

April 18-19, 2023 (Tuesday & Wednesday)

Sheraton Music City Nashville Airport

777 McGavock Pike - Nashville, TN 37214 - 615-885-2200 - Block Rate until 3/31/23 of \$169 ++

**THANKS SPONSORS! GOLD: Philips Respironics, VGM; SILVER: ACHC, The Compliance Team
BRONZE: Coloplast, Drive DeVilbiss, McKesson, Medline, O2 Concepts, Permobil, React, Rhythm Healthcare**

TUESDAY, APRIL 18, 2023 (all times are local, Central Time)

- 9:30 am** ATHOMES Board Meeting - Polk Board Room; Exhibitors May Set Up
- 12:00 pm** Registration Open (No Lunch provided today)
- 12:45 pm** General Session - James Rogers, ATHOMES President's Welcome and ATHOMES Committee Updates
- 1:00 pm** Laura Williard, AAHomecare VP- Payer Relations

State/Payer Advocacy: Building & Navigating Relationships for the Future

AAHomecare serves as a liaison with payers on both a national and state level. This session will focus on Payer Initiatives & how this affects federal and opportunities with commercial, Medicare Advantage, and Medicaid payers - especially in Tennessee...followed by Q&A/discussion.

- 2:30 pm** Sarah Hanna, ACU-Serve **SPONSOR ACU-SERVE**
Leadership Qualities that Bring Results

Value-based Successful companies are those that have a strong leadership team. With the changes in the industry today, leaders are needed to propel their organizations into the next dimension of healthcare and secure their company's future. Understanding what truly drives individuals to accountability and performance is what separates the average company from the exceptional. Coaching rather than "bossing" is an important element to success. This seminar will provide the path that will evoke change within you and help motivate your team toward achievement.

3:30 pm - 3:45 pm Commercial Break - Associate Member "Brag Time" - EXHIBIT TIME opens at 5:30pm
(Each Associate Member in attendance can have time to explain what THEY can do for ATHOMES Providers - "Live Commercials" provide "Brag Time" for a WIN-WIN Benefit)

- 3:45 pm** Desmica Head, OPOLE Update: Office of Program Operations & Local Engagement - CMS
How OPOLE and ATHOMES Can Work Together

Someone from the Office of Program Operations and Local Engagement (OPOLE) Combines the regionally-based Medicare operations work, local oversight of Federally-facilitated Exchange plans, and external affairs. Relationship management and communication channel between CMS and plans. Dexter will outline the benefits of partnership.

- 4:15 pm** Wayne van Halem, President, The van Halem Group
Audit Landscape & Post PHE Expectations

As the PHE winds down and ends on May 11, CMS gives clues on what their audit and oversight focus will be. This presentation will provide an overview of what we are seeing in the current audit environment, including Managed Care, Medicaid, and other payers. It will also provide some perspective and insight on what we can expect in the coming year.

5:15pm SPECIAL GUESTS - Legislators invited

5:30 pm - 6:30 pm: Vendor Reception - Food, Drinks and Network with YOUR Suppliers Who Support ATHOMES!
Food & live music on Broadway to enjoy Nashville at its best!!

WEDNESDAY, APRIL 19, 2023

- 8:30 am** **BREAKFAST EXHIBIT TIME & Networking**

- 9:15 am NEW** Amanda Yavorsky, Sr. Manager - Advocacy and Strategic Partnerships, McKesson **SPONSOR McKESSON**
Wound Care: A Viable Niche Market Plan

Thinking about diversifying? Dabbling a bit already in the wound care reimbursement space? Learn about the four pillars of a successful wound care reimbursement program to jump start a profitable new product line or to enhance your existing program. We will start from scratch with building the logistics of your program focusing on LCD/PA interpretation to building out a formulary. Discuss partnerships and staff training. Close with how to take your wound care program to market by focusing on what is really important to your referral sources.

- 10:15 am** **Commercial Break - Associate Sponsor Member "Brag Time" & EXHIBIT TIME**

- 10:30 am** John Gallagher, VP Government Relations, VGM **SPONSOR VGM**
Federal Washington Update - It's an Election Year

John gives us his Legislative update with focus on what's going on in Washington, our state delegations, HHS & CMS and what to expect in 2023.

- 11:15 am** Craig Douglas, VP Payer Relations, VGM **SPONSOR VGM**
Maximizing Resources to Ensure Fair Treatment by Payers

Have you felt powerless when discussing payment terms of contracts or the amount of business you receive from your referrals? Are you tired of being in the dark when it comes to those negotiations? Reaching an agreement with fair reimbursement has been a tedious process that can take lots of time without much data available to assist you. Providers are often at the mercy of payers when determining a fair reimbursement during those "negotiations", as providers often don't have the same transparency into claims or data that payers have at their disposal. Payers often utilize a "take it or leave it" approach, saying "this is what we pay everyone else". This usually leaves providers with no leverage...until now! In this session, we will dive into some available tools that providers can now utilize as they negotiate/re negotiate contracts with payers to achieve more long term stability. Craig will give you some insight into data that can prove extremely helpful in these types of negotiations.

- 12:15 pm** **Lunch Served SPONSOR PHILIPS RESPIRONICS - EXHIBIT TIME**

- 1:15 pm** **PAYER UPDATES - TENN Care and all MCOs and Plans are invited**

All payers invited to contribute by presentation and ONE-ON-ONE MEETINGS may be scheduled onsite in a private setting during our meeting.

- 2:00 pm** Belinda Yandell, CGS Community Coach
What's NEW with Medicare?

Don't miss this great opportunity to hear the latest news from Medicare! Belinda Yandell, our friend from the Provider Outreach and Education team at CGS, the DME MAC for Jurisdiction C, will get you up-to-date on what's new, what's changed, and what's coming up, as well as valuable information on the newest tools available on the CGS website.

- 3:00 pm** **Adjourn - Safe Travels and thank you for attending!**

******* NEXT MEETING: (Thurs/Fri) September 28-29, 2023 - Sheraton Music City - Nashville *******