

"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 Room Block: \$224 Standard / \$254 Ocean Front - cutoff July 23, 2018



THANK YOU 2018 SPONSORS!!



Platinum: Philips Respironics, VGM

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

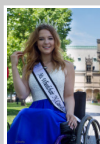
Bronze: ACHC, Allegiance Group, Fisher & Paykel, the MED Group, Golden Technologies
Pharmacists Mutual, Pride Mobility, the B&G Group, Virginia Medical Repair

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 ***Legislative Update**, John Gallagher - VGM, VP Gov't Affairs
Come get the most up-to-date happenings inside the Beltway - Hearings, Audits, Legislation, and effective advocacy within our states' districts
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**
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



SPECIAL INVITED GUESTS

Ms. Wheelchair USA 2017 - Madeline Delp
Ms. Wheelchair NC 2018 - McKayla Raye Creff



SPONSORED BY VAN PRODUCTS MOBILITY

5:45 pm - 7:15 pm **SPECIAL SPEAKERS & EXHIBITOR RECEPTION**
(Cocktails & Snacks) **SPONSORED BY PHILIPS RESPIRONICS & VGM**
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
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.
9:30 am **Meet Your Sponsors - more 2 minute "speed" intros!**
VISIT EXHIBITORS
10:15 am ***Navigating a New 2019 Competitive Bidding Program**
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 **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 **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)

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 23, 2018 (Rooms - \$224/\$254)

MEETING REGISTRATION DEADLINE: AUGUST 17, 2018