



ATHOMES 2023 Annual Meeting



**Sheraton Music City Nashville Airport
777 McGavock Pike
Nashville, TN**

September 28-29, 2023

Association for Tennessee Home Oxygen
and Medical Equipment Services

THANK YOU SPONSORS

2023



GOLD:

Philips Respironics
VGM

SILVER:

ACHC
McKesson
The Compliance Team
Rhythm Healthcare

BRONZE:

Coloplast
Drive DeVilbiss
Medline
O2 Concepts
Permobil
React Health
Strategic Office Support

2023 ATHOMES ANNUAL MEETING AGENDA

September 28-29, 2023

Sheraton Music City Nashville Airport; 777 McGavock Pike - Nashville, TN 37214 - 615-885-2200

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

THURSDAY, SEPTEMBER 28, 2023 BIG PICTURE TOPICS - Hermitage E Room (All Central Times)

9:30 am ATHOMES Board Meeting (Evergreen Room - All Members Welcome) & Exhibitors May Set Up (Hermitage E Room)

12:00 pm Registration Open (No Lunch provided)

1:00 pm General Session - Dana Douglas, ATHOMES President's Welcome and ATHOMES Committee Updates

1:15 pm Tim Safley, MBA, RRT, RCP, ACHC Program Director **SPONSOR ACHC**
Recent CMS Mandates for Accreditation Organizations

CMS has made some mandates that effect the way accreditation surveys have to be done. Please join Tim as he discuss these changes and how they can relate to your organization

2:00 pm Mary Ellen Conway, RN, BSN, president of Capital Healthcare Group, LLC
The Pros and Cons of Outsourcing Components of Your DME Operations

DME Suppliers are approached every day to outsource components of their DME operations, but while there are several reasons why this system makes sense, there are several reasons that this could be problematic for you. Learn the pros and cons of outsourcing.

2:45 pm Craig Douglas, VP Payer Relations, VGM **SPONSOR VGM**
What's in Store for 2023: Changes that Will Help Shape the Future for DME Suppliers

This session will highlight a couple changes that will be implemented in 2024 which will impact DMEPOS suppliers both in 2024 and beyond. Attendees will learn about the upcoming changes and how they will impact your businesses. A new Niche market will show you how to increase your bottom line!

3:15 pm - 4:00 pm Commercial Break - Associate Member "Brag Time" - EXHIBIT TIME until 4pm
(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)

RETAIL 4:00 pm 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.

4:45 pm Laura Williard, AAHomecare VP- Payer Relations **SPONSOR AAHOMECARE**
State/Payer Advocacy: Medicare Advantage and More

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

5:30pm Provider ROUNDTABLES - Open Topics led by Panel Discussions with Specialized Topics - BAR OPENS :)
6:00 pm - 7:00 pm: Vendor Reception - Food, Drinks and Network with YOUR Suppliers Who Support ATHOMES!
NETWORKING EVENT TBD - Or LIVE music on Broadway to enjoy Nashville at its best!!

FRIDAY, SEPTEMBER 29, 2023 PAYER RELATIONS/BUSINESS TOPICS - Hermitage E Rom

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

NEW! 9:00 am Dawn Clayton, owner Chapman DME Billing
Enhancing Revenue Streams: Unlocking Success Through Effective Patient Collections & Intake Procedures

Join Dawn Clayton as she discusses pivotal aspects of the DME landscape - patient collections and the profound influence of intake procedures on your reimbursement outcomes. Understanding and optimizing these key components will empower you to navigate the complex billing landscape with finesse. Dawn will be sharing ways you can ensure not only your financial success, but also provide seamless experiences for your patients. the coming year.

9:45 am **TENNESSEE PAYERS: Jessica Hill, Chief of Staff, TennCare, TennCare Update; BlueCare (invited)**
Confirmed - Aisha Hawkins-Huggins, UHC Please join Jessica and she reviews and outlines topics of interest for Tennessee Provider.. And state payers on hand to answer questions.

10:45 am - Commercial Break - Associate Sponsor Member "Brag Time" & Vendor SPEED DATING!

11:30 am Sharon Pruitt, Solutions Management Director, Carelon
Carelon Provider Portal

Carelon Post Acute Solutions launched their provider portal for Medicare Advantage members on July 1 this year.

We will discuss the successes of the launch, lessons learned, and next steps. Have you, the provider, used the portal? Open discussion with Carelon: What do you like? What do you not like? Wish list?.

NICHE MARKET 12:00 pm Tim VanAntwerp, VGM
Retail Sales: What are we SO Afraid of?!

This segment is geared towards a NEW revenue stream and improving your business model to tap into the niche market of RETAIL CASH SALES. Learn the tips and tricks to making this type of business work for you!

12:30 pm Lunch Served **SPONSOR PHILIPS RESPIRONICS - EXHIBIT TIME**

1:15 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.

2:30 pm **Adjourn - Safe Travels and thank you for attending!**