



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

May 10, 2016

AOPA Headlines:

[Webinar Tomorrow: When Things Go Wrong: Making Lemonade out of Lemons](#)

[BOC's Board Approves Program Changes for Orthotic, Prosthetic, and Pedorthic Certifications](#)

[O&P PAC Corner Update](#)

[Attend the 9th Annual Wine Tasting & Auction](#)

[2016 O&P Benchmarking Survey is Now Available](#)

[Bill Introduced to Place Moratorium on CMS' LCD Lower Limb Proposal](#)

[Join the Coding & Billing Experts in San Antonio](#)

[Upcoming Events](#)

Webinar Tomorrow: When Things Go Wrong: Making Lemonade out of Lemons

May 2016

11

1:00 PM Eastern

WEBINAR WEDNESDAYS



Join AOPA for a one hour webinar, **When Things Go Wrong: Making Lemonade out of Lemons**, and earn 1.5 CEs, while learning about how to make the best of frustrating and potentially costly situations. During this webinar, participants will learn what to do in the following scenarios:

- A patient refuses an item/service
- A patient returns an item
- You have a disgruntled patient
- Learn about other instances of when things don't go as planned, and how you can make the best out of each situation

[Register now.](#)

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.

Contact Joe McTernan at jmcternan@AOPAnet.org or 571/431-0854 with content questions.
Contact Ryan Gleeson at rgleeson@AOPAnet.org or 571/431-0876 with registration questions.

BOC's Board Approves Program Changes for Orthotic, Prosthetic, and Pedorthic Certifications

On May 3, 2016, The Board of Certification/Accreditation (BOC)'s Board of Directors recently approved a plan to sunset the acceptance of new applications for its orthotist (BOCO), prosthetist (BOCP), and pedorthist (BOCPD) certifications. The decision will lead to greater growth opportunities for the organization and streamline the professions' credentialing options. *BOC will accept applications for the orthotist, prosthetist, and pedorthist credentials through July 31, 2016.*

"BOC has been a recognized partner in these fields for more than 30 years and remains firmly committed to supporting our certificants and the millions of people who depend on BOC professionals to improve the quality of their lives," said L. Bradley "Brad" Watson, BOCO, BOCP, LPO, Chair of the BOC Board of Directors. "The Board's decision will have no impact on current BOC certificants like me. All BOC certificants will have the organization's support throughout their entire career."

BOC will continue to provide assistance to all BOC-certified professionals in meeting continuing education requirements, renewing their certifications, and ensuring BOC professionals deliver the highest level of quality patient care.

BOC also remains committed to representing the interests of the orthotic, prosthetic, and pedorthic professions, including continuing membership and active participation in the O&P Alliance. "As a leading provider of professional credentials for those providing prosthetic, orthotic, and pedorthic care, BOC has demonstrated for decades their commitment to the patients who depend on BOC certificants for high-quality care," said Susan Stout, President & CEO of Amputee Coalition. "We applaud BOC for standing by their current certificants, ensuring patients continue to have access to care from the providers they depend upon for these essential services. The BOC is making this transition with considerable integrity and commitment to the patients served by BOC certificants."

The organization's facility and pharmacy accreditation programs and certification programs for the orthotic fitter (COF), mastectomy fitter (CMF), and durable medical equipment specialists (CDME) are unaffected by the Board's decision. Offering these credentials remains a long-term commitment of the organization.

BOC has been acclaimed for their award-winning innovation and customer service, earning five internationally recognized Stevie Awards. Both the Centers for Medicare and Medicaid Services (CMS) and the Department of Veterans Affairs have accepted the BOC credentials as meeting their standards. Additionally, BOC practitioners are included as qualified providers in the Benefits Improvement and Protection Act of 2000 (BIPA).

Please review BOC's [Fact Sheet](#) for additional information.

O&P PAC Corner Update

The O&P PAC Corner provides updates on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&PPAC has supported.

The O&P PAC recently received donations from the following AOPA member(s)*:

- Jeffrey Brandt, CPO
- Maynard Carkhuff
- Thomas Watson, CP
- Rob Yates, CPO, FAAOP

The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House, Senate and other officials running for office to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

In order to participate in and receive information about the O&P PAC, federal law mandates that you must first sign an authorization form.

[Click here to view and sign an O&P PAC authorization form.](#)

*Due to publishing deadlines this list was created on 05/10/2016 and includes only donations received between 02/05/2016 and 05/05/2016. Any donations received on/or after 05/05/2016 will be published in the next issue of the SmartBrief.

Attend the 9th Annual Wine Tasting & Auction



During the 2016 National Assembly AOPA will be hosting the 9th Annual Wine Tasting & Auction. On Friday, September 9th from 6:00-8:00 PM. 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. Let's keep the tradition of success alive and make the 9th Annual Wine Tasting & Auction the best ever.

Please join the fun, the "good cause" and add to the continued success of the Wine Tasting & Auction by donating today! ***Your special donations are what make this event unique.*** Your donation may be one of the gems of your cellar, jewelry, artwork, wine glasses, a bottle of your favorite spirit, cigars, 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.

Please consider donating today! The donation form is available [here](#).

Thank you in advance and we look forward to seeing at the 2016 National Assembly and the 9 Annual Wine Tasting & Auction.

Questions? Contact [Devon Bernard](#) via email or at (571) 431-0854.

2016 O&P Benchmarking Survey is Now Available



Have you ever considered using a benchmarking survey to measure your company's financial performance to strengthen your business? If so, now is the time.

You won't want to miss this opportunity particularly if you have been asking yourself questions like these:

- How does our spending on materials, advertising or other expenses compare with other companies similar to ours?
- Is our gross margin better or worse than other facilities of the same size?
- Are our employees generating enough sales?

Opportunities to participate in the survey come around once a year. 2016 surveys were mailed to AOPA members May 1. **Participation for AOPA members is FREE**, and includes a complimentary final report (a \$185 value) AND a free customized company report, comparing your company results to businesses of similar size and location. Participants this year will also receive a **FREE 2016 Coding Pro**, single user edition, with Medicare fee schedules for all 50 states and other customizable fee schedules.

BEGINS: Surveys mailed May 1, 2016 and open until June 21st

YOUR INVESTMENT: 60 minutes to compile information for survey

COST: FREE published report and FREE customized company report for AOPA members

HOW: Submit the survey online at: www.aopa-survey.com OR Complete the mailed hard copy, OR submit your financials and Industry Insights will confidentially enter the data for you.

IT'S CONFIDENTIAL: Only Industry Insights, under a strict confidentiality agreement, knows your data.

Look for your survey in the mail or click [here](#). Don't let this opportunity pass you by.

It's hard to chart a course for success if you don't know where you are starting from.

For questions or more information contact Bleppin@AOPAnet.org, 571-431-0810.

Bill Introduced to Place Moratorium on CMS' LCD Lower Limb Proposal

On April 25, Representative Ellmers (R-NC-02) introduced HR 5045: Preserving Access to Modern Prosthetic Limbs Act of 2016. The bill is "to impose a moratorium on the implementation of a proposed Medicare local coverage determination on lower limb prostheses". The bill places a moratorium until June 30, 2017 on implementing the July 16, 2015 Local Coverage Determination (LCD): Lower Limb Prostheses (DL33787). The bill also would require that CMS and its contractors remove the policy from their websites, which is necessary because private payors (United Health

Care and Cigna) have been adopting provisions included in the LCD. This bipartisan bill was co-sponsored by Reps. Blackburn (R-TN-7) and Schakowsky (D-IL-9). This bill will be discussed during the Policy Forum, where AOPA members will request that their representatives become a co-sponsor.

Join the Coding & Billing Experts in San Antonio

The AOPA Coding & Billing Experts are Coming to San Antonio!

AOPA's next Coding & Billing Seminar will be in San Antonio! Don't miss this opportunity to get the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

Join your Colleagues June 13-14 in San Antonio!

At this seminar you will:

- Receive up-to-date information on Prior Authorization and other Hot Topics
- Ensure your Proof of Delivery meets Medicare Requirements
- 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



Visit the Alamo-just minutes away

Where else can you get two jam-packed days of reliable, valuable O&P coding and billing information? [Learn more.](#)

Register Now

Upcoming AOPA Events

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| May 11, 2016 | <i>When Things Go Wrong: Making Lemonade out of Lemons</i>
AOPA Webinar
Learn more and register here |
| June 8, 2016 | <i>Physician Documentation: How to Get It & How to Use It</i>
AOPA Webinar
Learn more or register here |
| June 13 & 14, 2016 | <i>Coding & Billing Seminar</i>
San Antonio, TX
Learn more and register here |