

WAMES



Wisconsin Association of  
Medical Equipment Services

## 2009 Annual Respiratory Seminar

March 12, 2009

at the *Delafield Hotel in Delafield, Wisconsin*

Thursday, March 12, 2009

### Topics Include

- Medicare and the Changes with CPAP & O<sub>2</sub>
- Billing Changes for Oxygen
- Marketing a Home Respiratory Program
- Home Sleep Studies and HME's
- Pulmonary Management of the Neuromuscular Patient
- Benefits of Ambulatory Oxygen and the iFill Solution

### Thank you to the

#### WAMES Respiratory Committee

for putting this seminar together!

- Jean McAdams with Community HME
- Dennis Iles with Aurora VNA of WI
- Barb O'Leary with Respirationics
- Lisa Kanz with Bel-Regional

8:00 am	<b>Registration &amp; Continental Breakfast</b>
8:20 am	<b>Welcome</b> <i>by Jean McAdams, President of WAMES</i>
8:30 am	<b>Medicare and the Changes with CPAP &amp; O<sub>2</sub></b> <i>with Charity Bright, Outreach &amp; Education Consultant and Sharon Gullery, Provider Outreach &amp; Clinical Education Representative with Jurisdiction B DME MAC</i>  This course is designed to help DMEPOS suppliers obtain a more thorough understanding of both the new Oxygen Payment and Billing changes for oxygen and oxygen equipment that went into effect January 1, 2009, as well as the changes to the continuous positive airway pressure (CPAP) device LCD, now known as the positive airway pressure (PAP) device LCD.
9:30 am	<b>Break with Exhibitors</b>
10:00 am	<b>Marketing a Home Respiratory Program</b> <i>with Bob Messenger, Clinical Education Director</i>  This discussion focuses on the role of the clinician in the promotion and marketing of home respiratory services. Describes the cost and contribution of respiratory services to the revenue and profit of a HME provider. Discussion includes examples of innovative clinical programs that can enhance provider reputation, increase referral frequency and promote organic growth.  Objectives: <ul style="list-style-type: none"> <li>• Describe how to use outcomes to demonstrate clinical success.</li> <li>• Explain how providing un-reimbursed clinical services can enhance a company's growth.</li> </ul>

The seminar is approved for five continuing education contact hours from the American Association for Respiratory Care (AARC) for respiratory therapists

Thursday, March 12, 2009

**Speakers Include:**

- Bob Messenger with Invacare Corporation
- Jill Spellman with Apnea Solutions
- Charity Bright & Sharon Gullery with  
Jurisdiction B DME
- Christen Pettit with ResMed
- Hank Hart with Respirationics

**Facility information:**

WAMES has a block of rooms at the beautiful Delafield Hotel for \$129 single or double for the evening of March 11. Call them directly for reservations at: 800/594-8772 or 262/646-1600. Their website is: [www.thedelafieldhotel.com](http://www.thedelafieldhotel.com). Address: 415 Genesee St, Delafield, WI, 53018.

**Directions:**

*The Delafield Hotel is 25 miles west of Milwaukee or 50 miles east of Madison.*  
*From I-94, exit Hwy C and drive north 1/4 mile. The hotel entrance will be on your left.*

**Exhibits**

Manufacturers and distributors of respiratory medical equipment and supplies will be on hand from 9:30 am - 1:30 p.m to bring the latest respiratory products and technology to the 4th Annual WAMES Respiratory Seminar.

QUESTIONS? Contact Ann Barrett at 715/366-7500 or via email: [abarrett@uniontel.net](mailto:abarrett@uniontel.net) or visit our web site at [www.wames.org](http://www.wames.org).

10:45 am	<p><b>Benefits of Ambulatory Oxygen &amp; the iFill Solution</b></p> <p><i>with Dave Henry, RRT, Respiratory Clinical Specialist, DeVillbiss Healthcare, Inc.</i></p> <p>Participants will learn how to:</p> <ol style="list-style-type: none"> <li>1. Define GOLD standards as relates to COPD and their elements.</li> <li>2. Define LTOT and issues related to survival utilizing O2 therapy</li> <li>3. Describe ambulatory oxygen models and specifics of transfill oxygen therapy in treating COPD patients.</li> </ol>
11:30 am	<p><b>Lunch with Exhibitors</b></p>
1:00 pm	<p><b>What You Need To Know About Billing For CPAP</b></p> <p><i>with Christen Pettit, Reimbursement Manager, ResMed</i></p> <p>There were quite a few changes with CPAP coverage in 2008 and we will cover them all, including: how to qualify patients for CPAP and meet the new Medicare adherence criteria, a review of updated commercial health plan policies, and how home sleep testing reimbursement fits into the picture.</p>
1:45 pm	<p><b>Pulmonary Management of the Neuromuscular Patient</b></p> <p><i>with Hank Hart, Sleep Consultant, Respirationics</i></p> <p>This workshop reviews the disease process of neuromuscular patients, particularly ALS and how it impacts the respiratory system while the patient is both awake and asleep. Additionally, the importance of maintaining a clear airway for patients who suffer from chronic conditions is discussed with practical guidance to participants in choosing the most appropriate therapy for airway clearance. Finally, the American Academy of Neurology guidelines for the care of the ALS patient are reviewed as well as management of the ALS patient throughout progression of the disease.</p>
2:30 pm	<p><b>HME's and Home Sleep Studies: Just Where Do We Fit?</b> <i>with Jill Spellman, RRT, President of Apnea Solutions</i></p> <p>Since Medicare has excluded the HME provider from being involved in home sleep studies; just where do we fit? Join Jill as she explores three clinical case studies and provides opportunities for HME's to continue serving their patients, physicians and the community where we are best...at home!</p>
3:30 pm	<p><b>Conclusion &amp; Prize Drawing!</b></p>

## WAMES 2009 Respiratory

### Seminar

#### • Registration Fees

Thursday, March 12, 2009

#### Full Day Session

Includes sessions, lunch and breaks

WAMES Members \$125.00 each  
Non-Members \$135.00 each

#### Cancellations:

##### Registration Policies

- All attendees will receive confirmation by email
- Cancellations for refund minus 20% cancellation fee will be accepted until March 6, 2009.
- No refunds after March 6, 2009.



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## REGISTRATION FORM

### \*Attendee Names

1. Name \_\_\_\_\_  
email \_\_\_\_\_

2. Name \_\_\_\_\_  
email \_\_\_\_\_

3. Name \_\_\_\_\_  
email \_\_\_\_\_

4. Name \_\_\_\_\_  
email \_\_\_\_\_

5. Name \_\_\_\_\_  
email \_\_\_\_\_

\*Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Telephone/Fax \_\_\_\_\_

*for more attendees please complete another form*

## Payment

Make check payable to WAMES and mail to: WAMES: PO Box 389, Wild Rose, WI, 54984 or use Mastercard or Visa below and **fax** to WAMES at 715-366-4501 with credit card information.

\_\_\_\_\_ VISA      \_\_\_\_\_ MasterCard

card number \_\_\_\_\_ exp date \_\_\_\_\_

amount \$ \_\_\_\_\_ signature \_\_\_\_\_

Total amount \$ \_\_\_\_\_