



FAHCS 2022 ANNUAL CONFERENCE & EXHIBIT SHOW

Thursday & Friday, AUGUST 4 - 5, 2022

Advocate, Communicate, Educate and Network!

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



Thursday, AUGUST 4, 2022

- 9:00 am** FAHCS Board Meeting - **Executive Boardroom** (open to membership), Exhibitors May Begin Set Up in Peninsula
- 12:30 noon** Meeting Registration Open **Peninsula Room 5-7** (NO LUNCH served today)
- 1:00 pm** President's Welcome, General Meeting, Introduce 2022 Board of Directors; Updates & Committee Reports
- 1:30 pm** VGM VP TEAM: Mark Higley - Regulatory Affairs; Craig Douglas - Payer Relations; John Gallagher - Gov't. Relations
DME S.W.O.T. SPONSOR VGM

The HME industry is constantly evolving. In the past decade (and more), we have experienced more than our share of legislative, regulatory and operational challenges. But we have survived; many have thrived. Demand for our products and services is at an all-time high; demographics and other indicators suggest this will continue into the long term. Our panel — each of whom will offer different perspectives — is prepared to assess the “S, W, O and T” of the industry in 2022 and beyond.

- 2:45 pm** Sarah Hanna, CEO, ECS
Training and Benchmark Success: What's the Correlation?

When evaluating cashflow strategies, organizations invest brain power into improving their revenue cycle. Industry benchmarks are dialed in; individual, departmental, and company goals are initiated - all in hopes of driving an increase in collections. Best practice standards and target objectives are necessary to motivate staff, establish performance expectations. Achievement depends on a many components based on the “human” element. That's where training comes in. Take time to develop and improve the team's resources/training program will net you the cashflow you need! Sarah will discuss the ways you can get the most out of your training program and employees. Reach your goals - maximizing your ROI! **Objectives:** Explain top training mistakes, Discuss attributes of leading training programs, Describe tools to develop an effective training platform.

- 3:45 pm** **EXHIBITS OPEN - SNACK BREAK**

- 4:30 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.

- 5:45 pm** **EXHIBIT RECEPTION - Vendor Appreciation Reception: Snacks, Drinks and Networking!**

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

Friday, AUGUST 5, 2022

- 8:00 am** **Continental Breakfast with EXHIBITORS - Peninsula Room 5-7**

- 8:30 am** Tom Griffin, FAHCS Lobbyist (virtual)
Update on FAHCS 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** Belinda Yandell, 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**

- NEW!! 10:30 am** Cody Farrill, Chief of Staff for AHCA and Tom Wallace, Deputy Sec. & Medicaid Director for AHCA

Prepare to hear updates on policies and regulatory matters that affect the provider and patient community - we are pleased to have the Chief of Staff for AHCA - Cody Farrill and Deputy Secretary & Medicaid Director, Tom Wallace attend today. The Chief of Staff's Office coordinates Medicaid and Health Care Regulation policy with other state agencies, the legislature and the federal government. The office also contains Legislative Affairs, Communications, Information Technology, and the Governor's Washington D.C. Office. Mr. Wallace oversees the Medicaid Program and is state's expert on all things Health Care financing and budgeting. He has served at AHCA his entire career through both Fee-For-Service, Managed Care Pilots, and now in Statewide Medicaid Managed Care. Since becoming Medicaid Director Tom has taken keen interest in understanding the impacts of the work our providers do to support Medically fragile Floridians. Both Tom, Cody and our leadership and our leadership have worked together and FAHCS continues to work with the Department to advocate to protect patient access and improve the provider experience.

- 11:30 am** **Luncheon - Sponsor Highlights - Associate Member Introductions & EXHIBIT TIME**

- 12:30 pm** Mike Isaacson, SVP of Operations, VGM
Authentic Leadership

This discussion is geared towards new, or upcoming, leaders within an organization. We'll discuss some foundational truths about working with people, while turning our focus inward to discover motivation and intentions. Leader vs. Manager, Hang the Mirror, Find YOUR fit and then find YOUR voice. Lead where you are. Check your ego, Set goals globally; motivate individually, Bringing Home to Work, Someone is always watching, Communication is Key and Your people are a reflection of your leadership. Enjoy this dynamic presentation that is sure to inspire you as you walk away with real take aways for improved leadership.

- NEW!! 1:45 pm** **PAYER ROUNDTABLE - Payers will discuss important topics and updates concerning Florida Providers**
- FCC/Independent Living Systems, David Rogers, President & Joe Rogers, Provider Network Senior VP
- Sunshine Health, Nate Landsbaum, CEO

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.

Adjourn - DRIVE SAFELY!