FAHCS 2019 SPRING CONFERENCE & EXHIBIT SHOW

Wednesday & Thursday, MARCH 20 - 21, 2019

MARRIOTT SAWGRASS RESORT - 1000 PGA TOUR BLVD, PONTE VEDRA BEACH, FL

(904) 285-7777 - FAHCS Block $199 - Cutoff Feb. 20, 2019

Day ONE - Wednesday, MARCH 20, 2019

9:00 am **FAHCS Board Meeting (open to membership) & Exhibitors May Begin Set Up**

12:00 noon **Meeting Registration Open (NO LUNCH SERVED DURING TODAY'S MEETING)**

12:30 pm **President's Welcome, General Meeting, Introduce Board of Directors;** Updates & Committee Reports

12:45 pm ***Mark Higley - VP Regulatory Affairs, VGM - "The New and Improved 2021 Bid Program"** **SPONSOR VGM**

We now have some information as to how the new auction will work (and its generally good news)…while we still await a few details. There are some tips, strategies – and perhaps a few hazards – that HME providers should be aware of and prepare accordingly. Mark will demonstrate!

1:45 pm **Laura Williard, VP Payer Relations, AAHomecare - "Payer Relations Update: Projects that Benefit State & Federal"**

Laura serves as our Liaison between payers and providers and will update attendees on what effects DME and will share work being done to minimize adverse effects and minimize benefits. She will also outline the initiative and groups she is working with to benefit DME.

2:30 pm **EXHIBITS OPEN - SNACK BREAK**

3:00 pm **John Gallagher, VP Government Relations, VGM "How to Win a VA Contract"** **SPONSOR VGM**

In this presentation you will learn the best way for a small business to grow the federal government as a customer. Unfortunately many small businesses find it difficult to get a foot in the door. Many government agency buying practices--including contract bundling and the failure to go to outside established vendor networks--make it difficult for small businesses to bid on and win federal contracts. During this presentation you will learn about VA acquisition purposes, Veteran and Small Businesses must be independently owned and operated, not dominant in the field of operation in which they are bidding on Government contracts, and otherwise qualify as Small Businesses under the criteria and size standards developed by the Small Business Administration (SBA).

3:45 pm **Emily Barnes, C2C - "Telephone Discussion and Appeals Reopening Process"**

CMS uses the Telephone Discussion Demonstration to give suppliers the opportunity to provide verbal testimony through a phone discussion that could possibly result in a favorable outcome. C2C will provide an overview of the Telephone Discussion Demonstration and historical results of the demonstration thus far. Attendees will receive detailed information of the two distinct programs (Telephone discussions on incoming appeals and The Reopening/Remand process of cases currently pending at the ALJ).

4:45 pm **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

5:30 pm **EXHIBIT RECEPTION - Vendor Appreciation Reception: Snacks, Drinks and Networking!**

7:00 pm **Add-on NETWORKING EVENT - STAY TUNED FOR DETAILS**

Day TWO - Thursday, MARCH 21, 2019

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

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

8:45 am **Jeff Baird, Attorney, Brown & Fortunato, "Negotiating Contracts: MCOs & Private Insurance Payers"**

More Frequently, DME suppliers are being asked to sign managed care contracts - you must have sufficient reimbursement without "trap" provisions that may be harmful. Learn the most important provisions and learn how to negotiate with Plans. We will discuss provisions that are often non-negotiable and the provisions that are open to negotiation.

9:45 am **CareCentrix "Updates & CareCentrix Discussion"** *(invited)*

10:15 am **EXHIBIT BREAK**

10:45 am **Ronda Buhrmester, Director of Reimbursement, VGM**

"Competing Forces Within: Balance Sales with Successful Reimbursement" **SPONSOR VGM**

We all know sales are essential, however, if the reimbursement from that sale is recouped in a post-pay audit it is not a good sale. Is there such a thing as a bad sale? In this session we will discuss some common scenarios where competing forces within must ensure they are ALL acting in the best interest of the company. Examine the different internal MOTIVATION in deciding when a product is ready to be delivered. Identify the NON-NEGOTIABLE REQUIREMENTS for Medicare reimbursement. Illustrate the different OUTCOMES of these decision. Implement a protocol to ensure a SUCCESSFUL reimbursement outcome.

11:45 am **Jennifer Leon, VP, Brightree Patient Collections, "4 C's of Patient Collections: Change, Coach, Cater & Collect"**

In this session explore current billing practices & analyze opportunities to increase efficiency and workflow; Identify key billing techniques through scripting and technology; Learn tips and tricks other Providers have implemented that can be used in daily operations as it directly relates to patient billing; and evaluate the technology needed to implement a turn-key patient collections strategy including intake management tips.

12:30 pm **Luncheon - Sponsor Highlights - Associate Member Introductions & EXHIBIT TIME**

1:30 pm **Wayne van Halem, President, The van Halem Group, "2019 Audit & Compliance Update: What's the Latest?"**

The audit world for suppliers has improved, but it still is not perfect. New audit programs and changing focus for audit entities still create frustrations and problems for suppliers simply trying to follow the rules and take care of their patients. CMS has also recently implemented a new strategy requiring companies that have been audited to conduct their own internal 6-year lookback audit and voluntarily refund money. This presentation will provide an overview of the current landscape and future changes that could affect suppliers. Gather tips needed to successfully navigate audits and learn how to respond in the event you receive a 6-year lookback letter.

2:45 pm **The Agency for Health Care Administration, "Florida Medicaid"** *(invited)*

3:15 pm **Liz Daniels, 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 .

4:30 pm **Adjourn** **DRIVE SAFELY!**

Florida Alliance of Home Care Services (FAHCS)

REGISTRATION FORM - 2019 FAHCS SPRING CONFERENCE

MARCH 20-21, 2019 - WEDNESDAY/THURSDAY

MARRIOTT SAWGRASS RESORT
1000 PGA TOUR BLVD, PONTE VEDRA BEACH, FL 32082
(904) 285-7777 - FAHCS Block $199 - Cutoff Feb. 20, 2019

FAHCS 2019 SPRING Conference & Exhibit Show REGISTRATION

(Online Registration & Payment available www.FAHCS.us)

Company Name_____

Attendee's Name_____

EMAIL ADDRESS FOR EACH ATTENDEE REQUIRED! _____

_____

(confirmations will ONLY be sent by Email)

Additional Attendee(s)_____

City_____State_____Zip_____

Phone_____

Please reserve your room in the FAHCS Block at $199 by Feb. 28, 2019 (904) 285-7777

Meeting Fee Schedule: (2019 Dues MUST be paid for Member rates to apply!)

PROVIDER MEETING FEES:

Member Meeting Fee (Early Bird until Feb 28)		**$149.00**	
Member Meeting Fee (March 1 and after)		**$179.00**	
(includes: Two-day meeting, breaks, exhibits Cocktails, Lunch and link to meeting materials)			
Additional Employee(s)	**_____at**	**$99.00**	**_____**
Non-Member(s)Fee	**_____at**	**$379.00**	**_____**
	PROVIDER TOTAL		**_____**

EXHIBITIOR MEETING FEES:

6' Table Top (MARCH 20 - set up time begins 9am, First exhibit time after 2:00pm; MARCH 21 Breakdown after Lunch)

SPONSORS - ONE FREE EXHIBIT in 2019 (includes One Attendee)

Associate Member $400 per table	_____at	$400.00	_____
Non-Member $750 per table	_____at	$750.00	_____
Additional Exhibitor attendee (s)	_____at	$50.00	_____
Electricity	_____at	$75/table	_____
EXHIBITOR TOTAL			**_____##**

BE A Sponsor!! Includes ONE 6' Table top plus name on sponsor board & all meeting materials, supply "goodies" for the meeting bags, name tag sponsor ribbons, recognition on FAHCS website & Newsletter — ONE FREE BOOTH per membership.

Executive = $1500, Partner = $3000, Presidential = $5000

Please remit check to: FAHCS • PO Box 4411 • Cary, NC 27519-4411 • Phone: 919-387-1221

You may mail/fax/scan this registration form if you are paying by check. You may pay by Credit Card and fax to 919-249-1394 or for the most secure method, register and pay ONLINE! www.FAHCS.us. Refunds requested by 03-10-19, get refund less $25.00 handling fee.

Separate Credit Card Auth Form is Available online