As restaurants tell you can have the chicken cooked your way, the home medical equipment industry projected strategies should be employed. What will suppliers in 130 competitive bid areas be doing?

by an industry expert.

to expand and diversify with minimal investment and major returns. Louis lets his creative and department tag lines or an advertising program that will draw potential customers to your store. Learn initiatives to benefit DME providers in our states.

will share work being done to minimize adverse effects and maximize benefits and will outline their will update attendees on current issues and what to look for with your managed care contracts. They will explore work flow, technology tools, incentives, and key metrics. When will we know the impact? Q&A and discussion.

3:30 pm Joey Graham, Prochant
HME businesses are feeling the heat of rising labor rates, overworked employees, and reimbursements. 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 deeply 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 TOPIC!!! 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, improve clinical outcomes. Your 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 home care 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

6:30 pm - 7:15 pm - SPECIAL SPEAKERS & EXHIBITOR RECEPTION
Cocktails & Snacks SPONSORED BY PHILIPS RESPIRONICS

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 flexible menu to serve the growing number of patients. The acquisition costs for each customer continues to increase, so does your revenue per customer! This program is dedicated to helping you understand how to create new product lines or an advertising program that will draw potential customers to your store. Learn to expand and diversify with minimal investment and major returns. Louis lets his creative and insights guide your next business move. You don't want to miss this dynamic and exciting program by an industry expert.

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 Willard (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.

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