



# FAHCS 2023 ANNUAL CONFERENCE & EXHIBIT SHOW

## Tuesday & Wednesday, AUGUST 1 - 2, 2023

### Advocate, Communicate, Educate and Network!

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

REGISTER ONLINE: WWW.FAHCS.US



### Tuesday, AUGUST 1, 2023 (Education Meetings held in Zander; Exhibits in Unicorn/Veiltail Rooms)

- 9:00 am FAHCS Board Meeting - **Walu Room** - (open to membership), Exhibitors May Begin Set Up in Unicorn/Veiltail
- 12:00 noon Meeting Registration Open (NO LUNCH served today) Zander Room
- 12:30 pm President's Welcome, General Meeting, Introduce 2023 Board of Directors; Updates & Committee Reports
- 1:00 pm Laura Williard, VP, Payer Relations, AAHomecare  
**Payer Relations Update: Rules and Rates from DC to the States**

AAHomecare is a valuable Liaison with payers and will update attendees on current issues. We will share work being done to minimize adverse effects and maximize benefits. Laura with AAHomecare takes the lead as she outlines the initiatives to benefit DME providers in Florida.

- NEW!!!** 2:00 pm Tom Wallace, Deputy Secretary for Health Care Finance and Date (AHCA) **VIRTUAL SESSION**
- 2:30 pm Sarah Hanna, ACU-Serve **SPONSOR ACU-SERVE**  
**Leadership Qualities that Bring Results (BONUS: CEUs Provided!)**

Value-based Successful companies are those that have a strong leadership team. With the changes in the industry today, leaders are needed to propel their organizations into the next dimension of healthcare and secure their company's future. Understanding what truly drives individuals to accountability and performance is what separates the average company from the exceptional. Coaching rather than "bossing" is an important element to success. This seminar will provide the path that will evoke change within you and help motivate your team toward achievement.. **This session provides CEUs**

3:15 pm **EXHIBITS OPEN - SNACK BREAK - SPONSORS HIGHLIGHTED (Unicorn/Veiltail Rooms for Exhibitors)**

4:00 pm Wayne van Halem, The van Halem Group, **Audit Landscape & Post PHE Expectations**

Now that we are in the post PHE environment, CMS gives clues on what their audit and oversight focus will be. This presentation will provide an overview of what we are seeing in the current audit environment, including Managed Care, Medicaid, and other payers. It will also provide some perspective and insight on what we can expect in the coming year.

**Technology** 5:00 pm Steve Cela, President Strategic Office Solutions & Sarah Hanna, ACU-Serve  
**Let's Talk A.I - Artificial Intelligence...It's Here to Stay so Learn How to Leverage It**

This INTERACTIVE session will focus on writing SOPs to Marketing Materials, Videos, Blogs, etc. Learn what tools are out there to use to assist your efficiencies and business growth

6:00 pm **EXHIBIT RECEPTION - Vendor Appreciation Reception: Snacks, Drinks and Networking Hour!**

**Add-on** 7:00 pm FAHCS Networking Event - Game Night and Dinner - **Peninsula 1-3 Room**  
**CASINO NIGHT!! Come PLAY, EAT, DRINK and NETWORK - ADD ON Registration REQUIRED - \$50 per person**

### Wednesday, AUGUST 2, 2023 (Education Meetings held in Zander)

8:00 am **Continental Breakfast with EXHIBITORS - Unicorn Foyer/Upper Deck**

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

Our reputation has become one of a highly respected industry, with value to those needing DMEPOS in the state of Florida. Tom and his team combined with FAHCS' grass roots efforts have affected this important change! Come hear from our 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 Judie Roan, 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

10:00 am **EXHIBIT BREAK - Visit Exhibitors - Unicorn/Veiltail Rooms**

**RETAIL** 10:45 am Tim Van Antwerp, Director of Retail Services, VGM  
**"Retail Sales: What are we SO afraid of?!"**

This segment is geared towards a NEW revenue stream and improving your

11:45 am **Luncheon - Sponsor Highlights & EXHIBIT TIME - Pick up Lunch outside Unicorn Foyer & Visit Exhibitors**  
**Exhibit time ends 12:45pm and Exhibitors may break down. THANK YOU!**

**NEW!** 12:45 pm **Leadership for AHCA (invited - details to be provided)**

**NEW!** 2:00 pm **PAYER ROUNDTABLE - Payers will discuss important topics and updates concerning Florida Providers**

This segment is geared towards reports from Florida Medicaid payers, then time permitting - one on one time with each payer for providers. A current list of payers who accept the invite to attend will be provided. FAHCS continues to meet with payers in order to protect patient access and improve the provider experience.