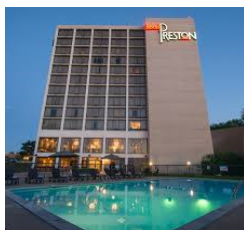


Association for Tennessee Home Oxygen and Medical Equipment Services



2017 ATHOMES FALL CONVENTION AGENDA

September 14-15, 2017

**(“New” Location) Hotel Preston, 733 Briley Parkway, Nashville, TN
Reservations: (866) 986-8089, \$145/night, “ATHOMES Group”**

Thursday, September 14th

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 - Gather Ballroom; Exhibitors May Begin Set Up in Gather Ballroom 2

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.)

2:45 pm Jay Witter, SVP of Government Relations, AAHomecare - **“Federal Update and the New Congress”**

(Jay’s session will give attendees the Legislative update with focus on the Trump Administration and how he projects the House and Senate will work together to make needed healthcare changes with a new head of HHS, our DME champion, Dr. Tom Price)

3:30 pm **break**

3:45 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!)

4:45 pm Ronda Buhrmester, Reimbursement Specialist, VGM - **“Breaking Bad Habits That Affect the Bottom Line”**

(Details: WE all know that everyone has some bad habits they want to break such as not getting all the required documentation prior to delivery or saying we’ll fight it in appeal or not being 100% prepared for an audit (cause they’re coming) or accepting unsustainable rates or not recouping every penny you are entitled to or maybe you want to help break some bad policies and procedures that tend to plague the DME industry. Covering: Participating vs. Non-Participating and Assigned vs. Non-Assigned Claim Submission; Documentation Requirement - What are they really? And does the physician have to document all the information?; Temporary Replacement Equipment – “AKA Loaner” (If you Provide it they WILL Pay even retroactively); Denial Resources (How to Educate the Payer when Necessary); Audit Preparation (Audit Survival Guide))

6:00 pm Vendor Reception - Cash bar & snacks. Entertainment TBA, then Enjoy Nashville for Dinner! - Gather Ballroom 2

Friday, September 15th

8:30 am **Breakfast with Exhibitors in Hermitage/Belle Meade Rooms**

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 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.)

11:15 am Presentation from United Health Care: Aisha Hawkins-Higgins, statewide DME and Ancillary Provider Rep. (invited)

11:45 am Panel Discussion: Payers & Panelists - **“Managed Care Trends and Discussions”**; moderator: Laura Williard, AAH

12 45 pm **Lunch with Exhibitors**

1:45 pm Belinda Yandell, CGS Community Coach - **“Medicare Update”** and Wendy Hooper & Virginia Carraher

Quality Managers, C2C, “Expanded Telephone Communication Project”

(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.)

3:00 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.)

4:00pm **Adjourn**

MEETING SPONSORSHIPS AVAILABLE !

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REGISTER AND PAY ONLINE: www.athomes.org