



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

May 19, 2015

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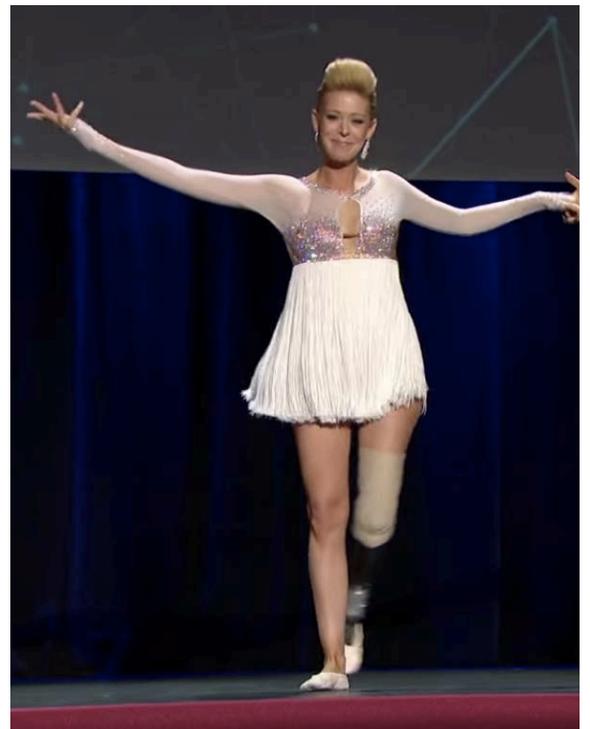
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AOPA's Mobility Saves Campaign Mentioned on CNN

Boston Marathon Bombing Survivor and Amputee [Adrienne Haslet-Davis-mentions Mobility Saves](#), in a CNN Opinion Editorial about the bombing and her new normal since becoming an amputee. Mobility Saves is AOPA's PR campaign to spread the word that O&P care saves lives and money, and Ms. Haslet addressed Congress and staffers at a recent Mobility Saves event. Ms. Haslet-Davis is a ballroom dancer and has been an advocate for O&P Care and other causes since becoming an amputee.



Operation Namaste Providing O&P Care in Nepal

AOPA member Jeff Erenstone of Mountain Orthotic and Prosthetic Services in Lake Placid, NY, is working in Nepal to provide orthopedic and rehabilitation care to survivors of the recent earthquakes. Read more about his efforts and [Operation Namaste](#), and consider a corporate or personal contribution. For more information, contact Mountain Orthotic and Prosthetic at 518/523-2419 or info@mountainoandp.com.



The Key to Better Business: 2015 Operating Performance and Compensation Survey

Better business performance starts with measuring key financial indicators and comparing where you are in relation to similar businesses. For a reasonably small investment of your time, AOPA's 2015 Operating Performance and Compensation Survey will provide the data you need to develop specific strategies to gauge and improve the health of your business.



If you've ever wondered if your employees are generating enough sales, or how your spending on materials, advertising, or other expenses compares with similar companies, you will want to participate in the 2015 Operating Performance and Compensation Survey, mailed to members May 1.

The survey takes about 60 minutes to complete and can be returned by fax, or completed online at www.aopa-survey.com. The online form has a "save and return" capability which allows you to complete the survey in multiple sittings, if needed. You may also submit your raw data to Industry Insights and they will enter it for you.

AOPA members who participate in the survey receive:

1. **FREE** customized Company Performance Report, comparing your organization with others of similar size and location. (*A private consultant would charge hundreds of dollars for such a report.*)
2. **FREE** copies of the two published reports: 2015 Operating Performance Report and 2015 Compensation Report – valued at \$570.
3. **FREE** Mastering Medicare Webcast series – a \$693 value. You or your colleagues can earn 13.5 CE credits when scoring 80% or higher on the webcast quizzes.

It's hard to improve if you don't know where you are starting from.

Contact Betty Leppin at bleppin@AOPAnet.org or 571/431-0876 with questions.

Physiotherapy Corporation Changes Brand to “Physio”

Physiotherapy Corporation—a provider of orthotic and prosthetic services as well as of physical and occupational therapy—recently unveiled its new brand identity, which features a new logo and tagline..

For the first time in more than 25 years, the Physiotherapy Associates brand will migrate and become known as Physio. Additionally, Physio announced effective May 4th, its orthotic and prosthetic clinics will officially change their name to Physio O&P. Prosthetic Orthotic Solutions, Inc (POSI) will continue and is positioned as the Physio O&P division Center of Excellence.

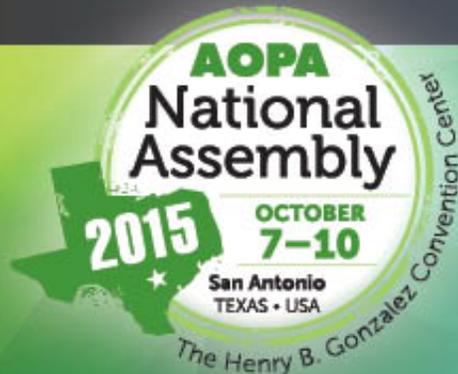


Support AOPA's Government Relations Outreach

During the 2015 National Assembly in San Antonio, AOPA will be hosting the 8th Annual Wine Tasting & Auction. This exciting event provides attendees with a unique opportunity to mingle, network, learn about and taste a variety of wines, but most importantly raise awareness of and funds for AOPA's Government Relations outreach programs. Let's keep the tradition of success alive and make the 8th Annual Wine Tasting & Auction the best ever.



Your special donations are what make this event unique and successful. Your attendance is what makes it fun! Your donation may be one of the gems of your cellar, jewelry, artwork, wine glasses, a bottle of your favorite spirit, cigars, craft beer, etc. We also have a team of personal shoppers who can locate that perfect item for you if you would prefer to make a monetary donation. [The donation form is available here.](#) We look forward to seeing you at the 2015 National Assembly and the 8th Annual Wine Tasting & Auction. Contact Devon Bernard at dbernard@AOPAnet.org, or 571/431-0854 with any questions.



AOPA Brings the Big Picture Together in San Antonio, Texas!

Practitioners, physicians, technicians, fitters, students, educational instructors, facility owners, marketing personnel, residents, office managers, billing specialists, researchers, manufacturers, distributors and suppliers of O&P products and services should come to San Antonio to stay on the edge of their profession and to mix and mingle with other top professionals from across the country and around the world. Up to 36 CE credits will be available at this fabulous AOPA National Assembly.



Registration is Open

for the 2015 AOPA National Assembly, Oct. 7-10, 2015, in San Antonio, Texas. Visit www.AOPAnet.org.

Plus, at the 2015 AOPA National Assembly,

- **CHOOSE FROM FIVE EDUCATION TRACKS** providing you with an expanded menu of relevant education for orthotists, prosthetists, pedorthists, technicians, and business managers.
- **ATTEND SCIENTIFIC PROGRAMS** focused on Gait, Neuro-Orthopaedics, Upper Limb O&P, Socket Fit, Treatment of Dyscascular Foot Disease and more that will further sharpen your clinical skill.
- **PARTICIPATE IN TOP-TECHNICAL EDUCATION**, including hands-on demonstrations of 3-D printing.
- Partake in an innovative **FOUR DAY PEDORTHIC EDUCATION** track focused on diabetic treatment, wound care and other pedorthic care from a faculty of physicians, wound care experts and diabetes educators that will put you far ahead of the game in your pedorthic patient care delivery.
- Participate in unprecedented **BUSINESS EDUCATION** featuring experts in O&P business management, documentation, coding and billing, healthcare reform and marketing.
- **LEARN THE STEPS YOU CAN TAKE TO AVOID RAC/ PRE-PAYMENT AUDITS** and succeed if you are audited. Hear the current impact of OTS Orthotic Codes on your business. Review recent audit results, and learn how to turn challenges into opportunities, and strategies into revenue without breaking the rules.



Make the Alumni Connection

When completing your Assembly registration, be sure to include your graduating school and year so you can be invited to connect with other alumni from your school. (Even if it is the school of hard knocks, connect with your classmates.)

- Connect with your classmates through Mobile App – your school will be set up as a networking group
- Proudly wear your school button which will be provided at registration
- Join your friends at the Welcome Reception where you will find a table and message board for your school
- Meet your friends at Informal social gatherings.

To register online, visit www.AOPAnet.org, and also find updates and additional information.

Register for the AOPAversity Webinar: Stay Out of Trouble: Building a Medicare Approved Compliance Plan

June 10, 2015, 1:00-2:00 PM EST

In today's environment of increased provider scrutiny, a well designed, effective compliance plan is a necessity. The ability to make sure your own billing practices are sound may prevent unnecessary audits down the road. Join AOPA for its June webinar, "Stay Out of Trouble: Building a Medicare Approved Compliance Plan"

Topics for discussion will include the following:

How to establish and manage an efficient Compliance Plan

- The need to have a dedicated company Compliance Officer
- OIG guidance on the 7 fundamental elements of an effective compliance plan
- Taking action when compliance deficiencies are discovered
- How and when to perform self-audits
- Providing appropriate compliance training to your staff



AOPA members pay \$99 (nonmembers pay \$199), and any number of employees may participate on a given line. Attendees earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80 percent. [Register online](#). Contact Devon Bernard at dbernard@AOPAnet.org or 571/431-0854 with content questions. Contact Betty Leppin at bleppin@AOPAnet.org or 571/431-0876 with registration questions.

Upcoming AOPA Events

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| June 10, 2015 | <i>Stay Out of Trouble: Building a Medicare-Approved Compliance Plan</i>
Webinar Conference
Learn more or register online here |
| July 8, 2015 | <i>Who's on First? Medicare as a Secondary Payer</i>
Webinar Conference
Learn more or register online here |
| July 13-14, 2015 | Essential Coding & Billing Techniques Seminar
<i>Philadelphia, PA</i>
Learn more or register online here |