

Using Non-Delivery Technology to Meet the Challenges of Lower Reimbursement

HomeFill®



- Are you prepared for **competitive bidding**?
- Are you prepared to effectively manage your oxygen business despite reimbursement changes?
- Would you like to learn how to identify, track and trend key business metrics to successfully develop and execute a plan for the future?

Then you don't want to miss this seminar offered by Healthcare Strategies, LLC

Bernie Lambrese and Joe Haley from Healthcare Strategies, LLC want to share their HomeFill success stories and business strategy so you too can maximize your business with HomeFill. Cara Bachenheimer will be giving a complete legislative update on what is happening with Oxygen reimbursement and competitive bidding.

Date: Thursday, May 29, 2008
Time: 9:00 am – 4:00 pm (lunch included)
Location: Holiday Inn - South
5532 Athens Boonesboro Rd.
Lexington, KY 40509
(859) 263-5241

PROGRAM OVERVIEW

The purpose of this program is to introduce you to the benefits of utilizing the HomeFill oxygen delivery system to more effectively and profitably manage your home oxygen business. This program will help you develop a strategy to build a successful business despite changes in reimbursement and the challenges of competitive bidding.

AGENDA

- Competitive Bidding and Legislative Update
- Review leadership strategies to succeed in a rapidly changing industry
- Learn how to generate greater operating efficiency by leveraging new technology
- Identify and analyze key financial measurements to measure profitability (a free CD will be provided for seminar participants)
- Learn how to implement a plan to change to the non-delivery business model for home O2

REGISTRATION

Name _____
Organization _____
Address _____
City _____
State _____ Zip _____
Phone no. _____
Email _____

Please register no later than May 26, 2008 by:

- 1) Email the above information to Michael Irvine at mirvine@invacare.com
- 2) Fax to (440) 326-3911
- 3) Mail to: Invacare Corporation • 38683 Taylor Parkway • North Ridgeville, OH 44039

ABOUT THE PRESENTERS*

Bernard F. Lambrese, Senior Partner Healthcare Strategies, LLC

Mr. Lambrese was a founder and the CEO of Respiratory Solutions, Inc, a multi-site home respiratory business based in New England. In addition, he was a founder and CEO of EvoCare, Inc, a regional home infusion therapy provider. Both businesses were successfully sold to publicly traded healthcare companies. Mr. Lambrese is a graduate of Boston College.

Joseph F. Haley, Partner Healthcare Strategies, LLC

Mr. Haley was the Chief Financial Officer of Respiratory Solutions, Inc, and EvoCare, Inc, utilizing his experience in healthcare finance and reimbursement to assist management in successfully building and selling these businesses. In addition, Mr. Haley has experience in hospital finance and with Blue Cross and Blue Shield of Rhode Island.

Cara C. Bachenheimer, Senior Vice President, Government Relations, Invacare Corporation

Ms. Bachenheimer is responsible for the company's federal lobbying activities with Congress, the Administration and the federal regulatory agencies. Ms. Bachenheimer has been closely involved with the home medical equipment industry for almost 20 years.

Come hear their stories and learn how you too can grow your oxygen business by leveraging technology!

Watch your Oxygen Business Grow!

*This program is being presented by Healthcare Strategies, LLC. Cara Bachenheimer is a guest speaker and has no affiliation with Health Care Strategies, LLC. Any opinions, advice, statements, services, offers or other information or content expressed or made available at the Program by Healthcare Strategies, LLC are those of Healthcare Strategies, LLC and not Invacare Corporation. Participants are solely responsible for investment decisions they make or do not make based on the Program and information provided therein.



Yes, you can.®