

# The Wisconsin Association of Medical Equipment Services

*presents...*

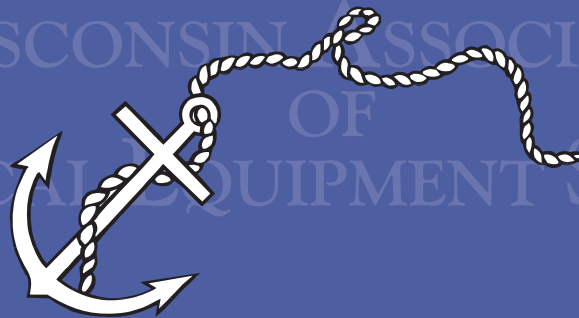
# WAMES

## 2006 Annual Conference

## & Trade Show

*“Committed to Quality Medical Care”*

WISCONSIN ASSOCIATION  
OF  
MEDICAL EQUIPMENT SERVICES



*at the Blue Harbor Resort in Sheboygan  
September 6-8, 2006*

### WAMES ANNUAL MEETING HIGHLIGHTS

Speakers include:

Claudia Amortegui, Sunrise Medical  
Ty Bello, Gulf South Medical Supply  
John Gallagher, VGM  
Miriam Lieber, Lieber Consulting  
David McLean, The Employer Group

*Topics will include:*

- *Operational Efficiencies for the HME Industry*
  - *Bridging the Gaps in Employee Recruiting and Retention*
  - *The Importance of Grassroots Lobbying & Legislative Update*
    - *Coaching the NeXt and WhY Generations*
  - *Legislative Updates on Rehab, Respiratory and More and beyond education...*
- *Wednesday - enjoy the golf outing with colleagues and customers followed by a reception & prizes*
- *Thursday - network with colleagues, manufacturers and distributors at our annual trade show and reception*



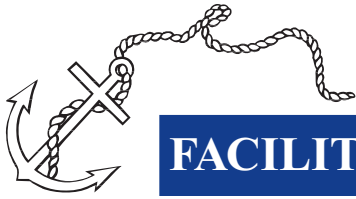
# SCHEDULE OF EVENTS

## Thursday, September 7, 2006

- 7:30 a.m. Registration and Continental Breakfast
- 8:15 a.m. Welcome by *John Fell, President, WAMES*
- 8:30 a.m. **“Bridging the Gap in Employee Recruiting and Retention”** with *David McLean, Human Resources Director from The Employer Group*  
Learn about each step in the employment process and offer advice for ways to avoid some of the pitfalls in hiring. This will be an interactive presentation with case studies and Q & A.
- 10:00 a.m. **Break**
- 10:15 a.m. **“Legislative Updates on Rehab, Respiratory & More”** with *Claudia Amortegui, Orion Group*  
Learn the most up to date information regarding powered mobility devices. New codes, new policy, new allowables. Do you know what to do? Are you ready? October 1st is around the corner!
- 12:30 p.m. **Lunch & Awards**
- 1:30 p.m. **“The Importance of Grassroots Lobbying & Legislative Update”** with *John Gallagher, Vice President of Government Relations, VGM*  
You will review the current status of national competitive bidding (aka “selective contracting”), the recent NPRM, and any proposed bidding process. The impact of recent reimbursement cuts, the CPI freeze, mandatory accreditation and DME quality standards will also be discussed. The presentation will be followed by a detailed discussion of how the HME industry can perhaps delay and possibly eliminate competitive bidding.
- 3:00 p.m. **Break**
- 3:30 p.m. **“Coaching the NeXt and WhY Generations”** with *Ty Bello, VP of Homecare Business Development, Gulf South Medical Supply*  
The workforce is changing. If we are to grow successful businesses we must understand our future team members. Generation X or “Gen X” and Generation Why are the next generations to be Coached. Through this Coachshop we will understand the thinking, cultural aspects and values, learn how to bring out the best of these team members, and uncover what the best environment for success looks like. Is your business ready for the NeXt Generation of team members? Better still, are you?
- 4:30 - 7:00 p.m. **Reception in Exhibit Hall with silent auction, food and prizes!**

## Friday, September 8, 2006

- 8:00 a.m. Registration and Continental Breakfast
- 8:30 a.m. **“Maintaining Perspective During Tumultuous Times”** with *Miriam Lieber, Lieber Consulting*  
As Medicare continues down their path of intensified scrutiny, complex change and almost impossible requirements, the HME industry needs to stay compliant, forward thinking and profitable. While these may seem mutually exclusive, it is time to look at them with perspective. Balance is the key and this session will walk you through many of the issues inside an HME operation that demand this type of contemplation. In addition, a candid discussion of oxygen and capped rentals and what we need to do differently to handle change will be included. A last minute look at CMN changes – will they have a positive or negative impact on operations? Finally, a look at competitive bidding – are you safe or are we any closer to the bid process? How should the HME provider community prepare for implementation of National Competitive Bidding?
- Discussion to include:
- Operational matters – ABN, A/R collection and more
  - Teaching staff to think “big picture”
  - Oxygen changes
  - Capped rental modifications
  - What staff must know about the changes now and later
  - CMN changes
  - Brief competitive bidding update – 203 pages and not much more definitive news
- 11:30 a.m. **Conclusion**



## FACILITY INFORMATION

The Blue Harbor Resort in Sheboygan  
725 Blue Harbor Drive  
Sheboygan, WI 53081  
866/701-2583 • 920/452-2900 • 920-452-2909 fax  
[www.blueharborresort.com](http://www.blueharborresort.com)

## EXHIBITS

Manufacturers and distributors of durable medical equipment and supplies will be on hand, Thursday, September 7th from 4:30 p.m. - 7:00 p.m. to bring the latest products and technology to the 24th Annual WAMES Membership Meeting. Take the time to look, buy and participate in the drawings, the silent auction and breaks scheduled in the exhibit area.

**The Exhibit Hall is open FREE to Purchasing and Sales Departments on Thursday with one registered person from that company. Use the enclosed registration form to register for the exhibit hall only.**

**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).

## SILENT AUCTION

Again, we will offer a very beneficial and enjoyable activity to the exhibit hall this year: **The Silent Auction!** The proceeds from this auction will go towards WAMES' legislative & regulatory efforts.

We are asking all participants to donate items.

## GOLF OUTING

Don't miss this year's annual golf outing on Wednesday, September 6th at Town & Country Golf Course in Sheboygan. Tee times start at 1:00 pm. Please arrive by Noon to register. Cost is \$65 per person. See enclosed form to register and for directions. A reception with golf prizes will follow the golfing at the Golf Course.

## REGISTRATION FEES

### THURSDAY & FRIDAY Sessions

Includes sessions, lunch, breaks, reception for two days

WAMES Member - first person	\$200.00
- additional person(s)	\$175.00
Non-Members	\$275.00

### THURSDAY OR FRIDAY ONLY

WAMES Member - THURSDAY only	\$150.00
WAMES Member - FRIDAY only	\$100.00

Non-Members - THURSDAY only	\$225.00
Non-Members - FRIDAY only	\$175.00

### GOLF OUTING

Includes Greens Fees, Cart & Reception	\$65.00
--	---------

## CANCELLATIONS

### Registration Policies

- All attendees will receive confirmation by fax or email
- Cancellations for refund minus 20% cancellation fee will be accepted until September 1, 2006.
- No refunds after September 1st, 2006.

*(See insert for actual registration form)*



*"Committed to Quality Home Medical Care"*  
WISCONSIN ASSOCIATION  
OF  
MEDICAL EQUIPMENT SERVICES

**PO Box 389**  
**Wild Rose, WI 54984**  
**715/366-7500**  
**715/366-4501 fax**  
**Website: <http://www.wames.org>**  
**email: [abarrett@uniontel.net](mailto:abarrett@uniontel.net)**

***Time Sensitive Registration  
information enclosed...***

***Register today!***

**The Wisconsin Association of Medical Equipment Services  
*presents...***

**The 24th Annual Conference &  
Trade Show at the  
Blue Harbor Resort in Sheboygan  
September 6 - 8, 2006**



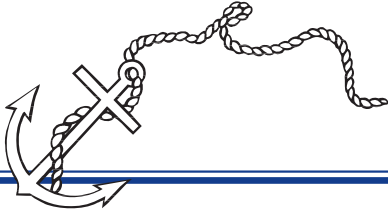
**Register Today!**

# WAMES 2006 Annual Conference

September 6 - 8, 2006

Blue Harbor Resort in Sheboygan, WI

## Registration Form



**CONTACT INFORMATION** (please submit one name per form or copy for more than one registrant)

Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

### **THURSDAY & FRIDAY Sessions**

Includes sessions, lunch, breaks, reception for two days

WAMES Member - first person \$200.00 \_\_\_\_\_

- additional person(s) \$175.00 \_\_\_\_\_

Non-Members \$275.00 \_\_\_\_\_

### **THURSDAY OR FRIDAY ONLY**

WAMES Member - THURSDAY only \$150.00 \_\_\_\_\_

WAMES Member - FRIDAY only \$100.00 \_\_\_\_\_

Non-Members - THURSDAY only \$225.00 \_\_\_\_\_

Non-Members - FRIDAY only \$175.00 \_\_\_\_\_

### **WEDNESDAY Golf Outing**

Includes Greens Fees, Cart & Reception (per person) \$65.00 \_\_\_\_\_

**GRAND TOTAL:** \_\_\_\_\_

Method of Payment \_\_\_\_\_ Check enclosed \_\_\_\_\_ Visa \_\_\_\_\_ MasterCard

Card # \_\_\_\_\_ exp date \_\_\_\_\_

Signature (required) \_\_\_\_\_ Date \_\_\_\_\_

**email to: abarrett@uniontel.net or fax to: 715/366-4501, or mail to: PO Box 389, Wild Rose, WI 54984**



*"Committed to Quality Home Medical Care"*

**WISCONSIN ASSOCIATION  
OF  
MEDICAL EQUIPMENT SERVICES**