists Association (NCPA) as a source of this initiative. If this issue is a priority of the NCPA it's very possible that similar legislation will be promoted in all states.

In those states without O&P licensure laws or retained lobbyist, these proposals could slip under the radar screen and the O&P community might only find out about it if it is a done deal. Most states have a pretty comprehensive legislative site and **AOPA** members can do a search to see if any bill is pending with a similar title.

[Click here to see an analysis of the Illinois bill.](#)

[Click here to see the synopsis of the Illinois bill.](#)

[Click here to see the full text of the Illinois bill.](#)

Contact Kathy Dodson at [kdodson@AOPAnet.org](mailto:kdodson@AOPAnet.org) or (571) 431-0810 if you learn that this legislation is being promoted in your state.

[Back to Top](#)

## Do You Use Electronic Medicare Filing - If Yes Read This

If you submit any claims electronically to Medicare, you must migrate to an approved Network Service Vendor (NSV). The NSV will allow for more secure, faster and reliable connections to the Common Electronic Data Interchange (CEDI), the entity that handles all front end processing of DME MAC claims. The migration to an approved NSV must occur before May 1, 2011. After May 1 if you have not migrated to an approved NSV, you will not be able to send or receive Medicare electronic transactions.

[Click here to find a list of approved NSVs and a list of Frequently Asked Questions about the NSV on the CEDI website.](#)

Questions? Contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) or (571) 431-0854, or Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or (571) 431-0811.

[Back to Top](#)

## O&P PAC Corner: The O&P PAC Makes Several Contributions

The O&P PAC Corner provides updates on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&P PAC has supported.

The O&P PAC recently received donations from the following **AOPA** members:

- Jeffrey Yakovich, CO
- George W. Breece

The O&P PAC recently made contributions to the following candidates:

- Representative Glenn Thompson (R-PA, 5<sup>th</sup> District), Co-Chairman of the Congressional Healthcare Caucus
- Representative Hal Rogers (R-KY, 5<sup>th</sup> District), Chairman of the House Appropriations Committee
- Representative Ed Whitfield (R-KY, 1<sup>st</sup> District), Member of Subcommittee on Health
- Representative Brett Guthrie (R-KY, 2<sup>nd</sup> District), Member of the House Energy and Commerce Committee
- Senator Mitch McConnell (R-KY), Senate Republican Leader

The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House and Senate to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

In order to participate in and receive information about the O&P PAC, federal law mandates that you must first sign an authorization form. [Click here to view and sign an O&P PAC authorization form.](#)

Questions? Contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) or (571) 431-0854, or Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or (571) 431-0811.

[Back to Top](#)

## 2011 AOPA Coding Products Now Available

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The 2011**AOPA** coding products are now available through the **AOPA** bookstore and may be ordered by calling the AOPA Bookstore at (571) 431-0876, or by [downloading the 2011 Product Catalogue](#) and faxing your order to (571) 431-0899.

The 2011 *Illustrated Guide*, *Quick Coder* and *Coding Pro* include all of the newly released HCPCS codes that describe O&P items. **In addition, the 2011 *Coding Pro* contains a new, interactive glossary that allows you to click on selected terms within a code descriptor and immediately view the O&P based definition of the selected term.**

As an added bonus, if you purchase all three **AOPA** coding products at the same time, you will receive a bundled discount of \$50 off the regular retail price of the three items as sold separately.

**AOPA's** Coding products have long been considered the definitive coding resources for the O&P

industry. Make sure yours are current and up to date!

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## First AOPA Advanced Coding and Billing Seminar of 2011: May 19-20 in Las Vegas

Don't miss the opportunity to experience two days of valuable O&P coding and billing information from **AOPA** experts. The Advanced Coding and Billing Seminars include breakout sessions for practitioners and administrators that will focus on each group's specific interests and educational needs.

The first **AOPA** Advanced Coding and Billing Seminar of 2011 will be held at the Mirage Resort and Casino in Las Vegas, Nevada on May 19-20, 2011 Early bird registration for the Las Vegas seminar is now open and attendees who register prior to April 20, 2011 will receive a \$25 discount off the regular tuition price. **AOPA** has secured a very attractive room rate of \$125 per night at the Mirage.

### What You Will Learn

- How to use Medical Policies to improve your reimbursement
- Hints on what, when, and how to document your interaction with patients
- How to develop and execute a successful compliance plan
- How to properly perform self audits of your charts and what to do when you discover problems

### In the breakout session Practitioners will cover:

- General Coding Principles
- "Hands on" coding of specific devices
- Proper coding for repairs and adjustments
- Reimbursement for unlisted codes
- Codes that are mutually exclusive and should not be billed together

### In the breakout session Administrators will cover:

- Updated Quality and Supplier Standards
- Strategies for handling appeals and denials
- How to handle unique billing situations
- Documentation Requirements
- Medicare as Secondary Payer

[Click here to register for the May 19-20 AOPA Advanced Coding and Billing Seminar.](#)

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## March 9 Audio Conference "Enhance Your Claims Success, Two Letters at a Time"

Join us for the next **AOPA**versity Audio Conference on March 9. The topic for the March Audio Conference is "Enhance Your Claims Success, Two Letters at a Time." Who knew that two letters could make the difference between claim payment and denial? **Modifiers** provide valuable information to Medicare and other payers that may help them make claim payment decisions. Join **AOPA** on Wednesday, March 9, 2011 at 1 pm Eastern Time for this valuable Audio Conference on **Modifiers** and how and when to use them. Topics that will be discussed include:

- Using **Modifiers** to communicate with payers
- The difference between informational and payment **Modifiers**
- Potential issues caused by incorrect or omitted **Modifiers**

- Potential issues caused by incorrect or omitted modifiers

- Using **Modifiers** to bill for upgrades

These are just a few of the issues that will be presented during the Audio Conference scheduled for March 9, 2011 at 1:00 pm EST. Don't miss this opportunity to improve your understanding of this very important medical policy.

The conference will begin at 1:00 PM (EST). Bring your questions as there will be an interactive question and answer period following the speaker's remarks. The cost to participate is just \$99 per line for members (\$199 for nonmembers) and any number of listeners may participate on a given line. Those seeking continuing education credit must return the provided quiz within 30 days and score at least 80 percent.

[Click here to register.](#)

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## Save the Date: AOPA's 94th National Assembly at the Mirage in Las Vegas - Room Rates of \$135 a Night!

Mark your calendars now for the American Orthotic and Prosthetic Association's 94<sup>th</sup> National Assembly September 19-22, 2011! If you are involved in O&P research or the delivery of O&P care and services-don't miss this chance to join your colleagues in Las Vegas, Nevada, at the country's largest and most prestigious O&P meeting. The comprehensive programming and energized atmosphere of the Scientific Sessions provides cutting-edge education and information for all members of the O&P community-orthotists, prosthetists, pedorthists, physicians, scientists, researchers, technicians, managers, business owners, office staff, nurses, nurse practitioners, podiatrists, and other health care professionals. And you won't want to miss the business management sessions headlined by the Same E. Hamontree, CP, Award-winning lecture.

**AOPA** has secured a room rate of \$135 per night for the 2011 National Assembly. That's right, \$135: it's not an optical illusion - it's the Mirage room rate for this year's assembly. Don't miss this opportunity to enjoy AAA Four Diamond luxury for the fantastic room rate of only \$135 per night. If that's not enough for you to mark your calendar now, here are more reasons to put the 2011 **AOPA** National Assembly on your To-Do list:

- Unprecedented Business Education featuring experts in Health Care Reform, Documentation, O&P Business Management, Ethics, Different Business Models and **more**;
- New multi-discipline panels on subjects such as Cerebral Palsy, Stroke Management and Wound Care;
- Experience the country's largest trade show for orthotics, prosthetics and pedorthics;
- Earn over 34 Continuing Education (CE) Credits;
- A premier learning experience with the best speakers from around the world;
- Extensive Symposium on treating spinal trauma, featuring live demonstrations;
- Learn how to effectively use an assistant in your practice;
- New round table discussions;
- Programs to help you prepare for tomorrow featuring topics such as Osseo integration, Robotics and Material Science.

- Fabulous shopping, entertainment, championship golf and unparalleled people watching - all of this right in the heart of the Las Vegas Strip!

Science, Business, Fantastic Networking Opportunities and an incredible \$135 per night room rate at the Mirage Resort, September 19-22, 2011. To reserve your room today call (800) 627-6667 or (702) 791-7111 and mention the **AOPA** registration code "AOPMB."

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## O&P RESOURCES FROM AOPA

### Visit AOPA's New Education Web Pages

Explore **AOPA's** newest membership web page to find **AOPA** educational products, services, programs and events in a variety of formats, designed for orthotic, prosthetic and pedorthic professionals at all career levels. **AOPA** is recognized as the leader in the orthotic, prosthetic and pedorthic profession for providing high quality education, innovative resources, and networking opportunities designed to help build relationships that are critical to your success. Discover the tools and resources you need to learn, connect, and grow!

[www.AOPAnetonline.org/education](http://www.AOPAnetonline.org/education)

**AOPA**versity is your one stop resource for quality O&P education developed explicitly for orthotics, prosthetics and pedorthic professionals. Most education has been approved for continuing education (CE) credits

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

### Check Out the AOPA Job Board for New Opportunities in O&P

If you need a position filled at your business or are interested in looking at other job possibilities within the O&P field, check out the [AOPA Online Job Board](#). The online job board sports a freshly updated look and an easy-to-navigate profile creation system.

In the past month the Job Board has been viewed over 8,000 times by more than 1,500 unique users. If you want people to find out about a job opening at your facility or are interested in posting your resume for employers to view for potential openings, visit the [AOPA Online Job Board](#) today.

And remember: if you advertise on the Online Job Board and decide to also advertise in the *O&P Almanac*, then you'll receive a 5 percent discount on the cost of advertising in the *Almanac* and on the Job Board.

Questions? Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

### The 2011 Audio Conference Series from AOPA

Numerous offices have benefited from their participation in **AOPA's** Medicare Audio Conferences. These one hour sessions come to you in the comfort of your office on the second Wednesday of each month at 1:00 pm Eastern. This series provides an outstanding opportunity for you and your staff to stay abreast of the latest hot topics in O&P, as well as gain clarification and ask questions on topics that you may not understand as fully as you would like to.

Seminars are still priced at just \$99 per line for members (\$199 for non-members). Buy the series and

get two free; members pay just \$990 and non-members pay \$1990. If you purchase all the conferences, all conferences from months prior to your purchase of the set will be sent to you as CDs.

These convenient one hour telephone seminars are designed to fit easily into your busy schedule. Any practitioners needing credit can get 1.5 per audio conference by returning the provided quiz within 30 days and scoring at least 80%. Billing staff and others who don't need credit can nonetheless gain information they will use right away. The topics for 2011 are:

- January 12: How to Meet the New Medicare Supplier Standards (Available on CD)
- Feb. 9: Using the Lower Limb Medical Policy to Your Advantage (Available on CD)
- March 9: Enhance Your Claims Success, Two Letters at a Time
- April 13: Improving Clinical Documentation
- May 11: Which Box to Check? The Negative Effect of the 855S on Reimbursement
- June 8: Preventing Audit Disasters
- July 13: Don't Rile the OSHA Police
- August 10: How to Get Paid for Miscellaneous and Repair Codes
- September 14: Don't Run Afoul of the KO Rules
- October 12: Developing Your Medicare Billing Compliance Plan
- November 9: Happy Holidays: Kickbacks and Gifts in O&P
- December 14: Are You Ready for the New Year? 2012 New Codes and Policies

[Click here to register for any 2011 Audio Conference.](#)

If you miss an audio conference, it will be available on CD after the fact. Cost is the same as if you participate live (\$99/\$199). We hope you'll be able to join us for this year's series.

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## O&P INSIDER'S TRACK

### *The Only Up-to-the Minute O&P Newsline*

#### People In the News

The [Board of Certification/Accreditation, International](#) (BOC) announced that **Claudia Zacharias, MBA, CAE**, president & CEO of The Board of Certification/Accreditation, International (BOC), was recently elected to membership in Network 2000 (N2K), a group of eighty-five Maryland business leaders who work to advance women into executive leadership roles.

[OPAF](#) & **The First Clinics** announced **Tom Cooper** of Waldorf, Maryland is the newest First Volley Tennis Instructor.

**Rodney Johnson**, CEO of **Innovative Orthotics** announced his candidacy for Mayor of Amarillo, Texas.

[Back to Top](#)

#### Businesses in the News

[Allard USA](#) announced the formation of a non-profit organization, the DRALLA Foundation, to address quality of life issues for wearers of its devices and for all individuals with from these physical challenges.

The [Amputee Coalition](#) is now accepting applications for the third annual Christina Skoski, M.D., Scholarship until April 15, 2011. The fund will award a one-time, \$1,000 scholarship to a student with congenital limb difference or limb loss who has a special desire to learn and exhibits potential for

success. The scholarship is only open to undergraduate students who will be entering or who are already attending a 4-year college. Applications will only be accepted by [online submission](#) through the Amputee Coalition Web site at [amputee-coalition.org/scholarship/skoski](http://amputee-coalition.org/scholarship/skoski). The application deadline for fall 2011 consideration is April 15, 2011. The scholarship recipient will be announced no later than June 11, 2010.

Additionally, the [Amputee Coalition](#) has submitted a proclamation to all 50 state governors to designate April as Limb Loss Awareness Month. This is important to the limb loss community because it helps us to raise awareness, provide additional support and information, reach out to the broader community, and talk about measures to reduce and prevent limb loss. Taking action is simple: [click here](#), click on your state, and then fill in your name and information (be sure to fill in all of the blanks).

[Cobra Cable Tie Co.](#) announced the introduction its line of cable ties for affixing suspension sleeves to below the knee transtibial sockets.

[Otto Bock HealthCare Canada](#) was honored with the Corporate Award from The Canadian Foundation for Physically Disabled Persons. The award recognizes companies who have made an outstanding contribution in assisting persons with disabilities, especially in the workplace.

[Back to Top](#)

## Send Us Your News!

The next **AOPA** *in Advance* will arrive in your inbox on March 22. So if you have a new employee or a new office, tell us! Share your news with the over 15,000 readers of the *O&P Almanac* and **AOPA** *In Advance* newsletter. Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org)

[Back to Top](#)

## AMERICAN ORTHOTIC & PROSTHETIC ASSOCIATION (AOPA)

330 John Carlyle St., Suite 200, Alexandria, VA 22314

Tel: (571) 431-0876, Fax: (571) 431-0899

[www.AOPAnet.org](http://www.AOPAnet.org)