



FAHCS 2019 ANNUAL CONFERENCE & EXHIBIT SHOW

Wednesday & Thursday, AUGUST 7 - 8, 2019

RENAISSANCE ORLANDO at SeaWorld® - 6677 SEA HARBOR DRIVE, ORLANDO - (407) 351-5555

Wednesday, AUGUST 7, 2019 - Canaveral Room

- 9:00 am FAHCS Board Meeting (St. George Room - open to membership), Exhibitors May Begin Set Up
- 12:30 noon Meeting Registration Open (NO LUNCH SERVED DURING TODAY'S MEETING)
- 1:00 pm President's Welcome, General Meeting, Introduce Board of Directors; Updates & Committee Reports
- 1:15 pm Mark Higley - VP Regulatory Affairs, VGM

Round 2021 Bidding Closing Soon – Now What? Predications & Strategies **SPONSOR VGM**

The bid window is closing and the waiting begins. Learn what industry trends are predicted and projected strategies should be employed. What will suppliers in 130 competitive bid areas be doing?

- 2:00 pm David Chandler, Director Payer Relations, AAHomecare
Payer Relations Update: Rules and Rates from DC to the States

AAHomecare and VGM serve as our Liaisons with payers and will update attendees on current issues. We will share work being done to minimize adverse effects and maximize benefits. David with AAHomecare takes the lead as he outlines the initiatives to benefit DME providers in Florida.

- 2:45 pm **EXHIBITS OPEN - SNACK BREAK**

- 3:15 pm Michael Hanna, Provider Relations, CGS Jurisdiction C DME MAC
Medicare Update

Session includes a review of recent updates and changes to the Medicare program and will also highlight some new and upcoming enhancement to CGS self service tools. Time will be allotted to address questions on billing and policy issues affecting Fee For Service Medicare claims

- 4:15 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, 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 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 **EXHIBIT RECEPTION - Vendor Appreciation Reception: Snacks, Drinks and Networking!**

- 7:00 pm **Add-on** FAHCS Networking Event - Game Night and Dinner - Dave & Busters (8986 International Dr, Orlando, FL 32819)
Come PLAY, EAT, DRINK and NETWORK - ADD ON Registration REQUIRED - Transportation on your own

Thursday, AUGUST 8, 2019 - Canaveral Room

- 8:00 am **Continental Breakfast with EXHIBITORS**

- 8:30 am Tom Griffin, FAHCS Lobbyist
Update on FAHCS Initiatives and Industry Topics - What's Happening in Tallahassee

Hear from FAHCS Lobbyist what happened during the Legislative session, what work is being done with the Department and what FAHCS' activities are plus strategies for the coming sessions.

- 9:00 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 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.

- 10:15 am **EXHIBIT BREAK**

- 10:45 am Sylvia Toscano, Pres, Professional Medical Administrators
Reimbursement Strategies - Next Level

In this session we will cover the expansion of the Medicare Prior Authorization of PMD codes and addition of PA for Support Surfaces, Medicare 12 week CPAP failure, Best practices to aid the reduction and prevention of Medicare TPE and Commercial post pay audits, Oxygen MS and contents and more!

Special 11:45 am **PAYER ROUNDTABLE - Payers invited to discuss important topics and updates concerning Florida Providers**

- 12:45 pm **Luncheon - Sponsor Highlights - Associate Member Introductions & EXHIBIT TIME**

KEYNOTE 1:45 pm Jim Wilcox, RN, BSN, ACHRN, CWCN, CFCN, CWS, WCC, DWC, FCCWS, DAPWCA, President, Wound Care Experts with Chris Powers, Nutritional Healing
Using Clinical Nutrition to Market Negative Pressure Wound Therapy and Complex Seating and Positioning

This session will focus on the combination of wound healing with the addition of nutritional oversight and clinical oversight. It is a two part session, the first with Jim Wilcox is an overview of the importance and proven outcomes of managing nutrition to heal wounds while using NPWT and in treating your complex mobility patients who suffer from reoccurring or non-healing pressure wounds. During the second half, Chris Powers will speak about the exclusive process Nutri Heal uses to screen patients, evaluate their true needs to provide better outcomes in the wound patient population. This exclusive process can be used as a fantastic marketing tool at no cost to increase your continued growth in both of these markets. (James R. Wilcox has over 20+ years experience in wound care and hyperbaric medicine. For the last 15 years he has been responsible for working with physicians, clinicians and administrators of wound care centers across the country to identify areas of focus for improving operational variability and enhancing patient outcomes. Jim has many credentials and certifications and is versed in all aspects of inpatient, outpatient, and home health wound care and hyperbaric medicine

- 2:30 pm Pam Hull, AHCA Administrator, The Agency for Health Care Administration
Florida Medicaid Update

- 4:00 pm **Adjourn - DRIVE SAFELY!**