

# Where do we go from here?

## Schedule of Events

### Wednesday, November 9, 2016

8:30 AM.....Registration and Continental Breakfast  
 9:00 AM.....Welcome - Membership Business Meeting and Elections  
 9:15 AM.....General Sessions  
 11:15 AM...Break  
 11:30 AM...General Session  
 12:30 PM...Lunch  
 1:15 PM....Concurrent Legal Breakout Sessions  
 2:15 PM....Legal General Session  
 3:15 PM....Adult Beverage Break  
 3:30 PM....Annual Awards Presentation  
 3:45 PM....General Session  
 5:00 PM....Social Reception in Exhibit Hall  
 6:30 PM....Day 1 Adjourns

### Thursday, November 10, 2016



8:30 AM.....Registration and Continental Breakfast  
 9:00 AM.....General Sessions  
 10:20 AM...Break in Exhibit Hall  
 12:15 PM...Lunch/Networking in Exhibit Hall  
 1:15 PM.....General Sessions  
 2:30 PM.....Break  
 4:45 PM.....Conference Adjourns

## General information

**Host Facility: Quest Business Center**  
 8405 Pulsar Place • Columbus, OH  
 43240 • 614-540-5540

**CEs:** 12.25 hours of continued education credit is available for the Ohio Respiratory Care Board HME facility license to all full conference attendees. Wednesday only attendees will receive 6.25 hours, and Thursday only attendees will receive 6 hours.

**Cancellation Policy:** Refunds minus a \$25 admin fee are available through November 4, 2016. No refunds will be issued after November 4. Substitutions are welcomed.

**Hotel Accommodations:** There are a variety of hotels in the Polaris area that offer special rates to Quest Business Center meeting attendees. A list of hotels is available on the online calendar at [www.oames.org](http://www.oames.org).

## November 9, 2016

**9:15 AM - Leadership in Crisis – Servant Leadership in Times of Turmoil**  
*David Hammack, CPA/PFS, Partner - WilliamVaughan Company*

The healthcare marketplace is in flux, facing economic tumult, heightened regulation, fierce competition, and shrinking margins. How leaders respond – regardless of industry – in times of uncertainty will push their organizations to ultimate failure or success. Responding with an attitude of servanthood, optimism, purpose, and resolve has historically positioned leaders in countless organizations to capture market share and profits in less than idea times. Learn how to implement these tools inside your business, inspiring your people and developing processes to ensure your business remains viable in the future.

**10:15 AM - Successfully Migrating the HME Industry and Your Business to Non-Medicare Payers**  
*Laura Williard, Senior Director of Payer Services – American Association for Homecare*  
 Medicare no longer is the center of the world in HME. Non-Medicare payers present a number of challenges and opportunities that until now have often been secondary in our business plans. Laura will share her experience as an HME industry veteran now working with our national association to focus on managed care plans and share what's being done to develop relationships that translate to improved HME representation with non-Medicare payers.

**11:30 AM - Moving Ohio Medicaid from Fee-for-Service to Managed Care,** *Ohio Department of Medicaid, Bureau of Managed Care*  
 More than 2.4 million Medicaid enrollees (86% of the Medicaid population) are served by the state's five managed care plans (MCP) – Buckeye, CareSource, Molina Healthcare, Paramount Advantage and United Healthcare. Ohio is moving forward with continued expansion so what does this mean to HME providers? Join us to hear the latest on the direction of ODM in managed care contracting and how OAMES is engaged in this transition.

**12:30 PM - LUNCH**

**1:15 PM - BREAKOUT Compliance Update and Refresher: HIPAA Breaches Audits and Fines**  
*Stacey Borowicz, Esq. – Dinsmore & Shohl LLC*  
 Learn how to update your HIPAA policies to protect mobile devices, prepare for HIPAA audits and avoid security breaches. Additionally find out the details of phase two of the HIPAA Audit Program that recently launched and what it could mean to your HME business.

**1:15 PM - BREAKOUT How to Develop a Compliant Contract for Shared Risk Ventures**  
*Robert Markette, Esq. – Hall, Render, Killian, Heath & Lyman, PC*  
 Participating in shared-risk payment models that reward providers for delivering high-quality care at lower costs requires careful consideration, and a well-crafted contract. This session outlines the must-include contract elements that ensure your payments are protected and that your partnership agreement complies with federal regulations.

**2:15 PM - Legal Update – 2016 and Beyond**  
*Tom Hess, Esq. – Dinsmore & Shohl LLC*  
 Join us to hear the latest developments on legal issues affecting HME providers and other healthcare sectors. Tom is the Practice Group Leader for the firm's Government Relations and Health Law Practice Groups and has been long-time legal counsel for OAMES.

**3:45 PM - The Upside Down World of Washington: An HME Update & Election Analysis**  
*Cara Bachenheimer, Senior Vice President, Government Relations – Invacare*  
 It's been a roller coaster year for the HME industry and the historic presidential elections is an appropriately outrageous ending for 2016. This has been a year of immense challenges and serious reflection on your business. Cara will bring her knowledge and DC insight to our audience for the latest news from Capitol Hill, including legislative activity expected during the lame duck session and a real-time update on what the elections mean to our small businesses and HME future.

**5:00 PM - SOCIAL RECEPTION IN EXHIBIT HALL**

## November 10, 2016

**9:00 AM - State of the Industry: Facts, Trends & Outlooks**  
*Mark Higley - Vice President of Regulatory Affairs, VGM Group, Inc*  
 Mark's annual update on demographics, DME spend, trends, current threats, "hot issues" and more: comments, analysis and outlook!

**10:45 AM - VGM Billing, Reimbursement and Audit Workshop; Hot Topics in 2016 and Beyond**  
*Dave Lyman - Director of Alternate Care, VGM Group*  
 The information-packed workshop is designed to help providers get and keep more of their money. Learn new skills, tips, and best practices delivered by dynamic speakers covering relevant topics.

**12:15 PM - LUNCH/NETWORKING IN EXHIBIT HALL**

**1:15 PM - Opportunities for Incremental Additional Revenue EXIST! What are you waiting for?**  
*Jim Greatorex, Business Development - VGM Retail Services*  
 Observe, Analyze and Evolve – The Keys to Creative Cohesive and Profitable Product Lines. In his session, Jim will introduce unique and under-utilized products and categories for HMEs to implement into their operations.

**2:45 PM - HME Conundrums and Solutions**  
*Mark Higley - Vice President of Regulatory Affairs, VGM Group*  
 The HME world is being relentlessly squeezed by the government via reimbursement reductions and audits. What are your options to mitigate this threat? Mark offers some real-time answers.

**4:00 PM - Legislative & Advocacy Goals: We Need You!**  
*Mark Higley - Vice President of Regulatory Affairs, VGM Group and John Gallaher - Vice President Government Relations, VGM Group*  
 John and Mark will lead an informative discussion about VA contracts, state licensure and important grassroots advocacy efforts.