



Barriers to Boomers

How to Overcome and Prosper

October 6 - 7, 2010

JAMES Annual Conference

DATE AND LOCATION:

Our 2010 Annual Conference, "Barriers to Boomers", will be held at the Ocean Place Resort & Spa, located at One Ocean Boulevard, Long Branch, NJ, on October 6 - 7, 2010.

Overnight guest rooms have been secured at the rate of \$169.00 per night. Guest room reservations can be made by calling 800.411.6493 before 9/20/2010.

INFORMATION ABOUT OUR CONFERENCE:

Our conference will bring attendees the latest information about the current political climate, which significantly impacts our industry, and pre-bidding education from CMS for home medical equipment companies doing business within New Jersey. Presentations on "lean" business models will assist in reorganizing your current operations. Attendees will also enjoy vendor exhibits and networking opportunities.

CONTACTS

Conference Chairperson

Seth Auerbach
856.854.3100

Executive Director

Wendy Russalesi
732.503.5665

ONE OCEAN BOULEVARD



LONG BRANCH, NJ

- Rahshaan Felder

CMS Competitive Bidding Implementation Contractor - Palmetto GBA

- David Barmak

JAMES General Counsel

The Law Offices of David S. Barmak, LLC

- John Guhl

**Director, NJ Division of Medical Assistance and Health Services
(NJ Medicaid)**

- Chris Calderone

Lean Homecare Consulting Group, LLC

- Alan Morris

Regulatory Analyst, The VGM Group

- Randy Schluter

President, DTCP/Ren Train

- Tyler Wilson

President, American Association for Homecare

- James Hardiman & Elizabeth Daniels

Outreach & Education Specialists, NHIC, Corp.

- Erika Williams

Ombudsman, National Supplier Clearinghouse (NSC)

- Kimberly Kiernan

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JAMES
Keeping Members Informed



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ATTENDEE REGISTRATION

Attendee Information

Company Name: _____

Address: _____

City, State, Zip: _____

Phone Number: _____ Fax Number: _____

Contact Name: _____ Title: _____

Email Address: _____

Attendee Name(s): _____

Registration Selections

- JAMES General Member Full Conference Rate** \$249 per person
Does not include attendance for DTCP
- JAMES General Member Full Conference & DTCP Rate** \$299 per person
Indicate name of attendee(s) for DTCP _____
- JAMES General Member Full Conference Rate Additional Attendee Rate*** \$179 per person
Indicate number of additional attendees _____
- Non Member Full Conference Rate** \$349 per person
Does not include attendance for DTCP
- Non Member Full Conference & DTCP Rate** \$399 per person
Indicate name of attendee(s) for DTCP _____
- Non Member Additional Attendee Rate*** \$279 per person
Indicate number of additional attendees _____
- JAMES General Member Rate - DTCP Only**** \$149 per person
- Non Member Rate - DTCP Only**** \$199 per person
- Owner's Summit (JAMES Members Only)** No Additional Charge
Indicate name of attendee(s) _____
- Respiratory CEU Courses** No Additional Charge
Indicate name of attendee(s) _____

*Member and non-member additional attendees who would like to attend the DTCP in addition to the conference must pay the full member or non-member rate. The reduced additional attendee rate will not apply.

** Selecting this registration does not permit attendance at the full two day conference program. This will permit attendance to the DTCP course only.

Registration fees include President's Reception cocktail hour with open bar and Owner's Summit dessert hour on October 6, morning and afternoon refreshment breaks and the luncheon on October 7.



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ATTENDEE REGISTRATION

Payment Information

Check Enclosed Visa MasterCard Amex

Cardholder Name: _____ Card Number: _____

Expiration Date: _____ CCV: _____

Address: _____

City _____ State _____ Zip _____

Phone Number: _____ Fax Number: _____

Signature: _____

Please indicate if you need a copy of your credit card receipt sent to you:

_____ Yes, please email a copy of my credit card receipt to the following email address:

_____ (please print clearly)

Please indicate any special dietary requests below:

_____ ***Kosher***

_____ ***Vegetarian***

Registration ends October 1, 2010

No refunds will be issued for cancellations.

Credit will be given that can be redeemed at a future JAMES event within one year's time.



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SCHEDULE OF EVENTS

WEDNESDAY OCTOBER 6, 2010

- 10:00 - 10:30 a.m. Registration Delivery Technician Certification Program
- 10:30 - 5:00 p.m. *“Delivery Technician Certification Program”* Randy Schluter, RenTrain
- 12:00 - 1:00 p.m. Conference Registration
SPONSORED BY PRIDE HEALTHCARE
- 1:00 - 5:00 p.m. *“What’s New: Medicare Hot Topics in New Jersey”*
James Hardiman and Elizabeth Daniels, Outreach & Education Specialists,
NHIC, Corp CERTIFICATE OF ATTENDANCE ISSUED AT COURSE COMPLETION
- “NSC Update”*
Erika Williams, National Supplier Clearinghouse
- 1:00 - 2:00 p.m. *“Humidification”* (CEU Course)
SPONSORED BY FISHER & PAYKEL HEALTHCARE 1 CEU
- 2:15 - 3:15 p.m. *“OSA & COPD: What Happens When the Two Overlap?”* (CEU Course)
SPONSORED BY RESMED 1 CEU
- 4:00 - 5:00 p.m. *“Identification of Complex Breathing Patterns and Titration with Servo Ventilation Advanced”* (CEU Course)
SPONSORED BY PHILIPS RESPIRONICS 1 CEU
- 5:00 - 7:00 p.m. Exhibit Hall Opening
- 5:30 - 6:30 p.m. President’s Reception Cocktail Hour in Exhibit Hall
SPONSORED BY INVACARE CORPORATION
- 7:00 - 9:00 p.m. Dinner Break - **Walk over to McCloone’s Pier House in Pier Village and receive 15% off your restaurant bill when you present your JAMES conference ID Badge!**
- 9:00 - 10:30 p.m. *“Winning by Numbers: Getting Employees to Think Like Owners”*
Chris Calderone, Lean Homecare Consulting
Owner’s Summit with Dessert Reception
SPONSORED BY JAMES
This program is designed for owners and senior management staff, and limited to JAMES General Members only.



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SCHEDULE OF EVENTS

THURSDAY OCTOBER 7, 2010

- 7:00 - 8:00 a.m. Exhibit Hall Open
- 8:00 - 9:00 a.m. *“Fraud and Abuse Provisions of the Patient Protection and Affordable Care Act”*
David Barmak, JAMES General Counsel
- 9:00 - 10:30 a.m. *“New Jersey - A Round 2 MSA: Competitive Bidding Essentials from CMS”*
Rahshaan Felder, Competitive Bidding Implementation Contractor
- 10:30 - 11:00 a.m. Refreshment Break with Exhibitors
SPONSORED BY THE VGM GROUP
- 11:00 - 12:00 p.m. *“Medicaid: What’s New in New Jersey”*
John Guhl, Director Division of Medical Assistance and Health Services
- 12:00 - 1:30 p.m. *“2010 Election Update”*
Tyler Wilson, President, American Association for Homecare
Lunch with Exhibitors
Elections
SPONSORED BY DRIVE MEDICAL
- 1:30 - 3:00 p.m. *“Introducing Lean Thinking Concepts for HME Providers”*
Chris Calderone, Lean Homecare Consulting
- 3:00 - 3:15 p.m. Refreshment Break
- 3:15 - 4:45 p.m. *“Legislative Update”*
Alan Morris, Regulatory Analyst, VGM
- 4:45 - 5:00 p.m. General Membership Meeting

AUDIO VISUAL SPONSORED BY FASTRACK HEALTHCARE SYSTEMS AND FISHER & PAYKEL



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DELIVERY TECHNICIAN CERTIFICATION PROGRAM

The **Delivery Technician Certification™ Program (DTCP)** is a national certification program for personnel responsible for medical equipment delivery, set up, and patient education. Here's a sample of what attendees get from the DTCP:

- Proper documentation of received education is imperative for the HME business personnel files in regards to Accreditation and CMS Standards. Attendees get this material with the DTCP.
- Accrediting organizations and CMS Quality/Industry Standards dictate that all personnel involved with the delivery of equipment and supplies, as well as patient education and care, understand the federal regulations governing the delivery of home healthcare. Certification is proof the staff has an excellent working knowledge of the proper delivery of home healthcare.
- A review of standard protocols and requirements for areas such as DOT/OSHA/ HIPAA/TSA regulations.
- Review and instruction on the best practices in home medical equipment setup and patient education.
- Attendees are given the opportunity to pass a certification test providing them with documented proof that their work practices meet with industry-accepted standards.

If your delivery technicians have already taken this course, repeating the course does have value! It is a great tool to meet the continuing education requirements established by the CMS Quality Standards, and to keep your delivery technicians current with the most recent regulations!

Randy Schluter has spent twenty years working in the healthcare industry. His positions have ranged from owner/operator of an HME business, to VP for reimbursement and business development for NAMES (now AAHomecare), as well as an educator/consultant for industry standards/practices and sales representative programs. Randy is the president of DTCP/Ren Train, a healthcare business education and consulting firm located near Denver, Colorado.

This program is being offered as a separate registration from the JAMES Annual Conference, or can be selected as an inclusive program of the two-day conference.



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OWNER'S SUMMIT

The Jersey Association of Medical Equipment Services will once again sponsor the Owner's Summit and Dessert Reception at our annual 2010 conference.

The Owner's Summit will be held on Wednesday, October 6 from 9:00 - 10:30 p.m. A full display of gourmet desserts and specialty coffees will be on hand to satisfy your after-dinner cravings!

Our guest speaker that evening will be Chris Calderone, of the Lean Homecare Consulting Group, who will present:

“Winning by Numbers: Getting Employees to Think Like Owners”

In today's challenging healthcare environment, helping employees understand how their actions impact your bottom line has never been more important.

This session will show owners and leaders how they can elevate the performance of their employees by helping them to see the connection between their decisions and the financial success of your business.

Successful lean organizations break into the silo mentality - Learn how lean organizations help their employees foster “line of sight” thinking and how they help their employees see what they truly impact.

All content is geared towards the unique needs and challenges confronting today's HME providers.

Key topics covered include:

- Help your employees “see the big picture”
- Keys to increasing employee accountability - and performance
- How to share numbers without creating an “Entitlement Mentality”
- Keys to aligning employee behavior and company goals
- Increase trust - and performance - through education
- Meetings and scoreboards that inform and create excitement
- How to share the measures of business success with employees
- Communication that stops employees from “just performing their jobs”
- Tips and techniques to improve employee performance

Roundtable discussions will follow this presentation

The JAMES Owner's Summit is a program designed for owners and senior management staff, and the attendance is limited to JAMES General Members only.

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RESPIRATORY CEU SESSIONS

Three sessions will be offered on Wednesday, October 6, that will give attendees the chance to earn continuing education units (CEU's) on respiratory-related topics.

Attendance at these sessions is included in the conference attendee rate, and these sessions are open to JAMES members and non-members. Each session is one hour in length and will award 1 CEU.

1:00 - 2:00 p.m.

Humidification Understand states of water, common terms dealing with humidification of the upper airway, describe the function and mechanism of upper airway humidification, identify the role of humidification for CPAP therapy, identify the limitations of conventional humidifiers, introduction to new humidification technology.

SPONSORED BY FISHER & PAYKEL HEALTHCARE 1 CEU SESSION ONE

2:15 - 3:15 p.m.

OSA & COPD: What Happens When the Two Overlap? Overview of the two disease states comprising overlap syndrome: COPD and OSA, learn how to screen patients by recognizing symptoms of COPD and OSA, identify appropriate treatment guidelines for overlap syndrome patients.

SPONSORED BY RESMED 1 CEU SESSION TWO

4:00 - 5:00 p.m.

Identification of Complex Breathing Patterns and Titration with Servo Ventilation Advanced This presentation focuses on the titration goals and identification of patients with complicated breathing. Participants will learn how to properly identify these patients and implement a titration protocol with the BiPAP autoSV advanced system to manage these patients in the sleep center. The presentation will also discuss the use of Encore data to better manage these patients in the home environment.

SPONSORED BY PHILIPS RESPIRONICS 1 CEU SESSION THREE