



**American Orthotic &  
Prosthetic Association**

# AOPA in Advance

Breaking News for O&P Professionals

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## In This Issue

### O&P NEWS:

- A \$1000 Benefit for You: Complete the 2010 Operating Performance Survey!
- REMINDER: 2010 AOPA Policy Forum to be held May 26-27
- Help AOPA Explore Need for More Employee Insurance Benefits Savings
- Lower Limb Policy Reminder
- External Breast Prostheses Policy Revised
- O&P Outreach to Haiti Continues
- Results of the February 2010 Business Conditions Survey
- O&P Licensure Bill Passes Kentucky Legislature
- Register now for April 14 Audio Conference: Documenting for Success
- Don't Miss the Next Mastering Medicare: Advanced Coding & Billing Techniques Seminar
- National Limb Loss Awareness Month

### O&P RESOURCES FROM AOPA:

- 2010 AOPA Coding Products Now Available
- Check the AOPA Job Board for New Opportunities
- Are You Registered for AOPA's 2010 Series of Medicare Audio Conferences?

### O&P INSIDER'S TRACK:

- People in the News
- Businesses in the News

## Contact Us

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### Newsletter Feedback

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

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- [In Memoriam](#)
- [Send Us Your News!](#)

## O&P NEWS

### A \$1000 Benefit for You: Complete the 2010 Operating Performance Survey!

**AOPA** members who complete the 2010 Operating Performance (OPR) Survey can easily earn a payback valued at \$1,000 or more. The survey forms were mailed April 1 to all members asking them to return the completed survey reporting 2009 data by April 30. This is a crucial year to know what's happening in your business and to know the trends that are affecting all O&P patient care facilities. There's no better way to learn the financial facts of O&P patient care facilities than by participating in this survey.

Here's the payback for completing the survey. Those who complete the survey receive a **FREE** copy of the report (\$195 for members/\$295 for nonmembers) in addition to a **FREE** Company Performance Report (CPR) comparing your results with other O&P facilities of similar size and location. A consultant would charge several hundred dollars for this detailed analysis. That's at least a \$1,000 payback if you purchased the survey results and hired a consultant to tell you how your business compared and what you can do to improve performance.

Michael Becher of Industry Insights will be available to assist with any questions or other issues. Michael's email is [mbecher@indins.com](mailto:mbecher@indins.com) and he can be reached by phone at (614) 389-2100 ext. 114.

Remember, all of the information is **ABSOLUTELY CONFIDENTIAL**. No individual information submitted to Industry Insights is seen by any **AOPA** staff or member of the O&P community. All data submitted is destroyed by Industry Insights after tabulation.

Copies of the 2009 Operating Performance and Compensation report are still available in limited supply in the AOPA Bookstore. The survey of facilities evaluates 2008 data and contains one volume dedicated to the Operating Performance report and a second volume dedicated to the Compensation report. The cost of the two-volume series is \$325 for members and \$525 for nonmembers.

If you don't receive a survey form by mail or email and wish to participate, contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

### REMINDER: 2010 AOPA Policy Forum to be held May 26-27

Discussions at the national level of what should be done about health care have been going on for over a year now, and they aren't done yet. For O&P today, not only are there critical implementation issues that have yet to be resolved on the federal health care reform bill, fights on the state level, particularly in regards to licensure, parity and budgets are also of great importance to the O&P community. At this year's **AOPA** Policy Forum, attendees will be briefed on

- What health care reform will mean to your business;
- How to discuss O&P concerns with their members of Congress; and
- Techniques and talking points to take home to their states to further O&P's issues at the state level.

The 2010 **AOPA** Policy Forum will be held Wednesday and Thursday, May 26-27, 2010 at the Hyatt Regency Washington on Capitol Hill. The agenda includes:

Wednesday, May 26

- AOPA members can fly into Washington on Wednesday morning in time for the "by invitation only" noon luncheon for Rep. William Cassidy (R-LA), a member of the House Education and

Labor Committee;

- At 1 p.m., the "Welcome and Overview" kicks off the afternoon of issue briefings and the analysis of the new health care law;
- From 5:00 to 6:00 p.m., **AOPA** members will be invited to a reception which will provide quality time with Rep. Jason Altmire (D-PA). Congressman Altmire is also a member of the House Education and Labor Committee and Small Business Committee and he is also one of the very few Democrats who stood up to intense political pressure and voted against the health care reform package;
- A 6:30 p.m. reception and dinner offers even more opportunities for expanded networking and information exchange.

Thursday, May 27

- The morning kicks off with a continental breakfast for the entire group and a final group briefing; and
- A full day of Congressional visits on the Hill.

This exciting Capitol Hill location will provide a new experience for returning attendees as well as a memorable first time for those who have not attended before. Call (800) 233-1234 or (202) 737-1234 before May 4 and mention the 2010 **AOPA** Policy Forum in order to receive the special room rate of \$255 per night, a bargain in Washington for this time of year.

[Click here to access the registration form.](#)

**AOPA** and our talented professional advocates are always working for you in Washington. But no voice is stronger or more listened to than a constituent's. Please join us at the 2010 **AOPA** Policy Forum on May 26-27 to add your voice to the ongoing discussion of what health care should be.

Questions? Contact Erin Kennedy at [ekennedy@AOPAnet.org](mailto:ekennedy@AOPAnet.org) or 571-431-0876

[Back to Top](#)

## Help AOPA Explore Need for More Employee Insurance Benefits Savings

Just as **AOPA** has saved members significant dollars in their costs for casualty, property and liability insurance - there may be opportunities for members to experience similar savings in providing employee life, disability, vision and dental insurance benefits. The savings could be significant if a sufficient number of **AOPA** members join together in creating a group program to offer these benefits. The 2009 **AOPA** Compensation & Benefits Report disclosed that 68 percent of the responding companies offer life insurance and the cost is fully paid by 52 percent of those companies. Dental insurance was also offered by 68 percent of the companies, optical/vision by 46 percent and short term disability by 55 percent.

A group program could lower costs for members - an important consideration when the cost/price squeeze is affecting every facet of business today.

[Click here to take a brief survey](#), which will help **AOPA** determine the interest level and whether to devote modest resources toward developing a new member-insurance benefit service.

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

[Back to Top](#)

## Lower Limb Policy Reminder

For claims with a date of service on or after April 1, 2010 the codes L5940-L5960 (ultra-light materials) may no longer be used to describe the components of an endoskeletal prosthesis. The codes L5940-L5960 may only be used to describe the use of ultra-light materials in the fabrication of sockets.

Any claim with a date of service on or after January 1, 2010 for the L5973 must include the K3 or K4 modifier.

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](#)

## External Breast Prostheses Policy Revised

Revisions to the External Breast Prostheses Policy have been released, and the revisions are in effect for claims with a date of service on or after January 1, 2010.

An L8000, mastectomy bra, will only be covered if the patient also has covered mastectomy form or breast prosthesis. A bra which is coded as an L8000 must include pockets which are intended to hold the covered mastectomy form or breast prosthesis. An L8031, breast prosthesis with integral adhesive, will be reimbursed at the level of an L8030, breast prosthesis without integral adhesive, because there is no clinical advantage to the use an integral adhesive.

The useful lifetime of an L8032, nipple prosthesis, has been set at three months.

When providing mastectomy supplies to a patient you may not dispense more than a three month supply to a patient at any given time. When the three month supply runs out, you may not automatically dispense three more months' worth. That patient must request a new three month supply.

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 Outreach to Haiti Continues

Al Ingersoll, CP, of Winkley Prosthetics, Orthotics & Pedorthics in Golden Valley, Minnesota, has returned from Haiti and has given **AOPA** permission to post a follow-up update to his first on-the-ground account of the coordination of materials and care.

[Click here to access the second update from Al Ingersoll, CP.](#)

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

[Back to Top](#)

## Results of the February 2010 Business Conditions Survey

The Business Conditions Survey for February 2010 revealed an increase in the total number of firms that reported revenue increases from 2009 to 2010. 62.2 percent of respondents reported revenue increases in February 2010 compared with February 2009. Of the firms that reported revenue increases in February, 25 percent reported an increase of more than 10 percent; 18.8 percent reported an increase of 6-10 percent; 18.8 percent reported an increase of 1-5 percent. No participants reported revenues unchanged. 25 percent noted decreases in revenue of 1-5 percent; 6.3 percent reported a decrease of 5-10 percent; and 6.3 percent reported a decrease of more than 10 percent.

When asked whether patient care facilities have witnessed insurers decreasing reimbursements on specific L-Codes, 62.5% of respondents answered "No." For the remaining participants who answered "Yes" and gave details of the decreased reimbursements they identified North Carolina, Ohio, and Texas Medicaid reducing their fee schedules and Aetna decreasing the reimbursement rates for diabetic shoes and shoe inserts. When asked if there were specific comparisons between

reimbursement rates that are particularly noticeable to facilities, participants noted United Health Care and Aetna reimbursing below other insurance carriers' rates; United Health Care paying reimbursement rates on the wrong state reimbursement schedule; and Blue Cross Blue Shield paying at a noticeably higher rate in the state of Texas than Texas Medicaid.

If you are the primary business decision maker at your O&P facility and are not receiving these surveys, please email Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org).

The survey results presented here represent a compilation of information received from responding member firms. It is not a statistical sample and is for use only as a guide. Information is also presented from prior surveys for comparative purposes. It is important to remember that there may be a different mix of firms responding in each survey. This would have some impact on survey averages.

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

[Back to Top](#)

## O&P Licensure Bill Passes Kentucky Legislature

Both the House and Senate of the Kentucky legislature have now passed an O&P licensure bill (H.B. 376/S.B. 60) and it has been sent to Governor Steve Beshear for his signature. The House version of the bill (H.B. 376) passed by a margin of 92 (in favor) to 6 (voting against); the Senate version of the bill passed by a margin of 34 (in favor) to 1 (voting against).

[Click here to read a summary of the bill.](#)

[Click to read the text of the bill that affects O&P.](#)

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

[Back to Top](#)

## Register now for April 14 Audio Conference: Documenting for Success

The next **AOPA**iversity audio conference, "Documenting for Success: Chart Notes, Prescriptions and Physician's Records," will be held on Wednesday, April 14 from 1-2 p.m. EST. Join us for this informative session to learn:

- What are the most vital pieces of documentation necessary to support your claim
- When should you document: During the patient interaction, after the interaction, or at the end of the day
- What words to avoid in progress notes
- What must be on a prescription for it to be Medicare compliant
- Dual dating prescriptions
- How to obtain information from a Physician's records
- Working with your referral sources to make sure they are documenting properly

The cost of participation is just \$99 per line for members (\$199 for non-members). Any number of employees may listen on a given line. Those needing continuing education can earn 1.5 credits by returning the provided quiz within 30 days and scoring at least 80%.

[Click here to register.](#)

Questions? Contact Erin Kennedy at [ekennedy@AOPAnet.org](mailto:ekennedy@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## Don't Miss the Next Mastering Medicare: Advanced Coding & Billing

## Techniques Seminar

Registrations are rolling in for **AOPA's** second "Mastering Medicare: Advanced Coding & Billing Techniques" seminar of 2010 in Pittsburgh, Pa., May 24-25. Hundreds of your colleagues have already benefited from this detailed, advanced seminar given by **AOPA's** coding experts as well as members of the **AOPA** Coding & Reimbursement Committee. In Pittsburgh you will:

- Learn how to code complex devices, including repairs and adjustments, through interactive discussions with **AOPA** experts and your colleagues;
- Join in-depth discussions on compliance with Medicare billing rules and documentation expectations;
- Learn how to assess compliance risk areas and deal with them;
- Learn successful appeal strategies and hints on avoiding claim denials;
- Break-out sessions for practitioners and office staff;
- Detailed information on hot topic issues in O&P; and
- Earn 14 continuing education credits in two days

Seminar attendees stay at the Hyatt Regency Pittsburgh Airport for just \$105/night!

Cost of attending the seminar is \$525 for members/\$725 for non-members if you register by April 23. (After the early bird deadline, the cost goes up by \$25 per person.) Any additional attendees from the same office get a \$50 discount, just \$475 for members and \$675 for non-members. Join us in Pittsburgh, bring your toughest coding questions, and spend an informative two days with **AOPA's** experts and your colleagues.

[Click here to register.](#)

Contact Erin Kennedy at [ekennedy@AOPAnet.org](mailto:ekennedy@AOPAnet.org) or (571)431-0876 if you have any questions.

[Back to Top](#)

## National Limb Loss Awareness Month

The Amputee Coalition of America has initiated a new campaign for limb loss awareness. In order to raise awareness about limb loss and about living with limb loss, the ACA is advancing a federal resolution to name April National Limb Loss Awareness Month. Special thanks go to Rep. John Duncan (2nd TN), who introduced the resolution in the House (H.Res 1056). With passage of this resolution, starting in 2011, amputees across the country will be specially recognized during the month of April.

[Back to Top](#)

## O&P RESOURCES FROM AOPA

### 2010 AOPA Coding Products Now Available

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The 2010 **AOPA** coding products are now available through the **AOPA** bookstore and may be ordered by calling (571) 431-0835.

The 2010 *Illustrated Guide*, *Quick Coder* and *Coding Pro* include all of the newly released HCPCS codes that describe O&P items. In addition, the 2010 *Coding Pro* contains expanded medical policy references and the 2010 *Quick Coder* includes a new section that lists all of the current modifiers used in O&P billing.

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.

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

[Back to Top](#)

## Check the AOPA Job Board for New Opportunities

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](#). In the past month the Job Board has been viewed over a thousand times. 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% 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](#)

## Are You Registered for AOPA's 2010 Series of Medicare Audio Conferences?

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 nonetheless can gain information they will use right away. The topics for 2010 are:

- January 13: Red Flag Rules: Are You In Compliance? (Available on CD)
- February 10: Hints on Passing Your Supplier Standards Inspection (Available on CD)
- March 10: Billing for Refused/Returned Devices and Deluxe Features (Available on CD)
- April 14: Documenting for Success: Chart Notes, Prescriptions and Physicians' Records
- May 12: New Rules for HIPAA: Are You Still Compliant?
- June 9: When Disaster Strikes: Implementing a Contingency Plan
- July 14: Medicare Appeals Strategies
- August 11: Medicare's Knocking: How Good Is Your Compliance Plan?
- September 8: Missed Billing Opportunities: Are You Billing Everything You Can?
- October 13: You're Going To Pay Me WHAT?...Hints on Managed Care Contracting
- November 10: The Ins and Outs of Billing in a Part A Setting: Hospital, SNF and Hospice
- December 8: 2011 New Codes and Medical Policies

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.

[Click here to register for any or all of the 2010 AOPA audio conferences.](#)

Questions? Contact Erin Kennedy at [ekennedy@AOPAnet.org](mailto:ekennedy@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 [Amputee Coalition of America](#) (ACA) announced its 2010 officers of the board of directors and two new board members. The ACA Board of Directors elected the following directors to officer positions: **Marshall J. Cohen** to the position of chairman of the board; **Pat Chelf** to the position of vice-chair; **Art Bassin** to the position of treasurer; and **Rick Myers** to the position of secretary. Each officer will serve for a one-year term.

The [Hanger Orthopedic Group](#) announced that **Robert Montano, CO** was promoted to practice manager in Yuma, Arizona; **Payson Briggs, CO** was promoted to practice manager of Hanger Prosthetics and Orthotics in Montgomery, Ohio; **Randy Roberson, CP** was promoted to practice manager of Hanger's Birmingham, Alabama patient care center; **Paul Harrington, CPO** was promoted to practice manager of the Hanger Prosthetics and Orthotics patient care center in Clackamas, Oregon; and **Todd Smith, CO** was promoted to practice manager in Hanger's patient care center in Tuscaloosa, Alabama. Additionally, **Donald Helper, CPO** joined Hanger as practice manager of its Bend, Oregon patient care center and **Doug Davis, CPO** joined Hanger's Salisbury, Maryland patient care center in the role of practice manager.

[Back to Top](#)

### Businesses in the News

The [Center for Orthotic & Prosthetic Care](#) (COPC) announced the relocation of its Raleigh, N.C. office.

The [Orthotic and Prosthetic Assistance Fund](#) (OPAF) and their First Volley Adaptive Tennis Clinics have received grant funding from USTA Iowa. Additionally, OPAF has released their First clinics schedule for Spring and Summer of 2010:

- April 16: First Volley Adaptive Tennis Clinic, University of North Carolina-Wilmington Campus
- April 24: First Volley Adaptive Tennis Clinic, Shriners Hospital for Children/Salt Lake City
- May 15: First Volley Adaptive Tennis Clinic, Alta Vista Tennis Courts in Redondo Beach, California
- May 15: First Volley Adaptive Tennis Clinic, Frosty Hollow Tennis Center in Levittown, Pennsylvania
- May 21: First Swing/Learn to Golf Clinic, Mill Race Golf Course in Benton, Pennsylvania
- May 22: First Swim Clinic, Mount St. Mary's University Pool in Emmitsburg, Maryland
- May 22: McKeever's First Ride, Aspire Therapeutic Riding Center in Waterloo, Iowa
- June 12: First Volley Adaptive Tennis Clinic, Bucks County Racquet Club in Washington Crossing, Pennsylvania
- June 15: First Swing/Learn to Golf Clinic, Atlantic City Country Club in Northfield, New Jersey
- July 9: First Volley Adaptive Tennis Clinic, Nantahala Outdoor Center in Bryson City, North Carolina

[Back to Top](#)



## In Memoriam

**William J. (Bill) Brunner, CP** passed away on March 29, 2010 in Houston Texas. Mr. Brunner practiced prosthetics for 57 years and worked for [Muilenburg Prosthetics](#) in Houston for 47 of those years before retiring in 2003. He was a World War II vet and became an amputee himself in 1945 while trying to rescue a fellow shipmate who had fallen overboard while off the coast of Iwo Jima. It wasn't until 1992, almost 48 years after his accident, that Mr. Brunner was awarded the Purple Heart for his war-related injury. Mr. Brunner was ABC Certified in 1952 and continued his education at UCLA where he was instructed by Al Muilenburg, CPO. At the conclusion of the course he was the only student to have a perfect score which brought him immediate recognition. Soon after Mr. Brunner left his position in New Orleans and came to work with Al Muilenburg in Houston.

[Back to Top](#)

## Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on April 20. 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](#)

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