



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

October 20, 2015

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Advocacy Webinar for AOPA Members in UT, FL, NC, IA, MI, PA, TX

AOPA invites members from key states to join us for a free webinar to learn what actions you can take to help assure that O&P concerns are heard by the legislators in your state.

We expect a budget/debt limit deal to be proposed between the end of October and mid-December, and we need your help to contact key legislators to include provisions from S 829/HR 1530: The Medicare O&P Improvement Act, which recognizes orthotists and prosthetists notes as part of the medical record, separates O&P from DME, [among other things.](#)

[RSVP to attend the webinar \(open to UT, FL, NC, IA, MI, PA, TX\).](#)

[Contact your legislators now \(all states\).](#)

In Remembrance of Van G. Miller, Founder of VGM Group, Inc.



VGM Group, Inc. CEO and Founder Van G. Miller died Sunday, Oct. 18, at his home, of an apparent heart attack. Miller, 67, was an icon in the home care industry, and the recipient of numerous awards for business achievement. He was also a generous philanthropist who focused his giving on local agencies and projects.

The father of three sons, his youngest, Christopher, was married Saturday. He also leaves behind Vance, Dax and five grandchildren, and Chris Livingston, his significant other of 24 years.

Miller founded VGM and Associates on Sept. 3, 1986, with the belief that quality home health care is best delivered by community-based, independent providers. The original buying group for independent home medical equipment providers grew to be a diverse company of business units.

“I try to stay out of everybody’s way,” he said recently. “I look for opportunities for growth, and help make sure communication is company-wide. My ultimate responsibility is to make a decision when there is no clear-cut consensus. The most important thing I do is make sure that the values and camaraderie with our associates stay intact – like they were in the beginning.”

AOPA Debuts the New AOPAversity

Get Connected to the *New and Improved AOPAversity Online Learning Center*

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Stay Connected to AOPA Year-Round

You have used the AOPA app during the Assembly, but now you can have an AOPA app on your phone all year long, with **AOPA 365!**

- Learn About AOPA
- Review the O&P Almanac
- See how membership with AOPA has its benefits
- Get current with Hot Issues
- See how Mobility Saves
- Visit the AOPA Bookstore
- Access the AOPA Membership Directory
- Connect with AOPA through social media



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Now Available: 2015 Operating Performance and 2015 Compensation Reports

Are you curious about how your business performance compares to others? The **2015 Operating Performance Report** provides a comprehensive financial profile of the O&P industry including balance sheet, income statement and payer information organized by total revenue size, community size, and profitability. The data was submitted by more than 90 patient care companies representing 1,116 full time facilities and 71 part-time facilities. The report provides financial performance results as well as general industry statistics. Except where noted, all information pertains to fiscal year 2014 operations. This survey is repeated annually.

The **2015 AOPA Compensation & Benefits Report** is the most complete, accurate, and up-to-date compensation information for the O&P industry. Compare your compensation levels and benefits policies with similar facilities. The report is divided into two major sections: Average Salaries (including ranges of key employee positions) and Benefits (including holiday and vacation policies). AOPA's Compensation & Benefits Survey is conducted every other year.

Reports are available electronically or print.

2015 Compensation Report (Electronic) member/nonmember \$185/\$285

2015 Compensation Report (Print) member/nonmember \$325/\$425

2015 Operating Performance Survey (Electronic) member/nonmember \$185/\$325

2015 Operating Performance Survey (Print) member/nonmember \$285/\$425

To order your copy, visit <https://www.aopanetonline.org/store>.

Earn 14 CE Credits in Las Vegas!

Get the Latest on the LCD Lower Limb Proposal, Prior Authorization, ICD-10 Transition and More

Join AOPA at the Mastering Medicare: Essential Coding & Billing Techniques Seminar. The AOPA experts will keep you updated on the policies that affect you, in addition to the coding and billing knowledge you have come to depend on.



Join your Colleagues November 9-10 in Las Vegas!

At this seminar you will:

- **Get up-to-date information on Hot Topic issues in O&P**
- **Learn how to assess risk areas in your practice;**
- **Learn successful appeal strategies and hints to avoid claim denials;**
- **Practice coding complex devices, including repairs and adjustment**
- **Attend break-out sessions for practitioners and office staff**
- **Earn 14 CEs**

Register Now

Highlights from the 2015 AOPA Assembly



The 98th Annual AOPA National Assembly October 7-10 held in conjunction with the Texas Chapter of the American Academy of Orthotics and Prosthetics drew 2,200 O&P professionals to San Antonio, Texas.

Attendees were treated to a 100,000 square foot exhibit hall, jam-packed with the latest and greatest technology and services, plus fun events like Triton the Mechanical Bull, the tech fab contest to assemble an articulating AFO the fastest, photo ops like the Alamo and the AOPA HHS rally display, product previews, and more, all Texas-style! The Texas-style welcome reception on Wednesday and the Thursday exhibitor-sponsored happy hour kept the hall packed.

The clinical, business, and pedorthic education did not disappoint either -the sessions on 3-D Printing, updates from the DME MACs, Coding & Reimbursement by AOPA's Joe McTernan, and the Thranhardt & Hamontree Lectures all drew impressive crowds and accolades.

After stimulating days of education, participants were invited to attend the 8th Annual Wine Auction to benefit the O&P Pac, and the Topgolf event to benefit OPAF and the Capitol Connection.

The highlight for many was the emotional keynote from Ret. Lieutenant Colonel Donald A. Gajewski, MD, orthopedic surgeon and former director of the Center for the Intrepid who told the moving story of the Center's mission of restoring mobility and life quality to returning wounded soldiers. If you missed the opening session by Ret. Lt. Col. Donald Gajewski, don't worry because the [O&P Almanac covered the address and has provided highlights for you!](#)



[See more highlights from the show.](#)

We hope you will make plans to join us in 2016 at the 99th National Assembly in Boston.
Remember #AOPA2016!

Upcoming AOPA Events

- November 9-10, 2015 Essential Coding & Billing Techniques Seminar in Las Vegas
[Learn more or register online here](#)
- November 11, 2015 *How to Make a Good Impression: Marketing Yourself to your Referrals*
Webinar
[Learn more or register online here](#)
- December 9, 2015 *Bringing in the New Year: New Codes and Changes for 2016*
AOPA Webinar
[Learn more or register here](#)