

## AOPA 2<sup>nd</sup> Quarter 2019 Staff Report



**To: AOPA Membership**  
**From Eve Lee, Executive Director**  
**Date: July 10, 2019**

The member needs survey that many of you completed a couple of months ago just closed. Thank you for taking the time to provide your thoughtful feedback, insights, and needs. Based on the responses, there are some things we are doing right, but we also see we can do better and that is what we plan to do.

AOPA staff is digging into the results and are asking ourselves the tough questions. We want to ensure that our future plans reflect your needs and values. We want the results to inform our advocacy, education, and research efforts for the rest of this year and beyond. We want our plan to help you drive the O&P profession and improve patients' lives.

We are taking to heart your value, as seen in our membership recruitment campaign: Centered on Your Success: We A.R.E. AOPA. We know that without you, our members, there is no O&P. You and your O&P business are the center of AOPA's mission, "Through advocacy, research, and education, AOPA improves patient access to quality orthotic and prosthetic care."

Addressing the survey responses strategically and effectively will take time, but know, as we move forward AOPA staff remains committed to you. We want to ensure you have the tools you need to run your O&P businesses.

This includes at the 2019 National Assembly which is just a couple months away. Staff and the planning committee have developed the best Assembly yet. A great location, education from the best in O&P, and all the latest in technology and devices, there truly is something for everyone. I look forward to seeing you all in San Diego!

### **2019 National Assembly: Driving the Waves of Change**

Make plans to join more than 2,000 O&P professionals for the 2019 AOPA National Assembly September 25-28 in San Diego.

Experience the best in business education and advance clinical programming from physicians, high-level researchers, and top practitioners. Five dedicated tracks allow you to customize your experience, choose the most relevant programming from Prosthetic, Orthotic, Pedorthic, technical or business programs.

Featured business programming includes topics on:

- Securing Referrals
- Top Low-Cost Business Strategies for O&P Clinics
- Payer Relations – Hear from speakers from Aetna and The Department of Veterans Affairs
- Medicare Update from the DME CERT Outreach and Education Task Force

- DME Competitive Bidding Program
- The Concept of Medical Necessity: How to Read and Play the Game
- The Hidden Drain on Practice Profitability
- Quality Management
- The Realities and Legalities of Workforce Harassment
- Organizational Compliance
- Reimbursement for Outstanding Patient Care
- Much More

Enjoy Networking opportunities with O&P executives during:

- AOPA Night at Ballpark
- Benefit Concert featuring Country Rocker Montgomery Gentry
- PAC Appreciation Reception (Invitation only, no charge)
- O&P Expo Day – Saturday the Exhibit Hall will be open to our allied healthcare partners and community members to preview the life altering impact O&P intervention has on rehabilitation. Visit [www.AOPAassembly.org](http://www.AOPAassembly.org) for more information.

For an in-depth look at all the Assembly has to offer, look through the Preliminary Program [https://www.aopanet.org/wp-content/uploads/2019/06/AN119-Prelim-Brochure\\_final-final.pdf](https://www.aopanet.org/wp-content/uploads/2019/06/AN119-Prelim-Brochure_final-final.pdf),

If you would like to exhibit at the Assembly, ACT FAST as the exhibit hall is 90 percent sold. You can view the current exhibitor list here <https://www.aopanet.org/education/2019-aopa-national-assembly/2019-exhibitor-list/>.

Register before August 20<sup>th</sup> to take advantage of the early bird rate <https://www.aopanet.org/education/2019-aopa-national-assembly/2019-registration/>. After you've registered book one of the four hotels where AOPA has secured room blocks <https://www.aopanet.org/education/2019-aopa-national-assembly/travel/>.

For more on the Assembly visit [www.AOPAassembly.org](http://www.AOPAassembly.org), or contact us at (571) 431-0876 or [Assembly@AOPAnet.org](mailto:Assembly@AOPAnet.org).

## **Legislative and Regulatory**

### **Legislative Update**

AOPA continues to work diligently on the introduction of the Medicare O&P Patient-Centered Care Act. In the Senate, Senator Mark Warner (D-VA) will once again serve as our Democrat lead but will not introduce the bill without a Republican cosponsor. Sen. Chuck Grassley (R-IA, who cosponsored the bill in the last Congress, but will not do so again due to his being named chairman of the committee of jurisdiction) had suggested working with Sen. Mike Crapo (R-ID); however, Sen. Crapo declined, citing an unfamiliarity with the issue and concerns about potential cost. We have therefore begun discussions with Sen. John Cornyn (R-TX); AOPA staff met with Sen. Cornyn's Legislative Director on June 26 and expect to have more information on the Senator's involvement shortly.

On the House side, Rep. G.T. Thompson (R-PA) has taken the lead on the bill and has submitted draft language to legislative counsel (lawyers retained by the House to ensure bills will pass muster once brought to the floor). However, legislative and committee counsel's time has been consumed by a long and contentious appropriations process in the House, and behind-the-scenes work on a drug pricing bill; thus, the O&P legislation has taken more time than expected. However, Thompson's staff, along with probable cosponsors Mike Thompson (D-CA), GK Butterfield (D-NC), and Brett Guthrie (R-KY) remain optimistic and enthusiastic about the bill.

We also continue to press for passage of the Wounded Warrior Workforce Enhancement Act. The bill has been introduced in both the House and Senate; H.R. 2487 currently has nine cosponsors, as does S. 1315 in the Senate. AOPA staff sent an alert to our advocate base on May 29 to increase awareness of the bill; more than 100 advocates sent 282 emails to legislators; 20 more advocates reached out to their legislators via social media. As a direct result of our efforts, Rep. Jackie Walorski (R-IN) and Sen. Doug Jones (D-AL) cosponsored the legislation in their respective bodies. Finally, AOPA staff will attend a PAC fundraiser for Rep. Julia Brownley (D-CA), chair of the VA Committee's Health subcommittee, on June 26, and encourage her to bring up the bill in her committee as soon as possible.

## **2019 Policy Forum**

More than 100 O&P advocates came together in Washington DC for the 2019 Policy Forum to present realistic policy ideas that will enable O&P providers to improve patient care. After a busy day of preparation, attendees headed to Capitol Hill and met with more than 250 legislators and staff. They encouraged lawmakers to support and enact the Medicare O&P Patient-Centered Care Act and the Wounded Warrior Workforce Enhancement Act. They received extremely positive feedback from the visits, with many offices agreeing to cosponsor the Medicare O&P bill upon its introduction.

In addition, three PAC events were held in conjunction the Policy Forum; two to raise money for the O&P PAC, and a third fundraiser for Sen. Mark Warner (D-VA, member of the Senate Finance Committee and champion on O&P issues). Our event raised \$10,000 for Sen. Warner's campaign, which will be supplemented by a contribution from the O&P PAC.

## **Recovery Audit Contractor Introduces Three New Audits**

Performant, the Recovery Audit Contractor (RAC) for DMEPOS, Home Health, and Hospice claims nationwide posted three new approved issues to their website.

On April 26, 2019 Performant began a review for A5500, A5501, A5512 and A5513. The review will be a complex review to determine if the selected diabetic shoe(s) and/or insert(s) are reasonable and necessary for the patient's condition based on the documentation in the medical record. Since this is a complex review you will receive the traditional additional documentation request (ADR) letter informing you of the review.

On May 01, 2019 Performant began a review for L1810, L1812, L1820, L1830, L1831, L1832, L1833, L1834, L1836, L1840, L1843, L1844, L1845, L1846, L1850, L1851, L1852, L1860. The review will be an automated review to determine if the reasonable useful lifetime (RUL) has been met. Since this is an automated review you will not receive the traditional additional documentation request (ADR) letter informing you of the review.

On May 17, 2019 Performant began a review for L3650, L3660, L3670, L3671, L3674, L3675, L3677, L3678, L3702, L3710, L3720, L3730, L3740, L3760, L3761, L3762, L3763, L3764, L3765, L3766, L3806, L3807, L3808, L3809, L3900, L3901, L3904, L3905, L3906, L3908, L3912, L3913, L3915, L3916, L3917, L3918, L3919, L3921, L3923, L3924, L3929, L3930, L3931, L3956, L3960, L3961, L3962, L3967, L3971, L3973, L3975, L3976, L3977, L3978, L3980, L3981, L3982, L3984 and L3995. The review will be an automated review to determine if the reasonable useful lifetime (RUL) has been met. Since this is an automated review you will not receive the traditional additional documentation request (ADR) letter informing you of the review.

These new reviews bring the total number approved O&P issues under review by Performant to eight.

## Jurisdiction D Releases Quarterly TPE Results

Noridian, the Durable Medical Equipment Administrative Contractor (DME MAC) for Jurisdiction D, recently published the quarterly results of their Target, Probe & Educate (TPE) audits. The audits are based on claims audited/reviewed during January 2019-March 2019 and the results are as follows:

- Ankle Foot Orthoses/Knee Ankle Foot Orthoses (L4360, L4361, L4386 and L4387) had an overall claim potential improper payment rate of 31%. This was a decrease of three percent from the previous quarter's 34%.
- Knee Orthoses (L1810, L1812, L1830, L1832, L1833, L1843, L1845 and L1851) had an overall claim potential improper payment rate of 61%. This is the same overall claim potential improper payment rate of last quarter's results.
- Spinal Orthoses (L0625, L0626, L0627, L0630, L0631, L0637, L0641, L0642, L0643, L0648 and L0650) had an overall claim potential improper payment rate, based on dollars, of 60%. This is an increase in overall claim potential improper payment rate from the last quarter's results of 47%.
- Diabetic Shoes (A5500) had an overall claim potential improper payment rate of 14%. This is a decrease in overall claim potential improper payment rate from the last quarter's results of 28%.

The top and common denial reasons for all TPE results (in no order) are as follows:

- Documentation does not support basic coverage criteria.
- Claim is the same or similar to another claim on file.
- Documentation does not include verification that the equipment was lost, stolen or irreparably damaged in a specific incident.

## Round 2021 Competitive Bidding Update & Timeline

The bidding process for Round 2021 of the competitive bidding program, which includes 23 off-the-shelf orthoses, is slated to open on July 16, 2019 instead of June 2019. This extra month was to allow extra time for suppliers to get ready. If you are in a competitive bidding area (CBA) and you intend to enter the program, there are a few things you may do to get ready for July 16, 2019:

1. Make sure you are licensed and accredited (there are no exemptions)
2. Obtain your competitive bidding surety bond(s) (there are no exemptions)
3. Create a user ID and password, with the CMS Enterprise [Portal](#)
4. Make sure your Medicare enrollment is up-to-date and correct
5. Compile your financial information
6. Register with the DMEPOS Bidding System (DBidS) and Connexion (registration for DBidS and Connexion opened in June)

In addition, here is the most current timeline for Round 2021:

- July 16, 2019: Bidding window opens
- August 16, 2019: DBidS registration closes, however Connexion registration will remain open
- August 19, 2019: Deadline to upload financial documents in Connexion and be eligible for a covered document review
- September 18, 2019: Bidding window closes. All bids and required documents must be submitted by this date to be considered valid.
- Fall 2019: Preliminary bid evaluation notification
- Summer 2020: CMS announces single payment amounts and begins contracting process
- Fall 2020: CMS announces contract suppliers
- January 1, 2021: Implementation of Round 2021 contracts and prices

For more information about Round 2021 of the competitive bidding program, and some helpful tools be sure to visit the AOPA website and the Round 2021 Competitive Bidding page <https://www.aopanet.org/coding-reimbursement/round-2021-competitive-bidding-announced/>.

## **AOPA Partners with Associations to Request Changes to Reasonable Useful Lifetimes for AFOs**

On May 29, 2019, AOPA, along with the American Physical Therapy Association (APTA), American Occupational Therapy Association (AOTA), and Pedorthic Footwear Association (PFA), signed on to a letter from the American Podiatric Medical Association (APMA) to CMS that proposed changes to the Medicare reasonable useful lifetimes for AFOs. The letter was the result of several months of collaboration between the five trade associations and represents significant cooperation toward a common goal.

The letter to CMS proposes alternate useful lifetimes for AFOs that range from 6 months for acute devices such as CAM walkers and stirrup style braces, to one year for most custom fitted devices, to 3 years for most custom fabricated devices. The proposed useful lifetimes for AFOs would replace the current default useful lifetime for all AFOs and are consistent with current useful lifetimes for knee orthoses.

AOPA is hopeful that success on this issue will facilitate similar discussions regarding useful lifetimes for additional orthotic devices.

## **O&P PAC and Capitol Connection Update**

These individuals have made recent contributions to the O&P PAC. AOPA would like to thank the following individuals for their contributions to the O&P PAC in 2019: Leslie Allen, Cfo; Kate Allyn, CPO, FAAOP; Curt Bertram, CPO; Kevin Bidwell, CP; Chellie Blondes; Jeffrey Brandt, CPO, CEO; Robin Burton; Joy Burwell; Marco Calcagno, CPO; J. Douglas Call, CP; Tina Carlson; Christina Cox; Joseph Cozza; Glenn Crumpton, CPO; Mitchell Dobson, CPO, FAAOP; Traci Dralle, CFm; John Chad Duncan, PhD, CPO; Daryl Farler, CPA; Rick Fleetwood, MPA; Elizabeth Ginzel, CPO, LPO; John Hays, CP, LP; Denise Hoffman; Michele Hogan; Dan Ignaszewski; Dennis Janisse, Cped.; Maurice Johnson, CO; Charles Kuffel, CPO, FAAOP; Teri Kuffel, Esq.; Eve Lee; Robert Leimkuehler, CPO; Jeff Lutz, CPO; Sourabh Nagale, CPO; Matthew Nelson, CPO, FAAOP; Michael Oros, CPO, FAAOP; Paul Prusakowski, CPO; Rick Ramos, CPO; Patrick Reichel; Rick Riley; Dara Ross, CPO; Michael Schlesinger; Ryan Schuetzle, CPO; Robin Seabrook; Lesleigh Sisson, CFo, CFm; Chris Snell, BOCP; William Snell, CPO; Bernie Veldman, CO; Suzi Vicin; James Weber, MBA; Ashlie White; Dennis Williams, CO, BOC(O); Scott Williamson, CAE, MBA; Linda Wise; Claudia Zacharias, MBA, CAE.

AOPA would like to thank the following individuals for their contributions to the Capitol Connection fund in 2019: Innovative Prosthetics; Townsend Design (Thuasne USA); CFI Prosthetics & Orthotics; Fit-Well Prosthetic & Orthotic Center Div. PPMC; Cornerstone Prosthetics & Orthotics; Nobbe Orthopedics Inc.; Artificial Limb Specialists Inc.; Arise Orthotics & Prosthetics; Capital Prosthetic & Orthotic Center Inc.; Rogerson Orthotics & Prosthetics; Southeastern Orthotics & Prosthetics Inc.; Clark & Associates Prosthetics & Orthotics; Adaptive Prosthetics & Orthotics LLC; Naked Prosthetics; Aljan Co.; Fourroux Prosthetics Inc.; W VA Orthotic & Prosthetic Center Inc.; Augusta Orthotics & Prosthetics; Orthotic & Prosthetic Specialties; Ortho Pro Associates Inc.; Premier P&O; Snell Prosthetic & Orthotic Laboratory; Ability Prosthetics & Orthotics; Hi-Tech; Artificial Limbs Inc.; Allard USA Inc.; Claiborne Prosthetics & Orthotics; International Prosthetics & Orthotics; Louisville Prosthetics; Comfort Prosthetics & Orthotics; Mulienburg Prosthetics Inc.; Horizon Orthotic & Prosthetic Experience Inc. (HOPE); Medex International Inc.; Wolverine Orthotics Inc.; Johnson's Orthopedic; Floyd Brace Co. Inc.; Cresap Orthotics & Prosthetics Inc.; J&K Orthopedics Inc.; Fenner Inc./dba Specialty Prosthetics & Orthotics of Tulsa; Center for Orthotics & Prosthetic Inc.; Allegheny Orthotics & Prosthetics; Master's Orthotics & Prosthetics; Custom Orthotics & Prosthetics; Anderson Orthotics & Prosthetics; John W Michael Ltd; Allen Orthopedic Labs Inc.

## **Research**

### **AOPA Co-OP, the Compendium of O&P**

The AOPA Co-OP, a reimbursement, coding and policy resource, now has 437 active users. Perhaps the best kept secret in O&P, the information on the AOPA Co-OP spans the topics most important to members, like Local Coverage Determinations, L Code descriptors and the appropriate use of modifiers for claims submissions. AOPA continues to populate this member-only resource with information from our internal experts, as well as vetted information from you, our AOPA members. Updates on state-specific private payer and Medicaid policies were the most requested updates in 2018, and AOPA has invested in additional resources to provide these updates more regularly.

If you haven't signed up for the Co-OP yet, or if you have questions about this member benefit, there is an opportunity to learn about O&P's most comprehensive resource for coding, billing, and reimbursement. AOPA's Director of Strategic Initiatives, Ashlie White will demonstrate how to use the Co-OP and answer all your question on Friday, August 9<sup>th</sup> at noon ET, register here <https://attendee.gototraining.com/r/5081336213031829249>.

Members can find more information and sign up at <https://www.aopanel.org/resources/co-op/>.

### **Outcome Assessment Reporting System (OARS)**

AOPA has launched a second beta test for the OARS online tool. This resource walks a clinician through an outcome measure, with written and video instructions, then creates a report, including what the result means for the patient and references to the science supporting the measure. This report can then be printed or downloaded as a PDF for the patient's record as a validated, third-party report.

As part of this second beta testing phase, AOPA is offering free access to interested practitioners that work for AOPA member organizations. If you are interested in participating in the OARS beta test (2), please email [awhite@aopanel.org](mailto:awhite@aopanel.org) for additional information.

### **Prosthetics 2020**

The AOPA Medical Advisory Board (MAB) met on May 21 in Alexandria, VA. During the meeting, the MAB discussed the need for several research initiatives to protect patient access to quality prosthetic technology and associated prosthetic care. MAB members Kenton Kaufman, PhD, Douglas Smith, MD, and Paul Pasquina, MD, as well as members of the Prosthetics 2020 Steering Committee approved two projects for which AOPA will issue requests for proposals (RFPs). The first project seeks to determine the potential costs (both financial and quality of life) associated with prolonged wound care and limb salvage in an effort to determine the viability of a surgical model that more readily embraces amputation as a viable option when patients have access to prosthetic intervention and rehabilitation. The second RFP will seek proposals for a demonstration project on microprocessor technology for use as safety technology for individuals with limb loss/limb difference with a K2 activity level.

### **Orthotics 2020**

The Orthotics 2020 Medical Advisory Board (MAB) meeting was also held on May 21, 2019 in Alexandria, VA. Along with input from the Orthotics 2020 Steering Committee, the MAB approved the addition of neurological disorders as an area of focus for the Orthotics 2020 program and the addition of fourth MAB member with a background either in craniofacial surgery or neurosurgery. The MAB also approved a new round of RFPs to be issued in the 4<sup>th</sup> quarter of 2019. To date, the Orthotics 2020 program has awarded over \$370,000 in research funding in four specific areas of orthotic intervention; post-stroke, osteoarthritis, plagiocephaly, and spinal injury. Progress reports were presented for the following ongoing studies:



- Effect of Ankle-Foot Orthoses (AFOs) on Continuous Walking in Persons with Post-Stroke Hemiplegia, Stefania Fatone PhD, BPO at Northwestern University Office for Sponsored Research
- Effect of Knee Bracing on Improving Pain & Disability, Physical Performance, Physical Activity and Femoral Cartilage Deformation in Individuals with Medial Compartment Knee Osteoarthritis, Brian Pietrosimone, PhD at University of North Carolina
- Lumbar Brace Deployment in the Emergency Department for Benign Low Back Pain: Effectiveness and Impact on Pain, Spine Function, Analgesic Use and Community Resources, Greg Kawchuk PhD, DC, MSc at University of Alberta
- Effects of the Use of a TLSO after Spinal Fusion on Functional Measures and Patient Perception: Implications for Post-Operative Rehabilitation, Ann Hayes PT, DPT, MHS, OCS at Saint Louis University Dept. of Physical Therapy & Athletic Training
- Effectiveness of Repositioning and Cranial Remolding in Infants with Cranial Deformation, Tiffany Graham CPO, LPO, MSPO at University of Texas Southwestern

### **The Center for O&P Learning (COPL)**

COPL Board members and reviewers are in the process of scoring submissions for 2019 AOPA Small Grant funding. COPL received 14 submissions to the Request for Pilot Grant Proposals for the following 10 potential areas of Orthotic and Prosthetic research:

1. Effects of microprocessor-controlled knee and ankle joints on community outcomes such as activity, social interactions, depression, and anxiety in limited household and limited community ambulators (K-1, K-2)
2. Outcomes Measures, evaluation of clinical benefit, and quality of life metrics related to orthotic management (Note: submissions should be pathology and/or condition appropriate, e.g. Stroke, Cerebral Palsy, Multiple Sclerosis, Polio, OA)
3. Demonstrate methods to record primary health outcomes such as falls and lower back pain in amputees.
4. Functional impacts of vacuum-assisted socket suspension systems.
5. Documentation of therapeutic effects of spinal orthoses.
6. Utilization and comparative effectiveness of custom vs. OTS AFOs for stroke patients.
7. Measuring the impact of OA knee brace use on community activity.
8. Retrospective analysis of goals versus outcomes in treatments of pediatric patients with plagiocephaly.
9. Study the origins/clinical goals and prevalence of current prescribing patterns for prostheses.
10. Study health inequity/health disparity within orthotic and prosthetic patient populations.

Grants will be awarded at two funding levels, one-time grants for one year of up to \$15,000 and the potential for two proposals to receive up to \$30,000 for one year.

### **Education**

#### **Online AOPAversity Learning Center**

Get access to on-demand education for the CE Credits you need! Want to learn some of the state-of-the-art clinical practices advancing the profession? Wanted to attend the 2018 National Assembly but had to miss out? Visit <https://www.aopanetonline.org/aopaversity> to create an account and gain access to distance learning modules.

#### **Mastering Medicare Webinars**

The year is halfway over, but there is still time to get the most relevant reimbursement information from AOPA's Experts and earn 1.5 CE credits for each remaining month. Register for the 2019 half

year webinar series and you'll get six webinars for the price of five, just \$495 for members/ \$995 for non-members. Webinars are scheduled for 1pm ET on the second Wednesday of each month. Visit <https://www.aopanet.org/education/monthly-webinars/> to register. The 2019 AOPA Mastering Medicare Webinars remaining include:

- July 10: TPE - Get to Know the Program & What the Results are Telling You
- August 14: Are You Ready for the Worst: Contingency Planning
- September 11: Veteran Affairs Updates: Contracting, Special Reports and Other News
- October 9: Performance Reviews: How is Your Staff Doing
- November 13: The Holiday Season-How to Provide Compliant Gifts
- December 11: New Codes for 2020, Other Updates and Yearly Round-Up

Previous webinars are available for purchase as a recording.

- January: Understanding the Knee Orthoses Policy
- February: Patient Outcomes: Best Practices & How to Use Them
- March: Advanced Beneficiary Notice: Get to Know the ABN Form
- April: Shoes, External Breast Prostheses, Surgical Dressings and Other Policies
- May: Are You Complaint-Know the Supplier Standards
- June: Documentation-Understanding Your Role

### **AOPA Coding & Billing Seminars**

Seminars provide the most up-to-date information to help O&P practitioners and office billing staff learn how to code complex devices, including repairs and adjustments, through interactive discussions led by AOPA experts. They are two-days and feature breakout sessions for practitioners and office billing staff, to ensure concentration on material appropriate to each. Registration is \$525 per attendee for members and \$725 for non-members. For additional attendees from the same office, a discount is offered: \$475 for members and \$675 for non-members. The next seminar is scheduled for November 4-5 in Las Vegas. Learn more at <http://www.aopanet.org/education/coding-billing-seminar/> or contact Ryan Gleeson at [rgleeson@AOPAnet.org](mailto:rgleeson@AOPAnet.org).

### **Membership and Communications**

#### **AOPA Welcomes New Members April 1 to June 30, 2019**

The following patient care facilities joined AOPA this quarter: Liston Prosthetics, Murray, UT; Rimrock Prosthetics, Billings, MT, Carolina Amputee & Orthotics, Hickory, NC; Alcam Medical Orthotics & Prosthetics, Riverside, CA; Quest Medical Services, Inc, Gulfport, MS; and Creative Prosthetics & Orthotics, Conover, NC.

The following suppliers joined AOPA in the second quarter: Psyonic, Champaign, IL, and VitalFit Sr, La Mesa, CA.

#### **Operating Performance and Compensation Report 2019 Survey – Closes July 19th**

AOPA's 2019 Operating Performance and Compensation Survey was mailed to patient care facility members in May. Each participant receives a customized company report showing how their financial operations compare to other O&P companies of similar size and geographic region. This data assists in developing specific strategies to gauge and improve the fiscal health of O&P businesses. Final 2019 reports are expected to be published late summer/early fall and will be available in AOPA's bookstore. Go to [www.aopa-survey.com](http://www.aopa-survey.com) before July 19<sup>th</sup> to participate. If you are interested and running short on time, Industry Insights will confidentially enter the data for you. For more information, contact [bleppin@aopanet.org](mailto:bleppin@aopanet.org).



## O&P Almanac

The *O&P Almanac* is the most respected source for industry insight and association news in O&P. The March issue of the O&P Almanac uncovered the six trends that are making a powerful impact on upper-limb patient care, leading to more versatile and comfortable devices geared toward a larger swath of O&P consumers. The April issue outlined what's at stake for the O&P Community on the policy and advocacy front to set the stage for the 2019 Policy Forum that took place in May. May's issue unraveled the challenging hiring climate in O&P, with O&P facility owners and managers advising on how to identify best-fit candidates, encouraging them to join as well as retaining top performers by offering a competitive salary and benefits, continuing education, and opportunities for advancement. May's principal investigator, Brian Pietrosimone, PhD, examined the effects of unloader braces on patients with knee osteoarthritis in, "Easing the Burden of Osteoarthritis."

## AOPA is Social

Interact with AOPA and O&P professionals on social media. Get the latest AOPA and O&P news, network with others, watch videos, post photos and share your story. Follow us on Twitter, like us on Facebook and connect with us on LinkedIn. Play your part to bring more awareness to important O&P issues, use the hashtag #AOPA2019.

## Education Calendar

July 10	1.5 CEs	T.P.E – Get to Know the Program & What the Results are Telling You	AOPA Webinar
August 14	1.5 CEs	Are You Ready for the Worst: Contingency Planning	AOPA Webinar
September 11	1.5 CEs	Veteran Affairs Updates: Contracting, Special Reports and Other News	AOPA Webinar
October 9	1.5 CEs	Performance Reviews: How is Your Staff Doing?	AOPA Webinar
November 13	1.5 CEs	The Holiday Season-How to Provide Compliant Gifts	AOPA Webinar
December 11	1.5 CEs	New Codes for 2020, Other Updates and Yearly Round-Up	AOPA Webinar