



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

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Newsletter Feedback

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

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O&P NEWS

AOPA Retains Research Consultant

To further advance the O&P research and educational agenda **AOPA** has retained Linchpin Strategies, LLC founded by former Capitol Hill staffer, Catriona Macdonald. Prior to founding her own firm, Ms. Macdonald was vice president of one of the fast track government relations/public relations firms in Washington growing out her experience working for Senator Edward Kennedy on the Senate Labor Committee and staffing social issues and appropriations for the current House Majority Leader, Congressman Steny Hoyer (D-MD). She also was Legislative Director for Congresswoman Rosa DeLauro (D-CT) and worked as a budget and policy analyst in the Office of the Assistant Secretary for Management and Budget at the US Department of Health and Human Services.

Linchpin's O&P agenda will include securing funding for the establishment of five more teaching institutions in the O&P education field in support of NCOPE's 5in5 program and Congressional support for expanded comparative effectiveness research consistent with priorities established by the **AOPA** Board of Directors. The Board's action was in part a response to the National Commission on Orthotic and Prosthetic Education (NCOPE) letter to **AOPA's** president seeking support for their own efforts to expand the number of teaching institutions.

Tom DiBello, CO, FAAOP, president-elect of **AOPA**, described the Board's decision to retain Linchpin as "another giant step toward bringing O&P out of the research and education dark ages and positioning the field to preserve and expand the ability to continue delivering quality patient care." He added, "Comparative effectiveness research will demonstrate to payers the superior patient outcomes that advanced O&P technology brings to the table. I am convinced that orthotic and prosthetic care is the most cost effective modality in the rehabilitation care continuum and it is incumbent up on us to prove it. These grants will go a long way towards that goal by supporting and expanding the numbers of individuals practicing in the field and by increasing the opportunities for the type of research necessary to validate these positions."

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

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AOPA Announces RFP for Prosthetic Foot Comparative Effectiveness Initiative

AOPA has been working with O&P manufacturers toward securing support for some significant comparative effectiveness grant initiatives. The first of these initiatives is being released toward securing submission of proposals from interested researchers. Below is a link for the **AOPA** prosthetic foot comparative effectiveness initiative, which provides for funding up to a maximum of \$150,000, with the final amount to be in accordance with acceptance of a grant proposal and budget submitted by a successful, qualified research applicant.

[Click here to see the RFP for the Prosthetic Foot Comparative Effectiveness Initiative.](#)

[Click here to see an illustrative sample product listing of dynamic response prosthetic feet.](#)

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

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Proposed FDA Device Rule Open for Comment Until October 4

AOPA's lobbying team at Foley-Hoag has released an internal memo evaluating the Food and Drug Administration's (FDA) preliminary reports regarding actions to improve oversight of medical devices. The reports were prepared by two internal work groups within the FDA's Center for Devices and Radiological Health (CDRH) working on measures to (1) foster medical device innovation; (2) enhance regulatory predictability; and (3) improve patient safety. The findings of the groups are open for comment until October 4, 2010.

[Click here to read Foley-Hoag's summary of the FDA proposals.](#)

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

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Take the July 2010 Business Conditions Survey

The latest **AOPA** Business Conditions Survey has been released. This month's survey includes questions about year-to-year revenue comparisons and questions about preferences about incoming employee knowledge.

The survey takes only a couple minutes to complete and, like all Business Conditions Surveys, your answers are anonymous. This current survey inquires about comparisons in revenue from 2009 to 2010, the incidence of facility-assisted financial aid being offered to patients who have lost health insurance and facility employment projections.

[Click here to take the July 2010 Business Conditions Survey.](#)

If you are in charge of making business decisions for your O&P patient care facility and are not receiving the monthly Business Conditions Surveys, please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835 and your email address will be added to the distribution list. [Back to Top](#)

ABC, BOC and FAOP Approve Continuing Education Credits for the 2010 AOPA National Assembly



Registration is now open for the 93rd **AOPA** National Assembly. The **AOPA** National Assembly is *the place to be* (Sept. 29 - Oct. 2, Orlando, FL) for excellent O&P clinical and business education programming. Check out the program today-available as a supplement to the June issue of the *O&P Almanac*. Or call (571) 431-0876 for a copy.

The American Board for Certification in Orthotics, Prosthetics and Pedorthics, Inc. has approved up to 34.25 Mandatory Continuing Education Credits for the 2010 **AOPA** National Assembly. Additionally, BOC Certified Practitioners can earn over 34 Continuing Education Units at the 2010 **AOPA** Assembly. A variety of Category I and II CEUs are available for certificants to earn by attending clinical and business-related workshops, general sessions, education sessions and product preview

theaters. Up to three CEUs are available to BOC Certificants who submit an Exhibit Hall form, which will be available at the Assembly and is also available on BOC's website. Additional CEUs may be awarded for completing quizzes accessible after the Assembly. Finally, the Florida Association of Orhotists and Prosthetists has determined that specific programming at the 2010 Assembly meets some education requirements that Florida O&P providers need in order to renew their state licenses.

The blockbuster programming responds to your clinical and business management needs with an array of experts whose credentials and experience will dazzle and educate you far beyond your expectations. Inspirational and motivational speakers will jump start your enthusiasm for success. Social and networking events reach new heights.

Tour the country's largest exhibit hall for the orthotic, prosthetic and pedorthic professions-which will be filled with manufacturers, distributors and suppliers showcasing every significant O, P&P component, device, item of equipment and service that is critical to maintaining a successful patient care facility.

The 2010 **AOPA** National Assembly will be held at the luxurious Rosen Shingle Creek Resort. This beautiful property features an on-site golf course, spa, fine dining as well as more casual eateries. Enjoy golf, walking and nature trails, fish, hike or just enjoy the beautiful surrounding. All of the famous Orlando attractions are just a short ride away.

[Click here to register.](#)

The beautiful Rosen Shingle Creek Resort is located just ten minutes from the Orlando International Airport and convenient to the theme parks and major tourist attractions that Orlando is known for. Please make your hotel reservations directly with the Rosen Shingle Creek Resort by calling (866) 996-6338 - **AOPA** has contracted for a limited number of rooms at a special rate of \$199. Reserve early as the hotel will likely sell out over the dates of the **AOPA** Assembly. Learn more about this beautiful resort at www.rosenshinglecreek.com.

Questions? Contact Kelly O'Neill at koneill@AOPAnet.org or (571) 431-0852; Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835; or Tina Moran at tmoran@AOPAnet.org or (571) 431-0810.

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Assembly Session Spotlight: Walking Your Way Through Stance Control Orthoses (SCO) and Reciprocating Gait Orthoses (RGO)

One of the many cutting-edge clinical sessions at the 2010 **AOPA** National Assembly is "Walking Your Way Through Stance Control Orthoses (SCO) and Reciprocating Gait Orthoses (RGO)". SCOs are often underutilized for their seeming complexity, when, in actuality, they may be a perfect fit for many candidates with significant lower extremity instability. This intensive symposium will teach about advancements in SCO technology and provide tools to implement these changes in your own practice.

The information in this program could not be more timely or crucial. Make sure you're at "The Place To Be" for O&P business and clinical education this year.

[Click here to register for the 2010 AOPA National Assembly.](#)

Questions? Contact Kelly O'Neill at koneill@AOPAnet.org or (571) 431-0852; Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835; or Tina Moran at tmoran@AOPAnet.org or (571) 431-0810.

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Donations Needed for Wine Tasting and Auction to Support Government Relations Outreach

For the third year, **AOPA** is hosting a wine tasting and auction to benefit **AOPA's** Government Relations outreach. Quickly becoming one of the most anticipated Assembly events, the auction offers a chance to learn about and taste a variety of wines, including some made by your fellow members. Donations for auction are now being accepted, and we look forward to seeing you Thursday, September 30, from 6:30 - 8:00 PM for a friendly bidding war or two!

[Click here to access the Wine Donation Form.](#)

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

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2010 Assembly Mixes Entertainment and Networking Opportunities with Education Programs

The **AOPA** National Assembly is home to the best in both business and clinical education. However, it is not all work; the Assembly is also an excellent chance to network with your colleagues from all over the country and the world. Whether you're an expert golfer or don't know a driver from a putter, you can start off by joining O&P colleagues in the Thranhardt Golf Classic on the morning of Wednesday, September 29. The Assembly officially kicks off that evening at 6:30 PM with the "Margaritaville Style" welcome reception. Whether you like your margaritas frozen with salt, on the rocks or non-alcoholic, the reception gives you a sneak peek at the exhibit hall and refreshing way to settle into the Assembly.

Both Thursday and Friday, you can start your day off with a casual walk or rejuvenating morning run, leaving from the hotel lobby at 6 a.m. and led by local O&P professionals and St. Petersburg students. Thursday evening from 6:30 - 8:30 PM is the third Annual **AOPA** Wine Tasting and Auction, a chance to learn about and try different wines while supporting the O&P PAC. And from 8 - 10 PM that same night is a pool party reception sponsored by OPGA and open to all attendees.

Friday evening begins with an exhibitor-sponsored happy hour from 4 - 6 PM in the exhibit hall. And starting at 6:15 PM there will be shuttles to Universal Orlando's CityWalk Entertainment District, home to a dazzling array of restaurants, nightclubs, shopping, entertainment venues and the entrance to Universal Studios. Saturday will feature a grand finale \$10,000 giveaway, sponsored by Arizona AFO and Branier Shoes, in the Exhibit Hall.

Questions? Contact Ann Davis at adavis@AOPAnet.org or call (571) 431-0876.

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Registration for the 2010 Thranhardt Golf Tournament Now Open

The Fall 2010 Thranhardt Golf Tournament promises to be the best one yet! Two great causes and one great course make it not just golf but a golf experience. The Shingle Creek course, designed by David Harman, is both innovative and classic, providing a challenging and rewarding game of golf for all skill levels. The prime location, natural beauty of the course, first-class amenities and renowned commitment to customer service distinguish this course from all others in the Central Florida area.

This beautiful course is located at the site of the 2010 National Assembly, so there are no buses - just a great day of golf with your O&P friends. Individual play is \$195, foursome play \$750. Proceeds from the Thranhardt Golf classic help OPAF sustain its chief mission - enabling individuals with physical disabilities to enjoy the rewards of physical fitness and social interaction, as well as supporting AOPA's legislative initiatives for the orthotics, prosthetics and pedorthics profession.

Two convenient ways to register-register directly on your Assembly registration form, by simply checking "Thranhardt Golf Classic" under the special events section [or click here to register online](#).

We look forward to seeing you in Orlando!

Questions? Contact Ann Davis at adavis@AOPAnet.org or call (571) 431-0876.

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August 2010 Issue of *O&P Almanac* In Mailboxes Now!

The August issue of the [O&P Almanac](#) is in mailboxes now. This month's content includes:

- A cover story on O&P innovations and outcomes;
- Q&A with Rep. Jason Altmire (D-PA) from his presentation to **AOPA** members during the 2010 **AOPA** Policy Forum;
- A preview of more speakers at the 2010 **AOPA** National Assembly;
- Announcements from the COPL regarding evidence-based outcomes research;
- **AOPA's** Government Relations' Reimbursement Page;
- And more!

If you have any questions about the *Almanac*, need to update your subscription, want to pitch a story, or give your input for future features, please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Does Your Patient Care Facility Deserve Coverage in the *O&P Almanac*?

The "Facility Spotlight" section of the *O&P Almanac* is a monthly feature in wherein **AOPA** members discuss the business and clinical techniques that distinguish and define their O&P patient care facility's uniqueness and success. The *Almanac* is currently planning features for issues in 2011 and welcomes any and all providers to volunteer their facility for coverage by the *Almanac* team.

If you would like to be considered or an upcoming "Facility Spotlight" feature, please contact the Almanac Editor, Josephine Rossi at rossi@strattonpublishing.com or Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Ongoing Need in Haiti for O&P Volunteers

AOPA will continue to store your information in our volunteer database and remain in contact with you about other requests for donations of time or materials as they arise. **AOPA** and the Academy are pleased to facilitate communications between organizations and potential volunteers, but we are not endorsing any specific organization and suggest that you carefully evaluate the organization with which you decide to work. The [joint Web site](#) by AAOP and **AOPA** continues to offer the opportunity for individuals and companies to make known their willingness to help sustain O&P services in Haiti through cash and equipment donations or volunteering of services.

[Click here to access the joint AAOP/AOPA Haiti Relief Site](#).

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

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O&P RESOURCES FROM AOPA

Check Out the Redesigned 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 or (571) 431-0835.

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Provide Your Meeting with a PECOS Education from AOPA

At the recent 2010 PrimeFare East meeting, one of the hottest topics was PECOS and how it will affect O&P. **AOPA's** Government Affairs staff has made presentations at several state and regional meetings in the past few months, including the New York Academy Chapter meeting and the Oklahoma Association for Orthotists and Prosthetists meeting. These presentations were well received by attendees, who found the discussions of PECOS, Medicare medical policy changes, accreditation, surety bonds, Red Flag rules, consignment closets, healthcare reform and competitive bidding very helpful in staying current with the ever-changing healthcare landscape. If your state or region has an upcoming meeting and would like an **AOPA** speaker, please pass your request on to Kathy Dodson at kdodson@aopanet.org. If scheduling permits, we would be happy to provide an update to your members. The only costs your group would incur are the speaker's expenses.

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

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Buy 2010 AOPA Coding Products Today!

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The 2010 **AOPA** coding products are 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 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 or (571) 431-0835.

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Is Your Practice Missing the BOAT?

AOPA's largest and most successful members use the Business Optimization and Analysis Tool (BOAT) and you should also. The BOAT will help you:

- Create budgets
- Track your finances

- Participate in the annual Operating Performance and Compensation survey-which provides you with a personal benchmark comparison study.
- Examine the financial fitness of your business
- Help you identify and understand your competition, market conditions and referral sources
- Much more

Create your own secure and confidential Web pages on the BOAT which is specifically tailored to help O&P business owners manage their business for greater profit and quality patient care.

[Click here to explore the BOAT today.](#)

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

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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 (Available on CD)
- May 12: New Rules for HIPAA: Are You Still Compliant? (Available on CD)
- June 9: When Disaster Strikes: Implementing a Contingency Plan (Available on CD)
- July 14: Medicare Appeals Strategies (Available on CD)
- August 11: Medicare's Knocking: How Good Is Your Compliance Plan? (Available on CD)
- 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 Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P INSIDER'S TRACK

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

In Memoriam

Todd Anderson, of [Otto Bock HealthCare](#), passed away August 18, 2010. Otto Bock released a statement mourning the loss of Mr. Anderson:

We will miss him and his ability to open doors, lighten lives, and to spark a smile and a laugh. Todd Anderson was born in 1960 and spent his years in motion. Whatever role he played, he was fully engaged, taking on new challenges, reaching for new adventures and experiences, and often leaving those he touched changed for good.

From an early age his path encompassed sports of every variety, and he enjoyed nature as a sportsman, adventurer and photographer. Most of all, he had a great passion for his family and all those he cared for. His achievements included being an eight-time National Tournament Most Valuable Player and Hall of Fame Inductee for the National Wheelchair Softball Association, a record holder in the 200 meter run World Record in Gothenburg, Sweden, and membership in the United States Disabled Volleyball team from 1993-1994, and multiple awards for archery. He always pushed himself to improve, to go from good to great, and to help others enjoy and explore new activities.

Todd's education included a Bachelor of Science from the University of Wisconsin, a 1984 post-graduate certificate in Clinical Education from White Bear Lake, and in 1986 was certified as a Prosthetist by the American Board for Certification in Orthotics and Prosthetics. He was one of the first clinicians to be recognized as an Academy Fellow (FAAOP) in 2001, a reflection of his commitment to learning. He authored many respected clinical works, and presented to countless audiences.

Todd's career started in 1985 at Northwestern Artificial Limb and Brace in Minneapolis, MN. In 1989, he worked at Green Bay Orthopedic Company in Green Bay, Wisconsin. Next, he worked as the Clinical Manager at the Shriners Hospital for Children in Minneapolis, Minnesota. He came to Otto Bock on August 16, 1999 as the Director of Professional and Clinical Services. He spent the intervening years building a Professional and Clinical Services team that delivers more than 400 educational opportunities annually. At Otto Bock, he most recently opened the Innovation Center and launched the concept of Cooperative Care. His unerring compass kept everyone around him focused on improving care and outcomes for people with limb loss and other physical challenges. As Todd himself said, he works for people with limb loss and other disabilities - he just happens to do that work at Otto Bock.

Todd also advanced the industry in other ways, including four years as a board member for the United States International Society of Prosthetists and Orthotists (ISPO), a President of the Minnesota Chapter of the American Academy of Orthotists and Prosthetists, and most recently served as the Secretary-Treasurer of the American Board for Certification in Orthotics, Prosthetics and Pedorthics.

Mr. Anderson's family has asked that any memorials be given to the following organizations in Mr. Anderson's memory: [Shriners Hospital](#), [Courage Center](#), and/or the [Amputee Coalition of America](#).

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People in the News

Comprehensive Prosthetic & Orthotics has announced the hiring of **Todd McAllister, CP, FAAOP**, and **Robin McRae, CP, LP**, to their practice.

Eileen Levis, president and CEO of [Orthologix](#), participated in a Business Roundtable discussion with Congressman Joe Sestak (PA-07) at the offices of Duane Morris, LLP, in Philadelphia. The meeting included more than 15 state and area business leaders who participated in-person and through a webcast.

[Otto Bock HealthCare](#) announced the hiring of **Sara Smucker** as a Territory Sales Representative in Technical Orthopedics. In her new position, Sara is responsible for developing and implementing a successful sales strategy and fostering new growth in the state of Ohio.

[University of Michigan Orthotics and Prosthetics Center](#) announced the addition of **Kathryn Antle, Elizabeth Halsne, Molly Hill** and **John Sytniak** to their Residency Program.

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Businesses in the News

The [Board of Certification/Accreditation, International](#) (BOC) has honored Donald O. Fedder, DrPH, MPH, BSP, FAPhA, BOC's founder and first CEO, by dedicating its new headquarters wing to him. The "Don Fedder Suite" expands BOC's Owings Mills, MD offices by more than one-third, to a total of nearly 4,000 square feet.

The [Orthotic & Prosthetic Assistance Fund](#) (OPAF) announced that [Ability Prosthetics and Orthotics](#) and its founder, **Jeff Brandt, CPO, CEO**, recently contributed to the ongoing Dale Yasukawa Memorial Scholarship Fund, maintained by OPAF and The First Clinics. Additionally, OPAF announced that it has certified **Amy Franklin** of Charlotte, North Carolina as its seventh national instructor. Finally, **OPAF** released the dates of its Fall First Clinics:

- August 28: First Swim Clinic, in conjunction with the Amputee Coalition of America Conference
- September 4: First Volley Adaptive Tennis Clinic for Shriners Hospital for Children Sacramento
- September 11: First Volley Adaptive Tennis Clinic, Levittown, Pennsylvania
- September 12: McKeever's First Ride, Warwick, New York
- September 18: First Volley Adaptive Tennis Clinic, Portola Valley, California
- September 24: First Swing/Learn to Golf Clinic. Orland Park, Illinois
- October 9: First Volley Adaptive Tennis Clinic, Levittown, Pennsylvania
- October 9: First Swim Clinic, Emmitsburg, Maryland
- October 16: First Volley Adaptive Tennis Clinic, Austin, Texas
- November 21: First Volley Adaptive Tennis Clinic, Redondo Beach, California

For more information visit the [OPAF website](#).

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on September 7. 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

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