

# "Leadership Lessons ++" ACMESA 2018 Summer Meeting & Exhibit Show

With the VGM Business Forum Event \*

Wednesday - Thursday, August 22 - 23, 2018

Holiday Inn Resort - 1706 N. Lumina Avenue - Wrightsville Beach - NC - (877) 330-5050



## THANK YOU 2018 SPONSORS!!



**Platinum:** Philips Respironics, VGM

**Gold:** Drive DeVilbiss, MedBill, ResMed **Silver:** Brightree, McKesson, Van Products Mobility

**Bronze:** ACHC, Allegiance Group, Fisher & Paykel, the MED Group, Golden Technologies  
Pharmacists Mutual, Pride Mobility, the B&G Group, Virginia Medical Repair

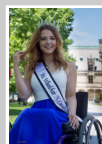
### Wednesday, August 22, 2018 - Day 1

BOTH DAYS: Meetings in Airlie/Tidewater & Exhibits in Causeway/Masonboro

9:00 am **ACMESA Board Meeting (Alcove Room) Exhibitor Set-Up**  
12:00 pm **Registration Opens**  
12:30 pm **President's Welcome - Brad Heath** *General Meeting & Reports*  
12:45 pm **AAHomecare Federal Regulatory & Payer Relations Updates**  
**Kim Brummett (VP Regulatory), & Laura Williard (VP Payer Relations)**  
*This session will focus on Federal Regulatory & Payer Relations Initiatives & how this affects federal and state payers, plus private pay followed by Q&A and discussion.*  
1:45 pm **Current Status of Legislative Activity & Proposed ESRD**  
**John Gallagher, VP of Government Relations, VGM** - *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.*  
2:45 pm **Meet Platinum & Gold Sponsors - Exhibit Time & Cookie Break**  
3:30 pm **Retaining Payer Sources in Today's Competitive Environment;**  
**Craig Douglas - VGM, VP Provider and Payer Relations**  
*Contracting with many payer sources is more necessary now but more difficult than ever. The "any willing provider" mentality is lost and narrowing their provider panels extensively or even looking for sole source agreements. You must remain relevant to as many payer sources as possible - this session will show how to retain access to the payers and patients that you rely on to keep your business thriving.*

4:30 pm **Leadership Best Practices SPONSORED BY RESMED**  
**Miriam Lieber, CEO Lieber Consulting** *Flourishing HME companies today have one thing in common - they view leadership and accountability as a priority to effectively run their companies. To ensure success, role modeling and coaching from leaders is essential. Discuss best practices for ways to engage employees, set goals to improve performance, and create a prosperous environment. Explore illustrative cases on model leadership techniques to maximize employee engagement and productivity. You will define leadership in today's HME environment, discuss goals and accountability measures for increased productivity, establish how HME leaders achieve success by using their people skills.*

5:45 pm - 7:15 pm **SPECIAL SPEAKERS & EXHIBITOR RECEPTION**



**SPECIAL INVITED GUESTS**  
Ms. Wheelchair USA 2017 - Madeline Delp  
Ms. Wheelchair NC 2018 - McKayla Raye Creff



**SPONSORED BY VAN PRODUCTS MOBILITY**

**(Cocktails & Snacks) SPONSORED BY PHILIPS RESPIRONICS**  
**ENJOY YOUR EVENING in Wrightsville Beach**

### Thursday, August 23, 2018 - Day 2

8:00 am **FULL BREAKFAST BUFFET WITH EXHIBITORS**  
**SPONSORED BY RESMED**

8:30 am **Operations Management - Measures, Metrics and More**  
**Miriam Lieber, CEO, Lieber Consulting SPONSORED BY VGM**  
*Key measures help HME companies monitor their operation for financial success. These processes include objective and quantifiable goals. By understanding your achievements and areas for improvement, you will flourish in today's HME market. Join Miriam for a candid, pertinent and current look at sound operational control based on metrics to maximize profitability. You will identify ways to hone your HME business, evaluate and explore quantifiable measures for core competence and discuss automation trends for efficiency and increased productivity. A discussion of the 2019 proposed Medicare Competitive Bidding Program changes that will impact your operation will be included.*

9:30 am **Meet Your Sponsors - more 2 minute "speed" intros!**  
**VISIT EXHIBITORS**

10:15 am **Comprehending the Proposed Bidding Program Rule**  
**Mark Higley, VP Reg. Affairs, VGM**  
*The rules and bid strategy have changed! Bid bonds are now required, along with bid ceiling and capacity issue changes. Suppliers in 130 competitive bid areas will direct the rural and regional pricing for the next three years. This round is critical!*

11:15 am **SPECIAL SESSION! Communication for Exceptional Leadership:**  
**How to Motivate and Maximize Your People"**  
**Harvey Smith, CEO, Institute Success,**  
*ACMESA Member Client says, Harvey is one of the wisest folks I've met. I've worked closely with him over the past 18 months and have learned a tremendous amount related to engaging & managing people, the hardest part of my job. He has revolutionized our hiring process and much more - He has taught us the importance of understanding "when you change your words, you change your world" - this session is a must!*

12:45 pm - LUNCH WITH EXHIBITORS - Exhibits Close 1:30 pm

1:30 pm **Medicaid & Managed Care Updates**  
**John Vitiello, PT, DMEPOS Mgr., John Stancil, Pharmacy Dir.**  
**NC Tracks Changes & Issues - CSRA**  
**Dewey Cassell, Provider Communications/QA**  
**Grace Vermeulen, Provider Publications Associate**  
*Updates in Medicaid/Provider Enrollment/Policy & NC Tracks, Plus Managed Care Overview and Update followed by Q&A.*

3:00 pm **Updates from Blue Cross NC**  
**Eydie Richardson, Strategic Provider Relationships Consultant**  
*Presentation & Updates from staff that you need to know, followed by a Q&A.*

3:45 pm **Medicare & CGS Update**  
**Judie Roan, Provider Relations Senior Analyst**  
*Changes & updates in Medicare policy, My CGS resources and get the latest on the telephone discussion project expansion designed to be more efficient.*

**THANK YOU FOR COMING! DRIVE SAFELY**



**Plan Your Future with ACMESA...**

**2019 Winter Meeting: Feb 6-7 Durham Convention Center**  
**2019 Summer Meeting: August 21-22 Holiday Inn Wrightsville Beach**  
**2020 Winter Meeting TBD**  
**2020 Summer Meeting: August 19-20 Holiday Inn Wrightsville Beach**

# Atlantic Coast Medical Equipment Services Association (ACMESA)



REGISTRATION FORM - 2018 Summer Meeting

## "LEADERSHIP LESSONS ++"



### WEDNESDAY/THURSDAY - AUGUST 22-23

## ACMESA 2018 Summer Meeting & Exhibit Show

(Online Registration available [www.AtlanticCoastMESA.org](http://www.AtlanticCoastMESA.org))

Company Name \_\_\_\_\_

Attendee's Name \_\_\_\_\_

EMAIL ADDRESS FOR EACH ATTENDEE REQUIRED! \_\_\_\_\_

(confirmations will ONLY be sent by Email)

Additional Attendee(s) \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Please reserve your room in the ACMESA Block at \$224 (harbor) / \$254 (OF) by July 23, 2018. (877) 330-5050

### Meeting Fee Schedule: (2018 Dues MUST be paid for Member rates to apply!)

#### PROVIDER MEETING FEES:

Member Meeting Fee **\$225.00**  
(includes: Two-day meeting, breaks, exhibits Cocktails, Lunch and link to meeting materials)  
Additional Employee(s) \_\_\_\_\_ at **\$175.00**  
Reception ONLY (Wed – extra Non-meeting attendees) \_\_\_\_\_ at \$ 25.00 \_\_\_\_\_  
Non-Member(s) Fee \_\_\_\_\_ at \$375.00 \_\_\_\_\_

PROVIDER TOTAL

#### EXHIBITOR MEETING FEES:

6' Table Top (AUG 22 - set up time begins 9:00am & First exhibit time at 2:45pm; AUG 23 Breakdown after 1:30 pm)

#### **SPONSORS - ONE FREE EXHIBIT in 2018 (includes TWO ATTENDEES)**

Associate Member \$350 per table \_\_\_\_\_ at \$350.00 \_\_\_\_\_  
Non-Member \$750 per table \_\_\_\_\_ at \$750.00 \_\_\_\_\_  
Additional Exhibitor attendee(s) \_\_\_\_\_ at \$75.00 \_\_\_\_\_  
Electricity \_\_\_\_\_ at \$ 50/table \_\_\_\_\_

EXHIBITOR TOTAL

**## BE A 2018 Sponsor!!** Includes **ONE 6' Table top plus** name on sponsor board & all meeting materials, supply "goodies" for the meeting bags, name tag sponsor ribbons, recognition on ACMESA website—**ONE FREE BOOTH** per year. Member pays \$350  
**BRONZE = \$1500, SILVER = \$2500, GOLD = \$3500, PLATINUM = \$5000 (2 frees booths in 2018)**

Please remit to: ACMESA • PO Box 4411 • Cary, NC 27519-4411 • Phone: 919-387-1221

You may mail or fax this registration form if you are paying by check. You may pay by Credit Card and fax to 919-249-1394 or for the most secure method, register and pay ONLINE! [www.AtlanticCoastMESA.org](http://www.AtlanticCoastMESA.org). Refunds requested by 08-10-18, get refund less \$25.00 handling fee.

**HOTEL DEADLINE: JULY 27, 2018 (Rooms - \$224/\$254)**

**MEETING REGISTRATION DEADLINE: AUGUST 17, 2018**