



Building DME Competence and Confidence Workshop Agenda

TOUR LOCATIONS:

December 1, 2011
Detroit, MI

[Hampton Inn and Suites, Detroit Airport](#)
31700 Sniff Rd., Romulus, MI 48174

Phone: 1-734-595-0033
Fax: 1-734-595-0133

January 20, 2012
Columbia, SC

[Wingate Inn at Lexington](#)
108 Saluda Pointe Ct. Lexington, SC 29072

Phone: 1-803-957-5000
Fax: 1-803-957-2480

February 10, 2012
Kansas City, MO

[Chase Suite Hotel KCI](#)
9900 NW Prairie View Rd. Kansas City, MO 64153

Phone: 1-816-891-9009

Additional cities forthcoming!

WORKSHOP AGENDA:

8:15am-8:30am

Registration

- Attendees must pre-register online, prior to the event. Coffee will be provided in the morning.

8:30am-9:00am

The Secrets of a Self-Sufficient DME Supplier

- Reducing dependence on the experts and consultants.
- Where do we start? Utilizing free resources...
 - How do I know if my modifiers are correct, where they come from and what they mean?
 - How do I know if equipment is even covered?

9:00am-10:00am

The Building Blocks of Medicare Reimbursement (Reimbursement Fundamentals Part 1: Medicare Documentation).

- Patient intake and delivery documentation.
- The proper use of ABNs, CMNs, DIFs and WOPDs.
- Physician signature requirements.
- Billing assigned vs. non-assigned.

10:00am-10:15am

Break

10:15am-12:15pm

The Building Blocks of Medicare Reimbursement (Reimbursement Fundamentals Part 2: General Coverage Criteria).

- Diabetic and Other Recurring Supplies
- Therapeutic Shoes
- Seat Lift Mechanisms
- Enteral Nutrition
- Support Surfaces and Hospital Beds
- Oxygen, CPAP and RAD Equipment
- Manual and Power Wheelchairs
- Equipment Repairs

12:15pm-1:00pm

Lunch (included in registration fee)

1:00pm-1:45pm

Understanding the Lifecycle of a Claim (It's More Complicated Than You May Think).

1:45pm-2:00pm

Break

2:00pm-2:45pm

Fine Tuning Your Billing Machine

- Flush out strengths and weaknesses simply...with a piece of paper and a crayon.
- Develop processes that reduce billing errors and drag on your reimbursement talent.
- Denial Management and Audit Response Strategies

2:45pm-3:15pm

How to Make Your Billing and Operations MORE Operational.

- Are you making the most of technology?
- Tools and services that can make you more efficient, effective and productive.
- How do you know if it's time to outsource a function of your operation?

3:15pm-3:30pm

Question and Answer Session