



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

May 28, 2015

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OPAF Announces Ottobock as Gold Level Sponsor

The Orthotic & Prosthetic Activities Foundation (OPAF) has announced that Ottobock has returned as a Gold Level Sponsor for 2015. This is the eighth year in a row that they have supported OPAF & the First Clinics. "Supporting the OPAF mission is a great fit for Ottobock's dedication to improving mobility. It is amazing to see the energy generated and the impact made on individual lives that we see at the events!" offered Karen Lundquist, Ottobock Director of Corporate Communications.

OPAF plans to implement more First Clinics with the support of corporate sponsors. First Fish, First Dash, First Target and First Garden are all in future plans for bringing opportunities to First Clinic participants.



ottobock.

AOPA Assembly Registration is Open! Check out the Schedule Now!



American Orthotic & Prosthetic Association
The premier meeting for orthotic, prosthetic, and pedorthic professionals

#AOPA2015

REGISTRATION IS NOW OPEN.

AOPA National Assembly

2015

OCTOBER
7-10

San Antonio
TEXAS • USA

The Henry B. Gonzalez Convention Center

PRELIMINARY PROGRAM

AND REGISTRATION MATERIALS

The 98th Annual AOPA National Assembly
in conjunction with the Texas Academy Chapter Meeting
October 7-10, 2015
The Henry B. Gonzalez Convention Center
On the Riverwalk in San Antonio, TX

Visit www.AOPAnet.org for updates and additional information.



AOPAnet.org   

Exhibits. Education. Networking. CE Credits.

There's a reason why more orthotic, prosthetic, and pedorthic professionals choose the AOPA National Assembly. If you are going to attend a National Convention, why not choose the one that has it all? The best in business education, advanced clinical programming from physicians, high-level researchers and top practitioners, the largest exhibit hall in the United States, and of course, fun networking events.

Membership Has its Benefits:

Build a Better Business with AOPA

Learn more at www.AOPAnet.org/join.

Members save over \$300 on their Assembly registration.



For information about the show, scan the QR code with a code reader on your smartphone or visit www.AOPAnet.org.

Elite Amputee Climber to Summit Active Volcano to Commemorate ADA and Raise Funds for Amputees in Need

In one of the greatest anticipated expeditions of his career, elite Ecuadorian amputee climber, Santiago Quintero, will lead a team of climbers from the U.S. and Ecuador to the top of Vulcán Cotopaxi, the world's third largest active volcano standing at almost 20,000 feet. The expedition is being planned to commemorate the 25th anniversary of the American with Disabilities Act in July of 2015.



The event, Climbing for ROMP, is a special initiative of the Range Of Motion Project (ROMP), and is sponsored by the US Embassy in Ecuador and will culminate on July 26th on the summit of Cotopaxi. Quintero is the first double amputee to summit Everest without supplemental oxygen, and is thought to be the most elite amputee climber in the world today.

With this special project, ROMP will raise awareness and funds for individuals who cannot afford or do not have access to prosthetic services. ROMP believes that prosthetic limbs and orthotic braces are not simply medical devices, but instruments of personal empowerment. Climbing for ROMP has a fundraising goal of \$50,000, which will provide 115 prosthetics to those in need. [Learn more about ROMP or contribute.](#)



Advocacy in NY State Leads to Elimination of One Limb per Lifetime Policy

An intensive, three month long advocacy effort by O&P professionals in New York state has led to a significant victory through a reversal of policy in the New York State Healthcare Exchange benchmark plan that limited coverage for artificial limbs to one prosthesis, per limb, per lifetime. In a letter dated May 17, 2015, Donna Frescatore, the Executive Director of the New York State Health Exchange indicated that the benchmark plan will be altered, effective January 1, 2016 to include coverage for the cost of repairs to and replacement of artificial limbs for both children and adults covered by the plan.

This reversal of an overly restrictive and unfair policy that limited coverage to one prosthesis per limb, per lifetime was the direct result of the tireless advocacy efforts of O&P practitioners in New York, who received direct support in their efforts by the Amputee Coalition and the National Association for the Advancement of Orthotics and Prosthetics, as well as broad support from industry groups such as AOPA and the O&P Alliance. The coalition that challenged this policy was extremely well organized and sent a very powerful message to lawmakers and policymakers in New York who had the authority to make this change, that beneficiaries must be treated fairly and have reasonable access to exchange based healthcare benefits that are required under the Affordable Care Act.

AOPA continues to support grassroots advocacy across the country and is encouraged by the victory in New York. The only way to create change is to make sure that your voice is heard.

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.

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 |