



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

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Newsletter Feedback

We invite your comments and questions. Please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P NEWS

The AOPA Policy Forum an Important Success for 2011: Rigorous Information from Experts, Effective Advocacy from Members!

Last week's 2011 Policy Forum from **AOPA** proved to be a success for **AOPA** members and the O&P community as a whole. The first day provided attendees intensive information sessions about the condition and trajectory of O&P amid a very challenging political environment. More than 100 **AOPA** members attended the sessions which focused on legislative and regulatory issues on both the state and national level.

Reflecting the growing importance of state level issues now moving to center stage, a special training session was held for those **AOPA** members who have volunteered to be **AOPA's** eyes and ears in the states by watching for any regulatory or legislative threats to O&P. The "state reps" are the early warning system because so many issues begin in one state and quickly ricochet to all 50. To further strengthen the ability to deal with state issues, **AOPA's** Policy Forum enlisted Denise Rozell, assistant vice president, state government relations at Easter Seals. She described the mechanics of their state advocacy effort at the training session for **AOPA** members volunteering to be state reps that kicked off the Policy Forum activities. Easter Seals could be a possible role model for the O&P community. At a later session Mary Andrus, assistant vice president, government relations at Easter Seals told how state and federal issues intersected in their own advocacy efforts to provide a much stronger program at both levels. Both emphasized the importance of face-to-face advocacy and the need to enlist patients and other organizations with common interests as co-advocates.

Other sessions with an emphasis on national legislative and regulatory issues included a tutorial by two former Congressmen, Scott Klug (R-WI) and Earl Pomeroy (D-ND) on current and future budget deliberations and their potential impact on O&P. Mr. Laurence Wilson, Director, Chronic Care Policy Group, provided the CMS address answering a range of questions. Several speakers briefed attendees on our Medicare and insurance legislation.

Chair of the Health Subcommittee of the House Ways and Means Committee, Rep Wally Herger (R-CA) concluded the session with a hard hitting message on reining in government spending but made a special point of singling out the great contribution made by O&P. Thirty-one **AOPA** members participated in a separate O&P PAC reception that evening for Congressman Herger further cementing a very important relationship to the O&P community.

[Click here to see AOPA Executive Director Tom Fise moderate a discussion between Former Congressman Earl Pomeroy \(D-ND\) and Former Congressman Scott Klug \(R-WI\).](#)

[Click here to see Tom Scully, former head of CMS and AOPA's lobbyist from Alston & Bird, introducing Laurence Wilson, Director, Chronic Care Policy Group at CMS.](#)

[Click here to see Peter Thomas, Counsel for the O&P Alliance and General Counsel for NAAOP discussing PPACA.](#)

[Click here to see Mary Andrus, Assistant Vice President, Government Relations from Easter Seals speaking about state advocacy.](#)

[Click here to see Frank Bostock, CO, FAAOP and Melinda Lisle speaking about their experiences combating state Medicaid cuts.](#)

[Click here to see Kevin Brennan, AOPA lobbyist from Foley-Hoag, preparing the attendees](#)

[for their visits to the Hill.](#)

[Click here to see Rep. Herger \(R-CA\) speaking to the Policy Forum.](#)

[Click here to see Catriona Macdonald, AOPA lobbyist with Linchpin, speaking about strategies to increase funding for O&P education and outcomes research.](#)

[Click here to see AOPA President Tom DiBello, CO, FAAOP speaking with Rep. Herger.](#)

[Click here to see Immediate Past President of AOPA James Kaiser, CP, Amputee Coalition President and CEO Kendra Calhoun, and Rep. Herger.](#)

[Click here to see John Kenney, former Vice-Chair of the BOC Board of Directors, presenting a special gift to the AOPA Promote committee on behalf of BOC and its President and CEO Claudia Zacharias.](#)

[Click here to see AOPA President Tom DiBello, CO, FAAOP acknowledging and thanking the sponsors of the 2011 AOPA Policy Forum.](#)

On day two, Tuesday April 12, **AOPA** members attended a record number of visits on the Hill: more than 100 **AOPA** members each attending 2-8 meetings for a grand total of 413 meetings with Members of Congress and staff for the 2011 Policy Forum. These annual visits make a huge contribution toward expanding the understanding and appreciation for the unique difference O&P services make in the lives of patients. Members drove home the message that what they do is often the touchstone to achieving a quality of life that returns each patient to their maximum potential. Last year's Policy Forum achieved 232 separate meetings with the legislative decision makers. During the visits, **AOPA** members were given a set of talking points to use along with their anecdotal experiences as patient care providers and made "asks" of the offices for support on specific issues. The talking points included:

- **O&P Medicare Improvement Act:** Main message - Saves taxpayers a minimum of \$250 million over five years by curbing fraud and abuse. Key components: (1) Reimbursing in licensure states only those properly licensed. In non-licensure states reimbursement is limited to only those credentialed by a recognized body that meets ABC or BOC standards. (2) It limits deemed accrediting bodies to those experienced in O&P that meet BIPA 427 criteria. (3) Links reimbursement to the qualifications of the provider and the complexity of the device the patient needs.
- **Insurance Fairness for Amputees Act (S.773):** Main message - Providing timely O&P treatment can avoid costly co-morbidities and return patients to active, productive lives as taxpayers instead of consumers of tax dollars. This legislation was previously known as "O&P Parity" but many misunderstood this as a mandate for coverage. The bill name was changed to make clearer that only if a private insurer chooses to offer O&P coverage it must provide it at the same surgical and medical benefits of other covered risks with no caps or lifetime limits. Studies show that the incremental costs of this coverage improvement would cost less than 60 cents, in additional premium per insured, per year.
- **Inclusion of Orthotics and Prosthetics in Definition of "Essential Benefits":** Main message - it was always intended that O&P be included as was clearly stated in the House version of the Affordable Care Act. However, the Senate version was signed into law and left defining essential benefits to the Secretary of Health & Human Services. Rep. George Miller (D-7th CA) and Rep. Bill Pascrell, Jr., (D-8th NJ) have issued statements in the Congressional Record confirming this intent. Not being included could seriously affect O&P patient care with third party payers all over the lot in providing coverage.
- **Exclude O&P Medical Devices from 2.3 Percent Excise Tax:** Main Message - O&P providers deliver a finished device at their facilities to patients for their individual use, and therefore should qualify for one of the exemptions from the tax set out in the law. FDA rules over the past 35 years have referred to retail O&P patient care facilities. Eyeglasses and hearing aids are exempt as prescribed custom modified articles which match in many ways

the process of O&P provided care. **AOPA** believes both manufacturers and patient care facilities qualify for the exemption.

- **Support Veterans Bill of Rights (HR 805):** Main Message - Make sure veterans know their current right to obtain treatment from a practitioner of their choice in a venue of their choice. The bill requires these rights to be posted in every VA O&P clinic for injured and amputee veterans to see. It promotes a continuum of care for amputees transitioning from the Department of Defense (DoD) to the Department of Veterans Affairs (VA).
- **O&P Needs Short Term Grants to Train Future Practitioners:** Main message - the aging population and increasing incidence of diabetes and other cardiovascular disease creates growing demand for highly skilled practitioners to provide O&P services. As entry level qualifications requiring a master's degree, the shortage of skilled professionals will skyrocket as more and more current practitioners retire. These grants are needed to meet this critical demand.
- **Funds should be provided for Outcomes-Based Research/Evidence-Based Practice:** Main message - while Congress has provided research funds to restore maximum functionality for wounded warriors and veterans, O&P research has been less focused on outcomes than in research by allied health professions. Significant research questions remain unanswered such as: (1) What interventions can prevent amputation or subsequent surgeries; (2) at what point in treatment is O&P intervention most effective; (3) which patients benefit most from which technologies; (4) what O&P practices facilitate successful aging, and how does the aging process affect the use of prosthetics, including skin breakdown, loss of balance, falls and other issues, such as promoting return to work? These and other key questions remain unanswered but outcomes research can be vitally important in reducing future health care costs and ensuring that patients receive appropriate, necessary care.

[Click here to view the talking points and all materials given to Congressional offices during visits by Policy Forum attendees last week.](#)

2011 will be a challenging year and a year that will demand intense vigilance and action to make sure that O&P patients are protected. **AOPA** will continue to work with members who face challenges on the state level and will continue to lead the charge in DC on several legislative and regulatory fronts. **AOPA** will keep members apprised of all these activities and we hope you will join us next year at the 2012 Policy Forum.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Thank You to the 2011 Policy Forum Sponsors!

AOPA would like to recognize those companies that are helping make the [2011 Policy Forum](#) possible at this very important time:

[Otto Bock HealthCare](#) (Silver Level Sponsor)

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O&P PAC Corner

The O&P PAC Corner provides updates on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&P PAC has supported.

The O&P PAC would like to acknowledge and thank the following **AOPA** members for their recent contributions to and support of the O&P PAC: Sherrie Anderson, CP; Robert Arbogast; Stephen A. Blackwell, CPO, LPO; Maynard Carkhuff; Marty Carlson, CPO; Mary Charton; James Claiborne, CPO; Fred Crawford; Heather Davidson, CO; Thomas V. DiBello, CO, FAAOP; Kathy Dodson; Kathleen Easterbrooks; Robert Easterbrooks, CPO; Rick Fleetwood, MPA; Ed Gildehaus III, CPO, C.Ped., FAAOP; M. Kale Hinnant, CP, FAAOP; James Hughes, CP, LP; James Kaiser, CP; Ronald G. Lanquist, CO; Robert V. Leimkuehler, CPO; Jon Leimkuehler, CPO, FAAOP; Eileen Levis; Anita Liberman-Lampear, MA; Randall L. Ludolph, CP; Mark Maguire, CPO; Clyde Newton Massey, CPO; Brad Mattear, CPO; Tina Moran; Eric Neufeld, CPO; Ronald W. Pawlowski, CPO; Mark A. Porth, CPO, FAAOP; Joshua Schenkman; Mark W. Smith, CP; Donald Virostek, CPO, LPO; Ed & Ashlie White; James Young, CP, LP, FAAOP; and Claudia Zacharias, MBA, CAE

The O&P PAC would also like to acknowledge and thank the following **AOPA** members for their recent contributions to the O&P PAC sponsored fundraiser for Congressman Wally Herger (R-CA): Ryan Arbogast; Kel Bergmann, CPO; Stephen Blackwell, CPO, FAAOP; Frank Bostock, CO, FAAOP; Maynard Carkhuff; Fred Crawford; Glenn Crumpton, CPO, C.Ped.; Charles Dankmeyer, Jr., CPO; Thomas V. DiBello, CO, FAAOP; Deane Doty, CPO; Robert Easterbrooks, Jr., CPO; Rick Fleetwood, MPA; Bert Harman; James A. Kaiser, CP; Marc Karn, CP; Michelle Koehler, CO; Thomas Kirk, Ph.D; Mark Kirchner, CPO; Al Kritter, Jr., CPO, FAAOP; Jon Leimkuehler, CPO; Robert Morgan; Ralph Nobbe, CPO; Jeff Parsons, LO, CO; Scott Schneider; Chris Snell; Clint Snell, CP; Rick Stapleton, CPO; Brian Steinberg, CO; Frank Vero, CPO; James Weber, MBA; and James O. Young, CP, FAAOP

The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House and Senate to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

In order to participate in the O&P PAC, federal law mandates that you must first sign an authorization form.

[Click here to view and sign an O&P PAC authorization form.](#)

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854; or Kathy Dodson at kdodson@AOPAnet.org or (571) 431-0810.

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The Amputee Coalition and AOPA Hail Senators Snowe (R-ME) and Harkin (D-IA) for Introducing S.773, the "Insurance Fairness for Amputees Act" in U.S. Senate

On April 8, Senators Olympia Snowe (R-ME) and Tom Harkin (D-IA) introduced S.773, the Insurance Fairness for Amputees Act. These same two Senators had introduced the orthotic prosthetic parity bill in 2008 and again in 2010. In its prior incarnation in 2010, the bill had been called the Senate Prosthetics and Custom Orthotics Parity Act.

The Amputee Coalition and **AOPA**, with important support from the O&P Alliance have worked hard to

get the bill introduced in the 112th Congress. **AOPA** has developed significant data to demonstrate that the costs of extending this bill to include orthotics as well as prosthetics would not undermine the bill's prospects for being enacted. In the course of this effort, an excellent strategic and working partnership has been forged between **AOPA** and the Amputee Coalition, which has, from the outset, championed so effectively the effort to enact parity statutes at both state and federal levels.

And the Fairness for Amputees Act is more important than ever. Under the health care reform law signed in 2010, the *Patient Protection and Affordable Care Act (PPACA)*, there are provisions for sale of health insurance across state lines using health insurance compacts.

S.773 is not a mandate for coverage, but it does say that any insurer which offers orthotics and/or prosthetics coverage is required to provide it on the same terms as that policy's general medical and surgical provisions. This means there could be no lower lifetime caps, no "one prosthesis/orthosis per life" provisions.

So, with the introduction of S.773, we now have prosthetic and orthotic parity bill in the Senate and anticipate the same bill being introduced soon in the House or Representatives in the near future. In the meantime, **AOPA** thanks Senators Snowe, Harkin and their staffs for their hard work and for introducing S.773, the Insurance Fairness for Amputees Act.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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HIPAA 5010: CEDI Educational Calls

Beginning January 1, 2012, all HIPAA covered entities (suppliers, health plans, clearinghouses, billing services, etc.) will be required to use the new HIPAA 5010 format for all HIPAA covered electronic transactions (claims submissions, remittance notices, claim status requests, etc.). If you do not make the switch to the HIPAA 5010 format before January 1, 2012, you will experience delays in processing your claims with both Medicare and private payers, as the current 4010 format will not be accepted after January 1, 2012. Don't wait or hesitate, the deadline is closer than you think.

The Common Electronic Data Interchange (CEDI) will be offering a series of educational calls to help Medicare Fee for Service Providers make the switch to the new HIPAA 5010 format. The first call will take place on April 27, 2011 at 1:00 pm EDT. This first call will provide you with an overview of the 5010 transition and what you need to do to get ready for the transition.

[Click here to register for the webinar.](#)

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854, or Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811.

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Join AOPA for the May 11 Audio Conference "Which Box to Check? The Negative Effect of the CMS 855S on Reimbursement"

Medicare provider enrollment is a confusing and often frustrating process. Simple mistakes such as checking the wrong box may have a long term negative impact on your ability to provide O&P services to Medicare beneficiaries. **AOPA** is here to help you understand the Medicare enrollment process and avoid some of its potential pitfalls. Join **AOPA** on May 11, 2011 at 1 p.m. EDT for aits AOPAversity Mastering Medicare Audio Conference "Which Box to Check? The Negative Effect of the CMS 855S on Reimbursement." Topics for discussion include:

- Proper completion of the CMS 855S DMEPOS Provider Enrollment Application
- Common mistakes that may cause the loss of time and money
- PECOS and its role in DMEPOS provider enrollment

- Proper self reporting of your business type(s)
- Accreditation and Surety Bonds

The cost of participating \$99 per line for **AOPA** members (\$199 for nonmembers) and any number of employees may listen on a given line. Listeners can earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80 percent. Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854 with content questions.

[Click here to register online.](#)

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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First AOPA Advanced Coding and Billing Seminar of 2011: May 19-20 in Las Vegas

Don't miss the opportunity to experience two days of valuable O&P coding and billing information from **AOPA** experts. The Advanced Coding and Billing Seminars include breakout sessions for practitioners and administrators that will focus on each group's specific interests and educational needs.

The first **AOPA** Advanced Coding and Billing Seminar of 2011 will be held at the Mirage Resort and Casino in Las Vegas, Nevada on May 19-20, 2011 Early bird registration for the Las Vegas seminar is now open and attendees who register prior to April 20, 2011 will receive a \$25 discount off the regular tuition price. **AOPA** has secured a very attractive room rate of \$125 per night at the Mirage.

What You Will Learn

- How to use Medical Policies to improve your reimbursement
- Hints on what, when, and how to document your interaction with patients
- How to develop and execute a successful compliance plan
- How to properly perform self audits of your charts and what to do when you discover problems

In the breakout session Practitioners will cover:

- General Coding Principles
- "Hands on" coding of specific devices
- Proper coding for repairs and adjustments
- Reimbursement for unlisted codes
- Codes that are mutually exclusive and should not be billed together

In the breakout session Administrators will cover:

- Updated Quality and Supplier Standards
- Strategies for handling appeals and denials
- How to handle unique billing situations
- Documentation Requirements
- Medicare as Secondary Payer

[Click here to register for the May 19-20 AOPA Advanced Coding and Billing Seminar.](#)

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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2011 National Assembly News: New Video! Ultra-Low, \$135 Per Night Room Rates! And Registration is Now Open!

Check out [AOPA's brand new 2011 National Assembly advertisement](#) and mark your calendars now for the American Orthotic and Prosthetic Association's 94th National Assembly September 19-22, 2011! If you are involved in O&P research or the delivery of O&P care and services-don't miss this

chance to join your colleagues in Las Vegas, Nevada, at the country's largest and most prestigious O&P meeting. Registration is now open for the September 19-22 meeting.

[Click here to register now!](#)

The comprehensive programming and energized atmosphere of the Scientific Sessions provides cutting-edge education and information for all members of the O&P community-orthotists, prosthetists, pedorthists, physicians, scientists, researchers, technicians, managers, business owners, office staff, nurses, nurse practitioners, podiatrists, and other health care professionals. And you won't want to miss the business management sessions headlined by the Sam E. Hamontree, CP, Award-winning lecture.

AOPA has secured a room rate of \$135 per night for the 2011 National Assembly. That's right, \$135: it's not an optical illusion - it's the Mirage room rate for this year's assembly. Don't miss this opportunity to enjoy AAA Four Diamond luxury for the fantastic room rate of only \$135 per night.

Science, Business, Fantastic Networking Opportunities and an incredible \$135 per night room rate at the Mirage Resort, September 19-22, 2011. To reserve your room today call (800) 627-6667 or (702) 791-7111 and mention the **AOPA** registration code "AOPMB." You can also reserve a room online by [clicking here](#).

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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Complete the 2011 Operating Performance and Compensation/Benefits Reports Today!

Watch for the *2011 Operating Performance Compensation and Benefits Report* survey questionnaire that should be in your mail box next week. By completing the questionnaire you automatically reserve your FREE copy of the survey, your customized *Company Report* and you obtain an opportunity for a one-to-one consultation with **AOPA's** consulting experts, Industry Insights.

Industry Insights has conducted this survey for almost a decade and has a wealth of experience in analyzing the data and providing "top performer" comparisons with your own performance. The lessons learned can be invaluable to your management decision making process and represents the most useful benchmarking information available in the O&P field.

Remember - all data is absolutely confidential and no one from **AOPA** or any other entity sees the data except the Industry Insight consultants who are bound by a strict confidentiality agreement.

So why would you as a member pay \$295 (\$425 for non-members) for this "must have" information when you can get your own free copy along with your *Company Report* which analyzes your business and qualifies you for the personal consultation.

There are three ways to participate - (1) Complete the hard copy survey questionnaire and return it to Industry Insights; (2) Go online to www.AOPA-Survey.com for the convenient "save and return" way of providing your data; or (3) Send your financial statements to Industry Insights and they will enter your data.

AOPA and Industry Insights conduct the Operating Performance Report survey every year. In the odd number years such as this year, the Report is expanded to include the operating data plus the all important compensation and benefits information. This is the year for reporting the entire package which makes it even more persuasive to participate and get the full benefit of your free report, analysis and personal consultation.

Leading this project are **AOPA** members chaired by Mike Hamontree including Candy Carlson, Craig

Wright, Jim Weber and Bob Leimkuehler joined by Industry Insight experts, Scott Hackworth and Michael Becher.

If you have any questions about how you can participate in this year's survey, contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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AOPA Promote Committee Looking to Recruit Patients as O&P Spokespersons

AOPA's Promote Committee is searching for O&P patients who are willing to share their personal stories of thriving with prosthetic and/or custom orthotic devices, thanks to Medicaid coverage. As you know, we are facing an increasing number of proposals for state Medicaid cuts to O&P care. To combat this, **AOPA** is looking to pitch personal stories of success to local and national media outlets thanks to coverage of Medicaid budget debates.

If you have a patient that fits the following criteria, please email Steven Rybicki (at srybicki@AOPAnet.org) a brief overview of his/her story along with contact information and any relevant links that will help us understand that person's story (ex. links to any previous online news coverage featuring that person, an online bio, a LinkedIn page, personal website, etc.).

The patient should possess the following traits/characteristics:

1. Articulate and outgoing
2. Happy/positive
3. Thriving with prosthetic or custom orthotic device that was paid for in part by Medicaid coverage
4. Preferably maintains a full or part-time job
5. Willing and comfortable with sharing personal details of their story and the impact of being an amputee
6. Has a well-maintained physical appearance
7. Over age 21
8. Has given you permission to send us his/her story and contact information

The patient should NOT possess the following traits/characteristics:

1. Quiet, gives one word responses to questions
2. Sarcastic, cynical, or negative
3. Curses frequently
4. Openly and irrationally critical of others, including government organizations or a previous care provider

Our objective is to show the successes that people with limb loss or difference can achieve once provided the appropriate tools. Studies have shown that providing O&P services actually saves states money by restoring personal independence and productivity and by reducing secondary and life-threatening complications. Now, we're looking to personalize those findings by telling the stories of those who are living proof.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Reminder from The Amputee Coalition: April is Limb Loss Awareness Month

The Amputee Coalition announced that 37 Governors across the United States have signed proclamations declaring April as Limb Loss Awareness month. To further the cause, the Amputee Coalition has established a website (www.507aday.org) directed providing information about the Limb Loss Awareness Month campaign and about the incidence and risks of amputation in the United States.

States.

[Click here to visit 507aday.org.](#)

For more information about Limb Loss Awareness Month call (888) 267-5669.

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O&P RESOURCES FROM AOPA

2011 AOPA Coding Products Now Available

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The 2011 **AOPA** coding products are now available through the **AOPA** bookstore and may be ordered by calling the AOPA Bookstore at (571) 431-0876, or by [downloading the 2011 Product Catalogue](#) and faxing your order to (571) 431-0899.

The 2011 *Illustrated Guide*, *Quick Coder* and *Coding Pro* include all of the newly released HCPCS codes that describe O&P items. **In addition, the 2011 *Coding Pro* contains a new, interactive glossary that allows you to click on selected terms within a code descriptor and immediately view the O&P based definition of the selected term.**

As an added bonus, if you purchase all three **AOPA** coding products at the same time, you will receive a bundled discount of \$50 off the regular retail price of the three items as sold separately.

AOPA's Coding products have long been considered the definitive coding resources for the O&P industry. Make sure yours are current and up to date!

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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Check Out the AOPA Job Board for New Opportunities in O&P

If you need a position filled at your business or are interested in looking at other job possibilities within the O&P field, check out the [AOPA Online Job Board](#). The online job board sports a freshly updated look and an easy-to-navigate profile creation system.

In the past month the Job Board has been viewed over 8,000 times by more than 1,500 unique users. If you want people to find out about a job opening at your facility or are interested in posting your resume for employers to view for potential openings, visit the [AOPA Online Job Board](#) today.

And remember: if you advertise on the Online Job Board and decide to also advertise in the *O&P Almanac*, then you'll receive a 5 percent discount on the cost of advertising in the *Almanac* and on the Job Board.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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The 2011 Audio Conference Series from AOPA

Numerous offices have benefited from their participation in **AOPA's** Medicare Audio Conferences. These one hour sessions come to you in the comfort of your office on the second Wednesday of each month at 1:00 pm Eastern. This series provides an outstanding opportunity for you and your staff to stay abreast of the latest hot topics in O&P, as well as gain clarification and ask questions on topics that you may not understand as fully as you would like to.

Seminars are still priced at just \$99 per line for members (\$199 for non-members). Buy the series and get two free: members pay just \$99 and non-members pay \$199. If you purchase all the

get two free, members pay just \$500 and nonmembers pay \$1000. If you purchase all the conferences, all conferences from months prior to your purchase of the set will be sent to you as CDs.

These convenient one hour telephone seminars are designed to fit easily into your busy schedule. Any practitioners needing credit can get 1.5 per audio conference by returning the provided quiz within 30 days and scoring at least 80%. Billing staff and others who don't need credit can nonetheless gain information they will use right away. The topics for 2011 are:

- January 12: How to Meet the New Medicare Supplier Standards (Available on CD)
- Feb. 9: Using the Lower Limb Medical Policy to Your Advantage (Available on CD)
- March 9: Enhance Your Claims Success, Two Letters at a Time (Available on CD)
- April 13: Improving Clinical Documentation (Available on CD)
- May 11: Which Box to Check? The Negative Effect of the 855S on Reimbursement
- June 8: Preventing Audit Disasters
- July 13: Don't Rile the OSHA Police
- August 10: How to Get Paid for Miscellaneous and Repair Codes
- September 14: Don't Run Afoul of the KO Rules
- October 12: Developing Your Medicare Billing Compliance Plan
- November 9: Happy Holidays: Kickbacks and Gifts in O&P
- December 14: Are You Ready for the New Year? 2012 New Codes and Policies

[Click here to register for any 2011 Audio Conference.](#)

If you miss an audio conference, it will be available on CD after the fact. Cost is the same as if you participate live (\$99/\$199). We hope you'll be able to join us for this year's series.

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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O&P INSIDER'S TRACK

The Only Up-to-the Minute O&P Newsline

In Memoriam

AOPA in Advance received this remembrance from **Hanger Orthopedic Group**:

It is with deep sadness that we report the passing of **Brandon Barth**, a resident working at Hanger Prosthetics and Orthotics. Brandon, 26-years-old, suffered an Arteriovenous malformation (AVM) and passed away Saturday, April 9, 2011. Brandon was a resident in Hanger's Phoenix, Arizona office where he was training to become a certified orthotist.

Hanger Area Practice Manager and Certified Orthotist Bret Bostock said, "As Brandon's residency was winding down, he showed a great understanding in the world of orthotics. Truly driven to help change the standard of care, Brandon was focused on changing the lives and outcomes of neurological patients. In the short couple of years we had the honor to work with him, Brandon challenged us all to do better and he truly connected with all of the people and patients he worked with. His passion and drive is unmatched by many. If we all pushed the limits of what we can do for others as Brandon did, the world would surely be a better place. Words cannot completely express the love our group has for Brandon. He is a great man, friend, and professional, and he will be greatly missed by all but never forgotten."

In lieu of flowers, the family has requested donations be made to the Brandon Barth Memorial Fund, a Wells Fargo account the family will use to collect donations and distribute to charitable causes as they see fit, likely stroke-related charities. Donations can be made directly at any Wells Fargo bank by check payable to the Brandon Barth Memorial Fund, or for those who have a Wells Fargo account, funds can be transferred into the account directly (Acct # 6836053923).

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People in the News

[Hanger Orthopedic Group, Inc.](#) announced the hiring of new employees:

- **William (Bill) Barringer, CO** joined its patient care facility in Oklahoma City, Oklahoma;
- **Ross Bosetti, CPO** joined its patient care facility in Manitowoc, Wisconsin;
- **Adam Archibee, CP** joined its patient care facility in Buffalo, New York;
- **Patrick Flaherty, CP** joined its patient care facility in Cincinnati, Ohio;
- **Brock Sande, CPO** joined its patient care facility in Richland, Washington;
- **Daryl Lea**, joined its patient care facilities in Thomasville and Moultrie, Georgia;
- **Jay Sciortino, CPO** joined its patient care facilities in Vancouver/Longview, Washington;
- **Jennifer Marchel, CP** joined its patient care facility in Austin, Texas;
- **Kelly Davis, BOCOP** joined its patient care facility in El Dorado, Arkansas;
- **Anthony Ung, CO** joined its patient care facility in Orange, California;
- **Jared Butler, CO** joined its patient care facility in Salt Lake City, Utah;
- **Daniel Ballarin, CO** joined its patient care facility in Omaha, Nebraska;
- **Rodney Wilkinson**, joined its patient care facility in St. Louis, Missouri;
- **Andre Bellicini** joined its patient care facility in Tallahassee, Florida
- **Alicia Boniecka, CO** joined its patient care facility in Tamarac, Florida;
- **Leslie King, CPO** joined its patient care facility in Oak Ridge, Tennessee as Practice Manager;
- **Carlos Garcia Rodriguez, CPO, C. Ped** - joined its patient care facility in Louisville, Kentucky;
- **Lee Engel, CO** joined its patient care facility in Geneva, New York;
- **Brian Greer, CP** joined its patient care facility in Lynchburg, Virginia as Practice Manager.

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Businesses in the News

The [American Board for Certification in Orthotics, Prosthetics, and Pedorthics](#) (ABC) is seeking nominees for four positions on its Board of Directors. The open positions are for three Directors and one Public Member Director. Each position entails a four-year commitment beginning December 1, 2011. The deadline for submission of nominations is June 1, 2011. For more information or to formally submit a nomination, please contact Steve Fletcher, CPO, LPO at sfletcher@abcp.org or (703) 836-7114, ext. 216.

The [Orthotic & Prosthetic Assistance Fund](#) (OPAF) announced that the OPAF Dale Yasukawa Scholarship Fund is now accepting applications from Northwestern University students currently enrolled in the O & P program. Scholarship applications are due by May 15. [Click here for more information.](#)

The [Orthotic & Prosthetic Group of America](#) (OPGA) announced its new premier partnership with [SoleTech](#).

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on May 3. So if you have a new employee or a new office, tell us! Share your news with the over 15,000 readers of the *O&P Almanac* and **AOPA In Advance** newsletter. Contact Steven Rybicki at srybicki@AOPAnet.org

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