

OUR DISTINGUISHED SPEAKERS

Claudia Amortegui - is President of The Orion Group, Inc. She has been on all sides of the industry...The DMERC, manufacturers, supplier, and consultant. Although she handles all DME, her focus for the past nine years has been on rehab equipment.

Cara C. Bachenheimer, ESQ. - is Vice President of Government Relations for Invacare where she is responsible for the company's federal lobbying activities with Congress, the administration and the federal regulatory agencies. Prior to joining Invacare in October 2003, Cara was a partner in the Washington, D.C. office of the National Health Law Practice of Epstein Becker & Green, P.C.

INVACARE CORPORATION IS A NEMED ASSOCIATE MEMBER!

Wayne Grau - began his career with Pride Mobility in 1991 as an area manager for the Southwest region in charge of the growing mobility products line, (lift chairs, and scooters) for Texas, Oklahoma, Arkansas, and Louisiana. Wayne then spent six years as President of two durable medical equipment and rehab companies in the Southeast. In 2002 he rejoined Pride Mobility Products as Senior Area Manager in charge of growing mobility product and rehab product lines for the New England area. In 2006 Wayne was promoted to Director of Rehab Industry Affairs.

PRIDE MOBILITY PRODUCTS IS A NEMED ASSOCIATE MEMBER!

Joe Groden - is the President of JG Consulting, providing specialized services to HME providers, pharmacies, Home Health agencies, and manufacturers. He has a BS in Pharmacy from the University of Buffalo and has actively been in the HME industry for 17 years. His expertise in the field brings "hands-on" experience to the consulting services he provides. Joe has had a number of industry awards and recognitions during his career and now provides articles for a number of the national trade journals.

Sarah Hanna—is the Vice President of ECS Billing & Consulting, Inc. She is a nationally recognized Speaker and Consultant and has worked in the billing industry for over 15 years. Sarah has conducted numerous training seminars and personal client consultations on proper billing protocols, Medicare coverage guidelines, and billing office procedures for effective accounts receivable collections. Her company, ECS Billing & Consulting, Inc. provides billing and consulting services to HME, respiratory, supply, and infusion companies throughout the United States. ECS also provides billing services for home health agencies, physicians, chiropractors, therapy providers and long term care facilities.

NEMED
509 Kempton Street
New Bedford, MA 02740

The New England Medical Equipment Dealers Association (NEMED) was incorporated in 1988. NEMED's broad membership throughout the six New England states works together to support the common goals and interests of the Assistive Technology, Home Medical Equipment, Home Infusion Therapy, and Respiratory industry, and to influence how our industry is viewed and reimbursed in New England.

**A SPECIAL THANKS TO "SUNRISE MEDICAL"
FOR SPONSORING THIS MEETING!**



FALL MEMBERSHIP & EDUCATIONAL CONFERENCE

September 14, 2006

**Holiday Inn
Boxborough, MA**

~~ Featured Speakers ~~

"THE NEW PMD POLICY . . . IS IT FAIR? DOES IT SEEM LIKE A FOREIGN LANGUAGE?"

*Claudia Amortegui
The Orion Consulting Group, Inc.*



"QUALIFYING PATIENTS TO REDUCE DENIALS"

*Sarah Hanna
ECS Billing & Consulting, Inc.*



"SALES MANAGEMENT...MANAGING EMPLOYEES AND YOURSELF"

*Joe Groden
JG Consulting*

WHO SHOULD ATTEND

- Presidents/CEOs
- Operations/Upper Management
- Reimbursement Staff
- Rehab providers

REGISTER BEFORE SEPTEMBER 8TH AND SAVE!

Registration fee: \$350.00 NEMED member: \$174.99
 Add'l attendee(s): \$350.00 NEMED member: \$119.99

After September 8th:

Registration fee: \$375.00 NEMED member: \$190.00

Registration fee includes: access to all sessions, handouts, continental breakfast, lunch and all refreshment breaks. To register, complete the information requested below by **SEPTEMBER 8th, 2006**. Mail (or fax 508-993-3141) completed form with full payment to New England Medical Equipment Dealers, 509 Kempton Street, New Bedford, MA 02740-3835. **SORRY, NO REFUNDS AFTER SEPTEMBER 11th, 2006.** Questions? Call 508-993-0700.

COMPANY NAME (please print clearly)

TELEPHONE #: _____

REGISTRANTS (please print clearly)

FEES

_____ \$ _____

_____ \$ _____

_____ \$ _____

TOTAL _____ \$ _____

State Breakout -- Indicate State _____

Infusion Breakout (concurrent with Medicare Update)

Yes, I will attend

PAYMENT METHOD: CHECK VISA M/C AMEX

Card : _____

Exp. Date: _____ CSC# _____

Street Address: _____

Zip Code: _____

Signature: _____

Email: _____

PROGRAM

7:45 – 8:30 a.m.

Registration/Continental Breakfast/Vendor Exhibits

8:30 – 10:00 a.m.

Legislative Update

Cara Bachenheimer—Invacare Corporation
 Wayne Grau - Pride Mobility Products

10:00 – 10:30 a.m.

President's Report

Jim Greatorex - Black Bear Medical, Inc.

10:30 – 10:45 a.m.

Sunrise Medical Presentation

(Platinum Member Benefit)

10:45 – 11:30 a.m.

Break/Vendor Exhibits

11:30 - 12:15

Medicare Update

Paula Finamore-Gallucci, Vanguard Home Medical Equipment
 Amy Capece, DME MAC Outreach and Education Manager
 Judie Roan, N.E. Outreach and Education Specialist

Home Infusion Committee Breakout

(via teleconference)

Brian Simonds, Baystate Home Infusion and Respiratory Services
 Bruce Rodman, National Home Infusion Association

12:15 – 1:30 p.m.

Lunch/State Breakouts

SESSION #1

1:45 - 3:30 p.m.

"QUALIFYING PATIENTS TO REDUCE DENIALS"

Speaker: Sarah Hanna, ECS Billing & Consulting
 Track: Reimbursement

Check here if attending this session

This session will focus on tricks to assist the CSR in qualifying patients for coverage and tools to assist them in asking the proper questions to meet the criteria. Qualifying a patient for coverage at the time of intake is a very challenging prospect. Customer service/intake personnel need to be well-versed on coverage criteria for the various products that their company provides. Denials will be the result if proper information is not obtained at the point of intake. Attendees will receive examples of question sets that need to be completed to determine coverage and make assignment decisions. ABN and MAE requirements will also be discussed.

SESSION #2

1:45 - 3:30 p.m.

**"THE NEW PMD POLICY... IS IT FAIR?
DOES IT SEEM LIKE A FOREIGN LANGUAGE?"**

Speaker: Claudia Amortegui, The Orion Group, Inc.
 Track: Rehab

Check here if attending this session

This seminar will offer participants a clear understanding of where we are with the new Power Mobility Device policy and how the new policy will affect their business. Participants will learn how to properly educate their referral sources, more importantly their own staff and understand the implementation of the new policy and fee schedule.

SESSION #3

1:45 - 3:30 p.m.

**"SALES MANAGEMENT...MANAGING
EMPLOYEES AND YOURSELF"**

Speaker: Joe Groden, JG Consulting
 Track: Business Management/Leadership

Check here if attending this session

This presentation will discuss topics and strategies useful in managing employees. It will offer ideas to enhance the abilities of the sales manager or a small business owner. Topics to discuss include hiring, training, planning, sales call assessment, incentive plans and time management.

DIRECTIONS TO HOLIDAY INN

**242 Adams Place, Boxborough, MA 01719
 978-263-8701**

From Cape Cod, South Shore and Rhode Island:

- Route 3 North to Route 95 South to Route 495 North
- Route 295 North to Route 495 North. From Route 495, take Exit 28 to Route 111, turn left off the ramp, take first road on the right (Adams Place)

From New Hampshire, Maine and Northern Mass:

- Route 3 South to Route 495 South
- Route 93 South to 495 South
- Route 95 South to Route 495 South. From Route 495, take Exit 28 to Route 111, turn right off ramp, travel under the overpass, take first road on the right (Adams Place)

From the West: Worcester, Fitchburg and Connecticut:

- Route 290 East to Route 495 North. From Route 495, take Exit 28 to Route 111, turn left off the ramp, take first road on the right (Adams Place)

From Connecticut:

- Route 84 North to Route 90 (Mass Pike) East to Route 495 North. From Route 495, take Exit 28 to route 111, turn left off of ramp, take first road on the right (Adams Place)