



**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

Time is Running Out: Please Help Make Annual Business Meeting as Efficient as Possible!

AOPA has so supercharged the Orlando National Assembly program with such high-powered talent that we want to make sure our Annual Business Meeting (ABM) and Election of Officers, scheduled for 8:25 AM - 9:00 AM on Friday, October 1, operates at peak efficiency. To avoid a parliamentary problem related to establishing quorum, **AOPA** Board Members have been asked by **AOPA** President James Kaiser, CP, to solicit proxies in order to be certain that we will meet quorum. This will allow us to use both our plenary education sessions as well as our ABM optimally, sharing information and getting things accomplished without unnecessary delays or time wasted with an extended registration period immediately before we can kick off the ABM.

[Click here to choose an AOPA Board Member as your proxy vote at the AOPA National Assembly.](#)

Please download, fill-out, and fax the completed Proxy Form to **AOPA's** fax number, (571) 431-0899.

The ABM itself will be part of a larger general session program which begins at 7:00 AM, and includes a keynote speech by generation gap expert, Bruce Tulgan, a presentation on how the new healthcare law impacts O&P by former HealthSouth executive John Markus, and the first-ever award-winning presentation in the Sam E. Hamontree, CP, Business Education Award series.

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

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A Tempting New Orlando Attraction

The **AOPA** National Assembly is *The Place To Be* for the best in business and clinical education in a wonderful resort setting. And it's also the home to great networking and social events with your colleagues - one of which just got even more exciting.

AOPA is proud to announce the Welcome to Orlando "Margaritaville Style" opening reception will now feature the music of "Glenn Leonard's Temptations Rewue". Glenn was lead singer of the Temptations from 1975 - 1983 and has assembled a talented crew to celebrate the music of the era of Motown and beyond!

Glenn recorded ten albums in his time with the Temptations and his biggest hits included "Ever Ready Love," "I'm on Fire," and "Power". Enjoy these and their Motown hits, including "My Girl," "Ain't Too Proud to Beg," and "Papa Was a Rollin' Stone," as you sip your margaritas, and start planning your path though the exhibit hall and kick off the National Assembly with your colleagues.

There's still time to register for the 93rd **AOPA** National Assembly at the luxurious Rosen Shingle Creek Resort. This beautiful property features an on-site golf course, spa, fine dining as well as more casual eateries. Enjoy golf, walking and nature trails, fishing, hiking or just enjoy the beautiful surrounding. All of the famous Orlando, Fla., attractions are just a short ride away.

[Click here to register.](#)

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

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Universal Redetermination Request Form Available

The Four DME MACs have recently announced the availability of a universal redetermination request form effective for use on or after September 15, 2010. This universal form is accepted by all four DME MAC jurisdictions and is designed to assist suppliers with patients in multiple DME MAC jurisdictions.

The new form is available on each DME MACs website. The websites also contain a guideline and checklist document that will help you determine if your claim is eligible for redetermination.

The following links will take you to the form on each of the DME MAC's sites.

[Jurisdiction A](#)

[Jurisdiction B](#)

[Jurisdiction C](#)

[Jurisdiction D](#)

Questions? Contact Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811.

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O&P Almanac Wins Magazine Awards

The *O&P Almanac* was alerted by Graphic Design USA that the [February 2010](#) and [March 2010](#) issues of the magazine were each awarded American Graphic Design Awards for 2010.

According to Graphic Design USA, advertising agencies, graphic design firms, corporations, institutions, publishers, are among the entities eligible for recognition and that they honor "outstanding work across all media: print and collateral, advertising and sales promotion, corporate identity and logos, internet and interactive design, packaging and p-o-p, broadcast and motion graphics."

This year, the contest attracted more than 8,000 entries and **AOPA** is honored that the *O&P Almanac* is one of the winners. In particular, **AOPA** wishes to express its thanks to Catherine Marinoff at Marinoff Design, the magazine's graphic designer, and Josephine Rossi, Editor of the *O&P Almanac*, for their hard work and the impressive product that **AOPA** is able to provide to members on a monthly basis.

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

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New! AOPAversity Practice Management Webcast Now Available

Following the success of the **AOPA**versity Mastering Medicare webcast series, **AOPA** is pleased to announce the availability of the first three modules of the **AOPA**versity Practice Management webcast series, focusing on helping you develop sound business practices. Currently available modules discuss the creation of a new O&P business, the acquisition of an existing O&P business, and enrolling in the Medicare and Medicaid programs. Additional modules are currently being developed with a total of twelve one hour long webcast modules planned.

Don't miss this valuable opportunity to increase your O&P business knowledge. The cost for each module is only \$99 for **AOPA** members and \$199 for non-members. You can earn valuable continuing education credits through ABC and BOC by completing and returning the quiz that accompanies each module.

To register, contact Ann Davis at (571) 431-0876 or adavis@AOPAnet.org.

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Take the August 2010 Business Conditions Survey

The latest **AOPA** Business Conditions Survey has been released. This month's survey includes questions about year-to-year revenue comparisons and questions about interaction with the **AOPA** web site.

The survey takes only a couple minutes to complete and, like all Business Conditions Surveys, your answers are anonymous. This current survey inquires about comparisons in revenue from 2009 to 2010, the incidence of facility-assisted financial aid being offered to patients who have lost health insurance and facility employment projections.

[Click here to take the August 2010 Business Conditions Survey.](#)

If you are in charge of making business decisions for your O&P patient care facility and are not receiving the monthly Business Conditions Surveys, please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835 and your email address will be added to the distribution list.

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Las Vegas Coding and Billing Seminar Room Rates Lowered!

Great News! Now the upcoming Advanced Coding and Billing Seminar in Las Vegas (Oct. 14-15) is an even better deal! We've been able to renegotiate the room rate at the beautiful Mandalay Bay Resort from \$179 down to \$119, a 34% savings.

Don't miss this opportunity to enhance your coding and billing skills, network with others who have the same billing issues, and see a truly unique city, all for \$119 per night. And remember that the second and all subsequent attendees from the same company have their registration fee reduced by \$50, costing you only \$500 (for members) instead of the full price of \$550.

What You Will Learn

- Medical Policies
- Hints on better documentation
- How to create a compliance plan
- How to audit your charts

In the breakout session Practitioners will cover:

- Coding Principles
- How to code complex devices
- Coding of repairs and adjustments
- Usage of '99 codes
- Mutually exclusive codes

In the breakout session Administrators will cover:

- The 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.](#)

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

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Wine Tasting and Auction Receives Wine Donations in Anticipation of September 30 Event

More than 40 lots of wine have been donated to the Wine Tasting and Auction, including wine from **AOPA**-member vineyards. Don't miss this event from 6:30 - 8:00 PM on Thursday, September 30 at the **AOPA** National Assembly! Stop by the **AOPA** Assembly Booth, #413, for more information in Orlando.

[Click here for more information.](#)

[Click here to register.](#)

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854.

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Less Than Two Weeks Remain Until the 2010 AOPA National Assembly in Orlando!



Registration is now open for the 93rd **AOPA** National Assembly. The AOPA National Assembly is *the place to be* (Sept. 29 - Oct. 2, Orlando, FL) for excellent O&P clinical and business education programming. [Click here to view the program.](#)

The American Board for Certification in Orthotics, Prosthetics and Pedorthics, Inc. has approved up to 34.25 Mandatory Continuing Education Credits for the 2010 **AOPA** National Assembly. Additionally, BOC Certified Practitioners can earn over 34 Continuing Education Units at the 2010 **AOPA** Assembly. A variety of Category I and II CEUs are available for certificants to earn by attending clinical and business-related workshops, general sessions, education sessions and product preview theaters. Up to three CEUs are available to BOC Certificants who submit an Exhibit Hall form, which will be available at the Assembly and is also available on BOC's website. Additional CEUs may be awarded for completing quizzes accessible after the Assembly. Finally, the Florida Association of Orthotists and Prosthetists has determined that specific programming at the 2010 Assembly meets some education requirements that Florida O&P providers need in order to renew their state licenses.

The blockbuster programming responds to your clinical and business management needs with an array of experts whose credentials and experience will dazzle and educate you far beyond your expectations. Inspirational and motivational speakers will jump start your enthusiasm for success. Social and networking events reach new heights.

Tour the country's largest exhibit hall for the orthotic, prosthetic and pedorthic professions-which will be filled with manufacturers, distributors and suppliers showcasing every significant O, P&P component, device, item of equipment and service that is critical to maintaining a successful patient care facility.

The 2010 **AOPA** National Assembly will be held at the luxurious Rosen Shingle Creek Resort. This beautiful property features an on-site golf course, spa, fine dining as well as more casual eateries.

Enjoy golf, walking and nature trails, fish, hike or just enjoy the beautiful surrounding. All of the famous Orlando attractions are just a short ride away.

[Click here to register.](#)

The beautiful Rosen Shingle Creek Resort is located just ten minutes from the Orlando International Airport and convenient to the theme parks and major tourist attractions that Orlando is known for. Please make your hotel reservations directly with the Rosen Shingle Creek Resort by calling (866) 996-6338 - **AOPA** has contracted for a limited number of rooms at a special rate of \$199. Reserve early as the hotel will likely sell out over the dates of the **AOPA** Assembly. Learn more about this beautiful resort at www.rosenshinglecreek.com.

Questions? Contact Kelly O'Neill at koneill@AOPAnet.org or (571) 431-0852; Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835; or Tina Moran at tmoran@AOPAnet.org or (571) 431-0810.

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Only One More Week to Register for the 2010 Thranhardt Golf Tournament

The Fall 2010 Thranhardt Golf Tournament promises to be the best one yet! Two great causes and one great course make it not just golf but a golf experience. The Shingle Creek course, designed by David Harman, is both innovative and classic, providing a challenging and rewarding game of golf for all skill levels. The prime location, natural beauty of the course, first-class amenities and renowned commitment to customer service distinguish this course from all others in the Central Florida area.

This beautiful course is located at the site of the 2010 National Assembly, so there are no buses - just a great day of golf with your O&P friends. Individual play is \$195, foursome play \$750. Proceeds from the Thranhardt Golf classic help OPAF sustain its chief mission - enabling individuals with physical disabilities to enjoy the rewards of physical fitness and social interaction, as well as supporting **AOPA's** legislative initiatives for the orthotics, prosthetics and pedorthics profession.

Two convenient ways to register-register directly on your Assembly registration form, by simply checking "Thranhardt Golf Classic" under the special events section or [click here to register online](#).

We look forward to seeing you in Orlando!

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

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Does Your Patient Care Facility Deserve Coverage in the *O&P Almanac*?

The "Facility Spotlight" section of the *O&P Almanac* is a monthly feature in wherein **AOPA** members discuss the business and clinical techniques that distinguish and define their O&P patient care facility's uniqueness and success. The *Almanac* is currently planning features for issues in 2011 and welcomes any and all providers to volunteer their facility for coverage by the *Almanac* team.

If you would like to be considered or an upcoming "Facility Spotlight" feature, please contact the Almanac Editor, Josephine Rossi at rossi@strattonpublishing.com or Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P RESOURCES FROM AOPA

Check Out the Redesigned 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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Is Your Practice Missing the BOAT?

AOPA's largest and most successful members use the Business Optimization and Analysis Tool (BOAT) and you should also. The BOAT will help you:

- Create budgets
- Track your finances
- Participate in the annual Operating Performance and Compensation survey-which provides you with a personal benchmark comparison study.
- Examine the financial fitness of your business
- Help you identify and understand your competition, market conditions and referral sources
- Much more

Create your own secure and confidential Web pages on the BOAT which is specifically tailored to help O&P business owners manage their business for greater profit and quality patient care.

[Click here to explore the BOAT today.](#)

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

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Are You Registered for AOPA's 2010 Series of Medicare Audio Conferences?

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 \$990 and non-members pay \$1990. 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 nonetheless can gain information they will use right away. The topics for 2010 are:

- January 13: Red Flag Rules: Are You In Compliance? (Available on CD)
- February 10: Hints on Passing Your Supplier Standards Inspection (Available on CD)

- March 10: Billing for Refused/Returned Devices and Deluxe Features (Available on CD)
- April 14: Documenting for Success: Chart Notes, Prescriptions and Physicians' Records (Available on CD)
- May 12: New Rules for HIPAA: Are You Still Compliant? (Available on CD)
- June 9: When Disaster Strikes: Implementing a Contingency Plan (Available on CD)
- July 14: Medicare Appeals Strategies (Available on CD)
- August 11: Medicare's Knocking: How Good Is Your Compliance Plan? (Available on CD)
- September 8: Missed Billing Opportunities: Are You Billing Everything You Can?
- October 13: You're Going To Pay Me WHAT?...Hints on Managed Care Contracting
- November 10: The Ins and Outs of Billing in a Part A Setting: Hospital, SNF and Hospice
- December 8: 2011 New Codes and Medical Policies

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.

[Click here to register for any or all of the 2010 AOPA audio conferences.](#)

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

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O&P INSIDER'S TRACK

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

In Memoriam

The [Board of Certification/Accreditation, International](#) (BOC) announced that its founder Dr. Donald O. Fedder died on August 28, 2010, at the age of 82. BOC sent this remembrance of Dr. Fedder:

"Don was an inspiration to so many people," said BOC president and chief executive Claudia Zacharias, MBA, CAE. "He was a man of multiple achievements - as a pharmacist, a teacher, an advocate, a leader in O&P, a researcher, a husband and father. It was important to Don to give back, and he took joy in doing so. In many ways, Don Fedder was a model of public and community service. I am grateful to have had the opportunity to talk with and learn from him, and I feel privileged to play a part in the stewardship of his legacy. We will miss him."

Fedder began his career as a pharmacist after graduating from the University of Maryland's pharmacy school in 1950. His pharmacy in Dundalk, Maryland, was the first in the state to carry home health medical equipment and orthotics, which led to his development of an orthotic practice during the 1960s. After 20 years, he sold the pharmacy, planning to focus on orthotics and prosthetics (O&P) matters. He became a consultant to the National Board for Orthotic Certification, and in 1974 he was also recruited to his alma mater's School of Pharmacy faculty. As a clinical instructor there, he became active in the school's Department of Pharmaceutical Health Services Research (PHSR) program. His research concentrated on how modifiable behavior could make a difference in health, reducing disease risk, increasing patient compliance with medicines, and improving relationships between patients and health care providers. He also founded ENABLE-MD: The Center for Community Outreach, which trained health care workers to help high-risk populations with chronic diseases achieve and maintain control of their illnesses. The innovative program earned him community recognition and the University of Maryland, Baltimore's 2005 Martin Luther King Jr. Diversity Award.

Returning to college in his 50s, Fedder earned both master's and doctoral degrees from the Johns Hopkins University's Bloomberg School of Public Health. In 1984, he founded BOC to facilitate increasing the professionalism and the capacity of the O&P arena to meet the needs of the community.

BOC recently honored Fedder through the opening of a new headquarters wing bearing his name. The

Don Fedder Suite expanded BOC's Owings Mills, Maryland, offices by more than one-third. "This organization," Zacharias noted at the dedication of the Fedder Suite, "was built on Dr. Fedder's belief that all O&P practitioners should be required to pass comprehensive, psychometrically sound examinations that demonstrate competence."

Fedder was recognized as a Fellow of the American Pharmacists Association and the Society for Public Health Education and a Senior Fellow at the Center on Drugs and Public Policy. He also served multiple terms as president of the Maryland Public Health Association. In November 2009, Fedder retired from the Maryland School of Pharmacy as a professor emeritus.

Well-known for his support of the arts and the Baltimore community, Fedder believed in learning as a life-long process. He often remarked that just as his students learned from him, he learned from them.

"Don was the heart and soul of BOC for many years," said Sharon Nichelson, CMOF, chairwoman of BOC's Board of Directors. "He was a thoughtful and giving individual, committed to enabling community access to care. Locally and nationally, he had a profound impact on thousands of healthcare professionals, students - and, ultimately, the patients."

Colleagues at the University of Maryland's School of Pharmacy have created a graduate fellowship in PHSR in memory of Fedder. Contributions to the fellowship can be sent to Janice Batzold at jbatzold@rx.umaryland.edu (telephone 410-706-1711).

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People in the News

[Hanger Orthopedic](#) hosted a 200-mile, 24-hour relay race through the mountains of New Hampshire in order to raise funds for prosthetic care in Haiti. The team was comprised of the following Hanger employees and patients:

1. **Ricky Santos**, Ludlow, MA, 25-year-old below-knee amputee
2. **John Redfield**, Manchester, CT, below-knee amputee / Business Development Manager and Amputee Empowerment Partners Trainer / Peer Visitor
3. **Pamela Cavaliere**, East Hartford, CT, National Liaison of the Residency Program
4. **Chuck Jordan**, Philadelphia, PA, Director of Operations
5. **Brad Deudne**, Congers, NY, Certified Orthotist / Market Leader
6. **Wendy Deudne**, Congers, NY, personal trainer and wife of Brad
7. **Benjamin Clark**, New York, NY, Certified Prosthetist / Orthotist
8. **Charlye Tran**, Brooklyn, NY, Certified Prosthetist / Orthotist
9. **Fiona Quinn**, New York, NY, Certified Orthotist
10. **Katie Nilsen**, Bronx, NY, Certified Orthotist / Prosthetic Resident
11. **Kay Newton**, St. John, IN, Area Administrative Manager
12. **Josh Kennison**, South Paris, ME, 20 year-old quadruple amputee

Hanger also announced that one of its patients, **John Siciliano**, appeared on two episodes of CBS's *The Young and the Restless* last week.

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Businesses in the News

The [Amputee & Prosthetic Center](#) hosted a horse riding class and riding lesson for amputees at the Houston Therapeutic Equestrian Center in Hockley, Texas.

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on October 5. 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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