



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

October 22, 2015

AOPA Headlines:

[**AOPA Reacts to the White House, *We The People* Response**](#)

[**Advocacy Webinar for AOPA Members in UT, FL, NC, IA, MI, PA, TX**](#)

[**Attention all 2015 National Assembly Exhibitors**](#)

[**AOPA Debuts the New AOPAversity**](#)

[**AOPA at Your Fingertips**](#)

[**Now Available: 2015 Operating Performance and 2015 Compensation Reports**](#)

[**Earn 14 CE Credits in Las Vegas!**](#)

[**Upcoming Events**](#)

AOPA Reacts to the White House, *We The People* Response

Over 100,000 people took President Obama at his word when they shared their names, email addresses and trust in/commitment to government, signing on in 17 days to surpass the 100,000 signatures required to prompt direct White House intervention and action on the draft lower prosthetic LCD. Others were skeptical, seeing the *We the People* process as 90% public relations and only 10% substance. Well, the first response from the White House did nothing to dissuade the PR skeptics.

On Friday evening that report did not represent any action by the White House on the petition as had been promised. Rather, it did precisely what the President frequently criticizes Congress for doing—the White House report simply kicks the can down the road. It engages in a pious promise to eventually do what's right, without giving either a hint of what the substantive action might entail, or when a final substantive decision will be rendered.

The interim *We the People* report came:

- Exactly 3 months after the LCD was released as a proposal;
- Exactly 60 days after the 100,000th signature on the White House petition;
- Exactly 50 days after the DME MAC public meeting, the amputee rally at HHS HQ, and the date when top CMS and HHS senior officials met with O&P stakeholder representatives and promised a prompt, fair solution that would assure that all Medicare amputees will receive appropriate replacement limbs;
- It occurs 15 days after the first of an expected stream of commercial payers began embracing this very deficient draft as if gospel, as a premise to invoke the misguided

draft's content as an excuse to cut costs, ramp up profits, and downgrade amputee care. That's too long! Inaction and failure to rescind this deficient policy now allows it to disenfranchise amputees, sadly in the year when the Administration touted the 25th anniversary of the Americans with Disabilities Act!

While we remain confident that the final resolution of this draft LCD will be a favorable one for the O&P professional and the patients we serve, the question remains... Is the 'We the People' promise merely PR fluff, or will it ultimately prove more substantive? Whichever, it clearly does not reflect timely, fairness and responsiveness. You can read the full [article here](#).

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 \(all states\)](#).

Attention all 2015 National Assembly Exhibitors

If you did not have a chance to sign up to exhibit for the 2016 National Assembly in San Antonio, it's not too late! Exhibit space is still exclusive **just to you** for the 2016 National Assembly. The general sales campaign will begin on Monday, November 9th.

AOPA is currently organizing its 2016 National Assembly, which is due to take place in Boston, MA on September 8-11, 2016. The Hynes Convention Center will serve as the event's venue. This event, the oldest and largest of its kind in the United States, will feature dedicated tracks of the most relevant education for prosthetists, orthotists, technicians, pedorthists and business managers.

If you did not select a booth in San Antonio now's the time. Information on exhibiting can be found [here](#).

Any exhibitor questions contact Kelly O'Neill at koneill@aopanet.org or (571) 431-0852.

AOPA Debuts the New AOPAversity

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

Brought to you by AOPA, ABC, and BOC *along with some of the best educators in the world!*

Continuing Education was Never Smarter

- Set up your free online account
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- Low rates, and discounts for AOPA members
- Instant quiz results
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- Print certificates on demand for state licensure boards

Get all the “need to know” with this quick video!



AOPA at Your Fingertips

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



Download the app by either scanning the QR Code or by visiting www.tripbuildermedia.com/apps/aopa365

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

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](#)