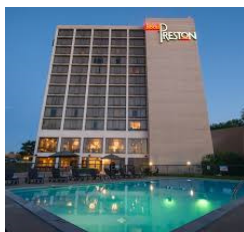


# Association for Tennessee Home Oxygen and Medical Equipment Services



## 2018 ATHOMES CONFERENCE AGENDA

**January 17-18, 2018**

**(“New” Location) Hotel Preston, 733 Briley Parkway, Nashville, TN**

**Reservations: (866) 986-8089, \$145/night, “ATHOMES Group”**

### Wednesday, January 17, 2018

**10:00 am** ATHOMES Board Meeting - Board Room - OPEN to membership

*Sign up for “one on one” meeting with Amerigroup, BCBS-TN, UnitedHealthcare. Schedule TBD. Location: Board Room*

**1:30 pm** Registration for Convention - Exhibitors May Begin Set Up

**2:00 pm** General Session - Welcome!

**2:15 pm** Laura Williard - VP of Payer Relations, AAHomecare - **“Payer Relations Update: Projects to Benefit State & Federal”**

*(Laura serves as our Liaison between payers and providers and will update attendees on bill's legislative effects on DME and work being done to minimize adverse effects and minimize benefits. She will also outline the initiative and groups she is working with to benefit DME.)*

**3:00 pm** John Gallagher, VP of Government Relations, VGM - **“Federal Update and Congress”**

*(John's session will give attendees the Legislative update with focus on the Trump Administration and what the House and Senate will work together to make needed healthcare changes with a new head of HHS)*

**3:45 pm** break

**4:00 pm** John Stalnaker - ACU-Serve Corporation - **“HIPAA Compliance Simplified”**

*(Continue & Strengthen Your Compliance program. Speaker will be discussing what the OCR has outlined and what they requested from our company for our compliance audit. He will cover the basics of a HIPAA compliance program and talk through the fines being imposed. John will jazz up this very basic material!)*

**4:30 pm** Ronda Buhrmester, Reimbursement Specialist, VGM - **“Staying in the Game”**

*(Working with a leaner staff, lower reimbursements, and audits continuing are just a few challenges to overcome. Suppliers are also looking at changing the business model to now having to shift more of the cost to the beneficiary. Being efficient is essential given the current environment! How efficient is your intake process? There will be some discussion on gathering correct documentation, as we need to be ready prior to delivery. Are you issuing an Advance Beneficiary Notice (ABN) for upgrades when the beneficiary wants something better than what you can provide for the current Medicare allowable? And let's talk about other methods to be sure the supplier is capturing the reimbursement for the services provided. Remember staying in the game is not about winning or losing but finding ways to see past the curve ball that is thrown at us in order to remain profitable as this new business model is critical when serving beneficiaries.)*

**5:15 pm** Richard Davis, SPHR, SHRM-SCP, HirePowerHR - **“Performance Management - Efficient Employees”**

*(Many providers have a difficult time consistently managing the process of employee development. This program centers around the 4 elements of effective performance management: 1-Clearly communicating expectations; 2-Providing the tools, resources, encouragement, and support to help all be successful; 3-Holding all accountable in a consistent and fair way to the expectations; 4-Communicating and executing necessary consequences for failing to meet expectations.)*

**6:30 pm** Vendor Happy Hour Reception - Cash bar & snacks, then Enjoy Nashville for Dinner, Music and Dancing!

### Thursday, January 18, 2018

**8:30 am** Breakfast with Exhibitors

**9:00 am** Sarah Hannah, President ECS North - **“Perseverance and Persistence: Leadership Qualities That Bring Success”**

*(Successful companies are those which have a strong leadership team. Great management brings about the best in their staff which thereby improves productivity and retention. This seminar will provide the three pillars of leadership which will evoke change within you and help motivate your team toward achievement. With the changes in the HME industry today, leaders are needed to propel your organization into the next dimension of healthcare and secure your company's future. Objectives: Discuss the three pillars of leadership; List ways the three pillars can be implemented; Describe ways to improve management skills; Explain the use of goals to promote staff accountability.)*

**10:00 am** Belinda Yandell, CGS Community Coach - **“Medicare Update”**

*(Belinda gives updates/answers questions regarding Medicare program participation. Virginia and Wendy explain the Formal Telephone Discussion Program Updates that CMS uses to give suppliers the opportunity to provide verbal testimony through a phone discussion that could possibly result in a favorable outcome. Q&A follows.)*

**11:15 am** Payer Presentations & Panel Discussion. Invited: Amerigroup, BCBS, United Health Care and others

Moderator: Laura Williard, AAHomecare

**12 15 pm** Lunch with Exhibitors

### ATHOMES CONFERENCE presents VGM SEMINAR SERIES - Included in our Conference Fee!

**1:15 pm** Mark Higley - VP Regulatory Affairs, VGM - **“Navigating a New 2019 Competitive Bidding Program”**

*The rules (and bid strategy) have changed! Bid bonds are now required, along with bid ceiling and capacity issue changes. Suppliers in 130 competitive bid areas will direct the rural and regional pricing for the next three years. This round is critical!*

**2:00 pm** Ty Bello - CEO, Team @ Work, **“HME Business Optimization - The NEW NORMAL”**

*There is always uncertainty in every business, but those that choose to set a Business Optimization Plan are less often to come short of their goals and also demonstrate greater stability in good and bad times. A Business Optimization Plan will provide both Strategic and Tactical Processes that set the course for your next year, establishes metrics and a business cadence for success, delivery results and change the way you do business. The Business Optimization Plan will take your business from Here (the Now) to the THERE, The NEW NORMAL.*

**4:00 pm** Adjourn

**MEETING SPONSORSHIPS AVAILABLE ! Ask Beth!**

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