

The Wisconsin Association of
Medical Equipment Services
presents...

WAMES

2004 Annual Conference & Trade Show

"Committed to Quality Home Medical Care"

*at the Marriott Milwaukee West in Waukesha
June 16 - 18, 2004*

WAMES ANNUAL MEETING HIGHLIGHTS

Speakers include:

Elizabeth Hogue, Esquire
Mark Moody, Division of Health Care Financing
Cara Bachenheimer, Invacare Corporation
Roberta Domos, Domos HME Consulting
Mark Towers, Speak Out Seminars
John Gallagher, VGM

Topics will include:

- *Referrals, What's Legal and What's Not*
 - *Managing Assets Profitably*
- *Budget Update from the State of Wisconsin Medicaid Program*
 - *Power Wheelchair Update*
- *What You Can Do to Create a Focused, Flexible, Fast, Friendly & Fun Company*
 - *Stay up-to-date on what's happening in Washington*
- *What you do when you have 15 minutes with your Senator or Congressman*
- *Golf with colleagues and customers on Wednesday with reception & prizes*
 - *See the latest products from Manufacturers & Distributors*

SCHEDULE OF EVENTS

Thursday, June 17, 2004

- 7:30 am Registration & Continental Breakfast
- 8:15 am Welcome by *Dennis Iles, President, WAMES*
- 8:30 am **Managing Assets Profitably** - *Roberta Domos, President, Domos HME Consulting*
Basic concepts of successful asset management will be covered including: 1. Effective techniques for managing equipment purchasing and utilization 2. "Just in time" inventory basics 3. Effective methods for tracking equipment and managing a preventative maintenance program.
- 9:30 am Break
- 9:45 am **Power Wheelchair Update** - *Cara Bachenheimer, VP Gov't Relations, Invacare Corporation*
In this session, get the latest information on the federal government's changes to the Medicare coverage policy for motorized wheelchairs and power operated vehicles. Understand the impact on manual wheelchair coverage, changes to the DMERC medical review process, and what you need to do to ensure that your consumers receive medically necessary equipment. Learn what the industry is doing to fix the situation, and how you and your company can help to make sure that beneficiaries receive the products they need.
- 10:45 am Break
- 11:00 am **DC Update: Hot Legislative and Regulatory Issues Impacting Your Business** - *Cara Bachenheimer, VP Government Relations, Invacare Corporation*
In this session, you'll get the latest information on the many federal legislative and regulatory issues impacting your business. How will the new Medicare Prescription Drug law affect you? Learn the details of upcoming policies such as competitive bidding, inherent reasonableness, ABNs, new coding and payment issues, and more.
- Noon **Lunch & Awards**
- 1:15 pm **What You Can Do to Create a Focused, Flexible, Fast, Friendly & Fun Medical Equipment Supply Company** - *Mark Towers, Speak Out Seminars*
Today's medical equipment supply organizations must live the 5 F's that denote a great organization. They are focused, flexible, fast, friendly and fun. During this educational, and motivational program, you will learn organizational and communication skills that can be immediately implemented. Come early and fasten your seat belts!
- 2:00 pm **Exhibit Hall Opens**
- 3:15 pm Break in Exhibit Hall
- 3:30 pm **Medicaid Budget Presentation** by *Mark Moody, Administrator, Div. of Health Care Financing*
- 5:00 - 7:00 pm Reception in Exhibit Hall with Silent Auction, food and prizes!

Friday, June 18, 2004

- 7:30 am Registration and Continental Breakfast
- 8:00 am **Referrals -What's Legal and What's Not** - *Elizabeth Hogue, Esquire*
Providers are well aware of the need to ensure a steady stream of referrals. The referral process, regardless of setting, raises a variety of legal issues related to patients' rights to freedom of choice of providers, fraud and abuse and antitrust. The purpose of this presentation is to assist HME providers to implement practical strategies that will also help to ensure compliance with fraud and abuse, antitrust and freedom of choice requirements.
- 9:30 am Break
- 9:45 am **Referrals - What's Legal and What's Not -part 2**
- 10:45 am Break
- 11:00 am **"OK - So Now You Have 15 Minutes With Your Senator or Congressman, What Are You Going To Do?"** A step-by-step process for grass roots action to "Sell Yourself", "Sell Your Business, and to Sell the Industry"! *John Gallagher, VP of Government Affairs, VGM*

FACILITY INFORMATION

The Marriott Milwaukee West in Waukesha
W231 N1600 Corporate Court
Waukesha, WI 53186
800/228-9290 • 262/574-0888 • www.marriotthotels.com



Directions

From Milwaukee or Madison: From I-94 take the 164 exit north, go north 1/2 mile and the hotel will be on your left.

Reservations

WAMES has a very special room rate of \$99.00 for a single or double occupancy. Call 800/228-9290 or 262-574-0888 to make reservations.

EXHIBITS

Manufacturers and distributors of durable medical equipment and supplies will be on hand, Thursday, June 17th from 2:00 pm - 7:00 pm to bring the latest products and technology to the 22nd 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.

To register for a booth, contact Ann Barrett at 715/366-7500 or 715/366-4501 (fax) or via email: abarrett@uniontel.net for an exhibitor registration packet.

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 exhibitors and attendees to donate items.

GOLF OUTING

Don't miss this year's annual golf outing on Wednesday, June 16th at the Broadlands Golf Club in North Prairie. Shotgun start is at Noon. Please arrive by 11:00 am to register. Cost is \$75 per person. See enclosed form to register and for directions. NEW this year is a reception & prizes following the golfing from 4:30 pm - 6:30 pm in Broadlands Club House.

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	\$75.00

Non-Members - THURSDAY only	\$220.00
Non-Members - FRIDAY only	\$150.00

GOLF OUTING

Includes Greens Fees, Cart & Reception	\$75.00
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CANCELLATIONS

Registration Policy

- All attendees will receive confirmation by fax or email
- Cancellations for refund minus 20% cancellation fee will be accepted until June 11, 2004.
- No refunds after June 11, 2004.

(See insert for actual registration form)



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

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

Register today!

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