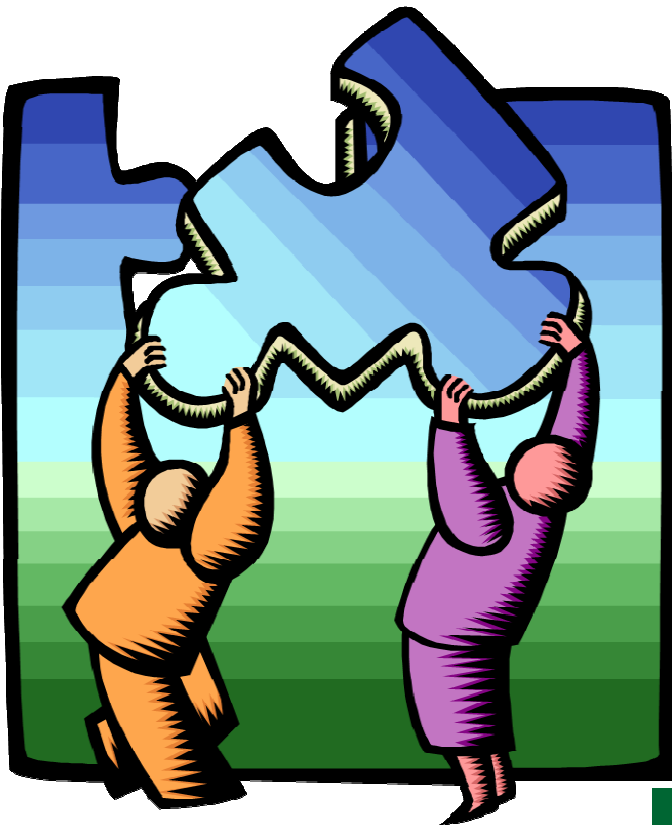


# Fall Conference Registration



*Patting It All  
Together!*



## KMESA

2008 Fall Conference

November 19 & 20

**Griffin Gate Marriott**

1800 Newton Pike  
Lexington, KY 40511

1-859-231-5100.

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# 2008 Fall Conference Schedule

This year's Fall Conference is bigger and better than ever. For the first time, we are offering a half day Respiratory Track that will offer much needed CRCEs. These classes will benefit both acute care as well as home care RTs. Along with our Legislative Update, we are "Putting It All Together" by offering two separate tracks on day two: Track One-Human Resources in HME presented by Vince Crew of Reach Development and Track Two-Reimbursement and Compliance presented by Angela Miller of Medical Auditing Solutions. Register early to get the early bird discount!

Go to [www.kymesa.org](http://www.kymesa.org) for complete course descriptions and to register on line.

## Day 1: November 19, 8am—12 noon

Respiratory Session presented by **Kelly J. Riley, CRT, RCP** Director, National Respiratory Network for The Medgroup. All sessions have been approved by the AARC for CRCE's. Kelly will present three topics:

- ◆ *Home Oxygen and New Capitated Payment Rules; Effects on the Fragile and Elderly. What the Therapist Should Know.* Happy 2009! And with the new year comes historical changes in how home oxygen is being paid for by Medicare. This change will affect all who care for or have involvement with Long Term Oxygen Therapy (LTOT).
- ◆ *Finding Patients with Sleep Disorders in Places You Never Thought to Look.* We believe that in America we have a streamlined health care system. This presentation raises awareness of issues that occur everyday that suggest as healthcare workers we may be missing something.
- ◆ *How to fire for Attitude!* We all have had them, employees who just "muck up the works" on a daily basis due to nothing but their lousy attitude. Learn effective and legal ways to show them the door,

Registration for this event will begin at 7am and will offer a Continental Breakfast. There will be a 15 minute refresher break during this morning session.

**NOTE: Lunch on the 19th will be on your own**

## Day 2: November 19, 1pm—5pm

**Seth Johnson, Government Relations Liaison from Pride Mobility** will present a legislative update, including where we are with competitive bidding, the oxygen ownership repeal, and other issues.

**Tyler Wilson, Executive Director of AAHomeCare** will give us a bird's eye view of our industry from Washington DC and help us understand what we need to do next in our efforts to halt competitive bidding.

Registration for this event will begin at 11am. Due to our evening Cocktail Reception, our afternoon break will be limited to a 15 minute refresher break.

## Join us for our Annual Exhibitor Cocktail Reception

November 19, 5pm-7pm



Join our presenters, your vendors and colleagues for our Annual Fall Conference Cocktail Reception. The reception will be held in the Exhibitor Hall and will feature hot and cold hors d'ourves and a chance to network with your fellow HME providers. Come share fellowship and your experiences with the issues facing our industry today!

## Day 2: November 20, 2008 Schedule

Join us for registration and a continental breakfast in the exhibit hall from 7am-8am. Get your morning coffee and some breakfast while you catch up on news with your vendors and colleagues.



### Medicare Update 8am-9:45am

National Government Services staff, including the **Kentucky Provider Relations Representative Tamara Hall** will give us an update on Medicare changes. Additionally, there will be a review of the newly revised PAP policy, with special presentation by the Medicare Clinical Education Team. Q&A from the audience on this issue, as well as questions regarding the Medicare Oxygen changes will be addressed.



### Trade Show Break in Exhibit Area 9:45am-10:30am

Refresh your coffee, visit with your vendors, and collect the pieces to your “puzzle” for the prize drawing to be held at the end of the day. Be sure to visit each booth and collect them all!

### Break Out Sessions 10:30am-12noon

**Vince Crew, President of Reach Development** says,

<sup>3</sup>There's only ONE THING: PEOPLE!<sup>2</sup>

Dependable, honest, hard-working talent is hard to find and easy to lose. Learn how to keep, inspire, and develop the best of the best in Part I of his presentation by learning:

- \*How to define the 3 types of employees
- \*How to get the right employee “fit”
- \*The difference between training and developing

**Angela Miller, President of Medical Auditing Solutions** will present “10 Things that Will Improve Re-

imbursement.” In this sessions, you will learn the processes to have in place from intake to collections that will improve your cash flow. You will also discuss the relationships between the departments. Additionally, you will discuss monthly management protocol to inspect what you expect. This is a great refresher to keep tabs in processes that may get lost in frequent turnover.

## Lunch with Speakers and Vendors 12 noon-1:30pm

### Break Out Sessions 1:30pm-3:15pm

In Part II **Vince** teaches us:

- \*The “true cost” of turnover,
- \*Four questions every employee wants you to answer to make them stay, and
- \*Develop strategies for setting and achieving customer service standards through select motivation factors

In **Angela's** afternoon presentation, she will help you understand your “Compliance Program Effectiveness” by learning the aspects of an effective compliance program that will improve your cash flow and why it is so important to be proactive with a compliance program.

### Closing Session 3:30pm-4:30pm

**Vincent “Skip” Wirth** will present “All Stressed Up and No Place to Go” We all know people who just seem to glide through life. Even though they encounter difficult life circumstances, these well ordered souls always seem to bounce back and keep their lives in balance. What do they have that others do not? Can we incorporate what they do into our lives and become more like them? Yes! Here is what the research has learned from these people.

## 2008 Fall Conference Registration

**Registrations must be received by November 7, 2008  
to receive the Early Bird (EB) discount.**

### **Respiratory Conference ONLY (November 19, 8am - 12noon)**

	<b>EB</b>	<b>Late</b>
Members	\$ 40.00	\$ 50.00
Non-members	\$ 50.00	\$ 60.00
Students	\$ 30.00	\$ 40.00

### **Full 2 day Conference**

	<b>EB</b>	<b>Late</b>
Members	\$ 95.00	\$ 125.00
Non-members	\$ 145.00	\$ 175.00

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

Attendee(s) \_\_\_\_\_

Address: \_\_\_\_\_

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

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Special Dietary Needs: \_\_\_\_\_

**Total Attendees:** \_\_\_\_\_ **Member** \_\_\_\_\_ **Non-member** \_\_\_\_\_

Total Due \$ \_\_\_\_\_

### **METHOD OF PAYMENT**

Check OR Credit Card: Visa MasterCard

Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_

### **Make checks payable to:**

KMESA

#394

1309 US 127 South Suite B

Frankfort, KY 40601

Phone: (866) 817-2964

**Fax: (678)264-4748**

**Register On-line: [www.kymesa.org](http://www.kymesa.org)**

**CONFIRMATIONS WILL BE SENT  
UPON RECEIPT OF PAYMENT**