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!
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)

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. 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