

# Association for Tennessee Home Oxygen and Medical Equipment Services



## 2018 ATHOMES CONFERENCE AGENDA

**SPECIALLY ADDED for You: CEU Education with Political Forum & Payer Roundtable**

**JULY 31 – AUGUST 1, 2018** (Tuesday & Wednesday.)

Homewood Suites by Hilton Airport – 2640 Elm Hill Pike, Nashville, TN; 615-884-8111

### Tuesday, JULY 31, 2018

9:00 am ATHOMES Board Meeting – Board Room

12:30 pm Registration for Convention

1:00 pm General Session – Welcome – ATHOMES Committee Reports

1:15 pm John Gallagher, VP of Government Relations, VGM – **“Current Status of Legislative Activity & Proposed ESRD”**

*This portion of the session will provide participants with recent and timely information and government updates, explaining what they mean for the HME/DME industry. Topics will include current health care reform and the following HME issues: The competitive bidding program, Where the industry is going forward; fixes to the current program, State HME licensure progress, How to develop a grassroots campaign at the state/local level.*

**2:15 pm – 2:30 pm Commercial Break – Associate Member “Brag Time”**

*(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*

2:30 pm **NEW TennCare Update (Part One)**

3:00 pm **SPECIAL Tennessee Political Forum – Senatorial & Gubernatorial Candidates Speak with Q&A**

*Candidates speak to the ATHOMES membership on how they will support the home medical equipment suppliers in Tennessee after elected. Election is August 2nd! Come here how each candidate will make a difference in our state for home medical equipment providers and every Tennessean they serve! (Senate & Governor Candidates CONFIRMED as well as Rep. Marsha Blackburn’s office & Rep. Diane Black’s office)*

**4:45pm – 5:15pm Commercial Break – Associate Member “Brag Time”**

5:30 pm ATHOMES Happy Hour at Homewood *Stick around for some snacks and drink before we head out for some ATHOMES Member Nashville FUN*

6:45 pm Depart own your own – ATHOMES Networking Outing: Eat & Play at Dave & Busters! (7:00 pm – 9:00 pm) **ADD ON – \$25 per person, CASH BAR**

9:00 pm On Your Own – Enjoy Nashville for the Evening! *Hit Broadway for some famous Nashville spots with musical talent at every turn!*

### Wednesday, AUGUST 1, 2018

8:30 am *Breakfast at the Homewood Suites – Networking with Members*

9:00 am **CEUs Ronda Buhrmester, Reimbursement Specialist, VGM – “Knowing the Landscape of Your DME Business”**

*We’ve come a long way from the days of a free-for-all – the current HME suppliers are feeling that way when dealing with payers such as Medicare, Medicaid and Medicare Advantage Plans. Many challenges like the payers, employees, and, day-to-day processes – if not managed correctly the reimbursement can take the life out of your business. How you get paid for the products and services provided has changed. **Don’t allow vague rules and regulations, inconsistent decisions and payment rates dictate your destiny.** The key to retaining the landscape of the DME business is not allowing the payers (and the referrals) to dictate your business. There will be discussion to ensure you are able to plan the framework to effectively get to your destination of being **paid timely and accurately** for the products and services you provide one way or another (insurance or private pay). You will learn all the required rules and regulations necessary to navigate in this new landscape PLUS earn **0.3 CEUs**. **Learning Objectives:** Draw an educated conclusion of when you can accept a payer’s rates with the current documentation requirements (enrollment status and ABN); Discover viable options when you determine you can’t accept the patient’s insurance rates; Identifying areas where reimbursement is not being captured – repairs, temporary replacement equipment (not a loaner/free); Reviewing updates (policy, audits, regulations) occurring to ensure those gray areas are revealed and identified.*

**REQUIRED:** VGM Education is accredited by the International Association for Continuing Education and Training and is authorized to issue the IACET CEU. VGM Education is authorized by IACET to offer **0.3 CEUs** for this program. This program has been approved for **3 contact hours** Continuing Respiratory Care Education (CRCE) credit by the American Association for Respiratory Care, 9425 N. MacArthur Boulevard, Suite 100, Irving, TX 75063. Sponsor ID #: 9366708. AARC Course #: 151359000. To qualify for CEUs, participants must sign in at the registration desk, attend 90 percent of the presentation minimum, & complete an evaluation form.

**0.03 CEUs for both IACET & AARC - APPROVED**

12:00 noon **Boxed Lunch Served – Commercial Break – Associate Member “Brag Time”**

12:30 pm **NEW Laura Williard – VP, 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 and **address ESRD Proposed Rule. PART TWO: TennCare Update CONTINUED and a comprehensive Q & A Session will follow.***

1:30 pm **Belinda Yandell, CGS Community Coach, “Medicare Update: Documentation Requirements – Refills, Delivery & ABNs”**

*Belinda gives updates/answers questions regarding Medicare program participation. Q&A follows as part of the roundtable session following this presentation*

**2:15 pm – 2:30 pm Commercial Break – Associate Member “Brag Time”**

2:30 pm **Payer & Expert Roundtable: Experts & Peer Networking (Amerigroup, AAHomecare, BCBSTN, CGS, United Healthcare, VGM/Reimbursement)**

*One topic per table and **20 minute** networking sessions that give you opportunity to learn not only from the experts, but from your peers. The expert will provide a brief overview of the topic and then will open the discussions to the attendees – Attend all or just the ones you wish. A bell will ring and you will have **FIVE** minutes to choose your next table topic. Listen, Ask, Learn!*

4:00 pm **Adjourn**

**ATHOMES THANKS YOU!!**

