



SAVE THE 2021 DATES
SEPT. 9-11 | SEPT. 16-18

#AOPA2021

2021 AOPA National Assembly Business Education Schedule

Updated June 8, 2021

Thursday, September 9	
7:00 a.m. – 7:00 p.m.	Registration and Information Desks Open
8:00 a.m. – 5:00 p.m.	Manufacturers Workshops' Choose from over 30 workshops throughout the day featuring the newest products and latest technology, presented by leading manufacturers and suppliers from the O&P profession. Because manufacturers' workshops are intense and often contain hands on learning experience, participation is limited to 50 participants per workshop. Four tiers of workshops will be offered. Please visit www.AOPAassembly.org for details.
8:00 a.m. – 5:00 p.m.	Business Certificate Programming (B1) <i>University of Hartford</i> Participate in the all new O&P Business Certificate program through AOPA and the University of Hartford. There is no cost to sign up—only for the individual courses. To complete your certificate, you will need to complete a core and elective module in four areas of learning. We are offering the core course for the finance module in conjunction with the Assembly. Learn more at www.AOPAnet.org
6:00 – 7:30 p.m.	Welcome to Boston Celebration Enjoy an evening of networking with your O&P colleagues while enjoying Boston Style refreshments. While we may not be ready for hugs and handshakes – we are all interested in seeing those creative fist and elbow bumps. The celebration is included in your full conference registration—bring a guest for a nominal fee.
Friday, September 10	
7:00 a.m. – 5:00 p.m.	Registration and Information Desks Open
7:30– 8:00 a.m.	Breakfast
8:00 – 9:00 a.m.	Opening Remarks and Keynote Presentation (GS1) <i>Former Congressman Erik Paulsen</i> From 2009 to 2019, Paulsen represented Minnesota's Third Congressional District in the United States House of Representatives where he was a strong supporter of the Orthotics and Prosthetics profession. During his tenure,

	<p>Paulsen was a leading member on the House Ways and Means Committee, the House’s tax-writing body with broad jurisdiction over healthcare, economic and trade policy. He also served as Chairman of Congress’ Joint Economic Committee, a unique House-Senate panel tasked with working alongside the President’s Council of Economic Advisors and the Federal Reserve Board to identify and address macroeconomic trends. Paulsen was co-chair of the bipartisan House Medical Technology Caucus, as well. Prior to his service in Congress, Paulsen was a member of the Minnesota State Legislature, where he served as House Majority Leader. Paulsen has over 16 years of business experience, including working as a business analyst at Target Corporation.</p>
<p>9:00 – 10:15 a.m.</p>	<p>Awareness Drives Change: Recognizing Microaggressions and Biases in O&P (GS2) J. Chad Duncan, PhD, CPO, CRC <i>Karen Edwards</i> <i>Veronica Womack, PhD</i></p> <p>In this session you will learn how to identify biases and microaggressions on both internal and external levels. Our focus will be on learning to recognize, prevent and intervene on these cognitions and behaviors. By being aware of these occurrences and their psychological effects on targets, perpetrators, and observers, attendees will be better positioned to create inclusive and authentic interactions in O&P environments.</p>
<p>10:30 - 11:30 a.m.</p>	<p>Medicare Policy Update (B2) <i>Stacie McMichel, Senior Provider Relations Analyst, CGS, LLC</i> <i>Angie Cooper, Senior Provider Relations Analyst, CGS Administrators, LLC</i></p> <p>Are you faced with the challenge of navigating through your initial claim determinations? Need to know the next step towards resolution? Come join the DME MACs Outreach team as they present to you an overview of recent changes and updates to the Medicare program. In addition to receiving Medicare updates, the DME MACs will also address the most common CERT denials for Orthotic and Prosthetic claims and provide resources to help avoid and resolve these common errors.</p>
<p>11:30 a.m. - 12:00 p.m.</p>	<p>Appeals & Denials (B3) <i>Conal Doyle, Esq.</i></p> <p>Conal Doyle is an award-winning trial lawyer who has received national recognition for his courtroom victories that have had broad reaching impact on society. The foundation of this success is a passion for justice and a commitment to client service. Conal was born without his right leg, and like many of his clients, has overcome great obstacles and endured daily struggles.</p> <p>Conal’s personal experience has led him to focus on the representation of amputees in both first party bad faith and personal injury claims. The Consumer Attorneys of California (CAOC) honored Conal for his work on behalf of amputees in <i>Trujillo v. United Healthcare</i>, a national ERISA health insurance class action. The case required the nation’s largest health insurer to change its claims practices and reprocess claims related to the denial of prosthetic devices to amputees. Conal is also prosecuting two other class actions for wrongful denial of prosthetics-against Anthem and Blue Shield of California, among numerous individual bad faith claims for wrongful denial of prosthetics.</p>

<p>12:00 – 1:30 p.m.</p> 	<p>Howard R. Thranhardt Award 25th Anniversary Celebration and Luncheon (C3) Join your colleagues for a celebratory lunch as we honor past and current Thranhardt Awardees.</p> <ul style="list-style-type: none"> • The Effect of Microprocessor Controlled Exo-Prosthetic Knees on Limited Community Ambulators: Systematic Review and Meta-Analysis • Treatment Parameters for the UCSF Pectus Carinatum Orthosis: A Pilot Study
<p>1:30 – 5:00 p.m.</p>	<p>Exhibition Take this opportunity to peruse the exhibit hall and see what new innovations have taken place over the past year.</p>
<p>3:00 - 4:00 p.m.</p>	<p>Department of Veterans Affairs Update (B4) <i>Jason Highsmith, DPT, PhD, CP, FAAOP (Invited)</i> Receive an update on new policy and changes from the Department of Veterans Affairs.</p>
<p>4:00 - 6:00 p.m.</p>	<p>Hamontree Lectures Series (B5) Sam. E. Hamontree Business Education – Hear the Hamontree Contenders and cast your vote for the Award-Winning Paper (B5)</p>
<p>4:00 - 4:40 p.m.</p>	<p>Technology Readiness for Orthotists and Prosthetists (B5A) <i>Gerald Stark, PhD, MSEM, CPO/L, FAAOP(D)</i> Develop an understanding of innovation diffusion and how this is promoted and inhibited. Become familiar with instrument technology readiness and how it can be used to understand the component parts technology optimism, innovativeness, discomfort, and insecurity. Review components of demographic characteristics such as age, experience, and context had on innovation.</p>
<p>4:40 - 5:20 p.m.</p>	<p>Adverse Outcomes Audit: Using Simplified Six Sigma as a Loss Control Measure (B5B) <i>Rebecca Snell</i> How did I lose that patient? Why were they so unhappy? Why did I have to return that money to the payor? Why did I have to pay for fabrication of that item twice? We did ask ourselves all these questions recently. To help us understand the process where so many missteps cost so much time and money, we started a loss control process – Adverse Outcomes Audit, using simplified Six Sigma tools.</p>
<p>5:20 - 6:00 p.m.</p>	<p>Evidence-Based Practice: Make It a Business Opportunity! (B5C) <i>Andreas Kannenberg, MD (GER), PhD</i> Hear a demonstration on the use of systematic outcomes assessments and published evidence to establish medical necessity for advanced prosthetic and orthotic devices. Learn how clinicians and business owners can beat health insurances with their own weapons.</p>
<p>6:00 p.m.</p>	<p>O&P PAC Event Join your colleagues for a reception in support of the O&P PAC. <i>All 2021 Donors welcome.</i></p>
<p>Saturday, September 11</p>	
<p>7:30 – 8:00 a.m.</p>	<p>Breakfast</p>
<p>8:00 – 9:00 a.m.</p>	<p>AOPA Membership Meeting and Awards Ceremony (GS3)</p>

	<p>The Annual AOPA Membership Meeting and Awards Program is the perfect time to learn what’s happening with AOPA and the profession. Receive an update on the accomplishments AOPA has made over the past year. An awards program will follow – join us to honor the following:</p> <ul style="list-style-type: none"> • Lifetime Achievement Award Winner • Legislative Advocacy Award Winner • The Otto and Lucille Becker Orthotic Award • Edwin and Kathryn Arbogast Prosthetic Award • Introduction of AOPA Leadership
9:15 a.m. - 12:00 p.m.	<p>Justifying Medical Necessity and Documentation (B6/C8) <i>Linda Collins, MS</i> <i>Andreas Kannenberg, MD (GER), PhD</i> <i>Danielle Melton, MD</i> <i>Harry Schwartz, MD</i></p> <p>The purpose of this symposium is to discuss how medical necessity for advanced prosthetic and orthotic devices must be documented in the physician’s and CPO’s records. Unfortunately, the language in the policies stresses that the patient must meet certain criteria to be eligible for advanced technology. However, from a physician’s perspective, it’s all about identifying safety and/or mobility needs of the patient that are unmet by the current prosthesis/orthosis. If a patient meets the policy criteria but doesn’t have least one unmet need, then he/she is basically eligible for advanced technology but doesn’t demonstrate the medical necessity (need) for it. For instance, if a patient does all the activities listed in MPK policies with a NMPK without any problems, what would be the justification to fit a MPK that is five times as expensive? Take home message: A patient who is doing great doesn’t qualify for an upgrade! Creating the record is like walking a fine line – you have to make sure that the patient meets all the criteria in the policy to demonstrate eligibility for advanced technology but still needs to demonstrate at least one unmet safety and/or mobility need. So, the patient must be doing good with the current prosthesis/orthosis, but not as good as he/she wants or needs to be. The symposium will be all about how to document that.</p>
Noon – 1:00 p.m.	<p>Lunch Join your colleagues in the exhibit hall for lunch and networking.</p>
12:00 – 5:00 p.m.	<p>Exhibition Take advantage of the final day of the exhibition. There is so much to see.</p>
3:00 - 3:30 p.m.	<p>Get to the Point with Documentation (B7) <i>Curt Bertram, CPO, FAAOP</i> <i>Lesleigh Sisson, CFo, CFm</i></p> <p>Often times clinical documentation is not on point and filled with information not relevant to the claim. Clinical documentation for a replacement device should differ from that for a new device as payer specific requirements need to be included. Clinical documentation can be and should be succinct and on point as this will help with approvals, appeals and reimbursement.</p>
3:37 - 4:07 p.m.	<p>Prosthetic Approvals & Appeals Top Ten Do’s and Don’ts (B8) <i>Dale Berry, CP, LP, FAAOP</i></p> <p>Review the top ten key elements to both avoid and apply to ensure prosthetic prior authorization and appeal success. Focus will be on identifying the most common prior authorization and appeal errors, omissions, and misconceptions from the insurance provider point of view.</p>

4:14 - 4:44 p.m.	<p>Identifying and Leveraging Your Values to Avoid Burnout (B9) <i>Graci Finco, MS, CPO, LPO</i> Feeling disengaged, burned out, or stuck often stems from misaligned values between the company and the employee. Whether you are job-seeking, already employed, a student, a resident, or a clinician at any stage in your career- you can learn how to identify your top values and leverage them to increase your engagement, satisfaction, and autonomy at work.</p>
4:51 - 5:21 p.m.	<p>Helping Your Uninsured Patient Population (B10) <i>Billy Brimblecom, Jr.</i> <i>Mitchell Dobson, CPO</i> Patients with limb amputation sometimes do not have insurance coverage or cannot get funding for their prosthetic devices. Explore nontraditional funding options to get patients the devices they need, while maintaining compliance with patient inducement laws that may otherwise limit the clinician’s ability to assist.</p>
<p>September 16-18, 2021</p>	
8:00 a.m. – 5:00 p.m. Daily	<p>Don’t forget that new business education will be presented September 16-18 and then available for 90 days thereafter.</p>