Thursday, August 22, 2019

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

8:30 am Louis Feuer, Dynamic Consulting
Business Diversification in Customers, Products, Revenue Sources: Creating New Specialties for Increased Revenues
As restaurants tell you can have the chicken cooked your way, the home medical equipment industry may need to be creating a more have it "your way" operation as well. The acquisition costs for each customer continues to increase, so does your revenue per customer! This program is dedicated to helping you search historical data, create change in your business and developing new branding specialties. What services and products should you consider for 2020 and beyond? Hear about new department tag lines or an advertising program that will draw potential customers to your store. Learn about new departement tag lines or an advertising program that will draw potential customers to your store.

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

10:15 am Sylvia Toscano, Pres, Professional Medical Administrators
Revenue Techniques
Please join Sylvia for a discussion that will teach you creative thinking approaches to revenue cycle reimbursement with more tips and strategies

11:15 am AAHomecare Payer Relations Team:
Laura Williard (VP) & David Chandler (Director)
Payer Relations Update: Rules & Rates from DC to the States
AAHomecare serves as our liaison with payers on both a national and state level. David and Laura will update attendees on current issues and what to look for with your managed care contracts. They will share work being done to minimize adverse effects and maximize benefits and will outline their initiatives to benefit DME providers in our states. PLUS - Specific information on MCO roll out for NC Medicaid.

12:15 pm - LUNCH WITH EXHIBITORS - Exhibits Close 1:00 pm

3:30 pm Joey Graham, Prochant
HME businesses are feeling the heat of rising labor rates, overworked employees, and reimbursement cuts. These pains can impact one of their most crucial areas: back-office operations. From order confirmation and billing to collections and cash posting, these teams are critical to a company’s overall success. This session will dig deep into the best practices for managing your back office to encourage employee engagement, patient satisfaction, and company growth. We will explore work flow, technology tools, incentives, and key metrics.

4:30 pm Louis Feuer, Dynamic Consulting
Patient Engagement Strategies for Your Homecare Company for Growing Revenues and Improving Outcomes
TODAY’S HOT TOPICS!!! After interviews with many of national health plan executives and owners of pharmacy chains, combined with the latest research on patient engagement strategies and challenges, Louis brings his work to this dynamic & insightful presentation. Strategic patient engagement programs are on the forefront of major change - engaged patients increase revenues, insure successful clinical outcomes. You can then develop your own patient engagement program - and you can ultimately impact every aspect in the continuum of care for all patients. Make a name for your homecare company! Objectives: Identify patient engagement strategies/challenges from access to technology, cultural diversity & patient’s economic status; Review & identify patient engagement programs to increase revenues & decrease patient/customer acquisition costs.

5:30 pm - Meet Ms. Wheelchair USA 2019 - Brittany Hawley
SPONSORED BY VAN PRODUCTS

5:30 pm - 7:15 pm - SPECIAL SPEAKERS & EXHIBITOR RECEPTION
Cocktails & Snacks SPONSORED BY PHILIPS RESPIRONICS

Brittany Hawley
from Wilson, NC

Wednesday, August 21st at 5:30 pm
"Peoples' perspectives are often more disabling than the disability itself"

Appearance & Transportation SPONSORED BY:

1:00 pm Medicaid & Managed Care Sessions - NC, VA & WV
Update - NC MCO’s Introduction and Q&A
NC Speakers: Grace Vermeulen, Ryan Hyde & Deja Rohadfox Communications Team from CSRA

NC MCO Update:
Short presentation by each MCO followed by Q&A - invited for booth time.
Medicaid Teleconference times: VA - 1:00 pm; WV - 1:45 pm

2:00 pm Lisa Garvin & Mario Aguilar
Updates from Blue Cross NC
Presentation & Updates from staff that you need to know, followed by a Q&A.

2:45 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 in 2020 with ACMESA... 2020 Winter Meeting Feb 6-7 Durham Convention Center
2020 Summer Meeting: August 19-20 Holiday Inn Wrightsville Beach
Atlantic Coast Medical Equipment Services Association (ACMESA)

REGISTRATION FORM

ACMESA SUMMER MEETING & EXHIBIT SHOW
WEDNESDAY/THURSDAY - AUGUST 21-22

ACMESA 2019 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 30, 2019. (877) 330-5050

Meeting Fee Schedule: (2019 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 21 - set up time begins 9:00am & First exhibit time at 2:45pm; AUG 22 Breakdown after 1:00 pm)

SPONSORS - ONE FREE EXHIBIT in 2018 (includes ONE ATTENDEES)

Associate Member $350 per table ______ at $350.00 ______

Non-Member $800 per table ______ at $800.00 ______

Additional Exhibitor attendee(s) ______ at $75.00 ______

Electricity ______ at $ 75/table ______

EXHIBITOR TOTAL __________

## BE A 2019 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 free booths in 2019)

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 08-01-19, get refund less $25.00 handling fee.

HOTEL DEADLINE: JULY 30, 2018 (Rooms - $224/$254)

MEETING REGISTRATION DEADLINE: AUGUST 15, 2019