

The Wisconsin Association of Medical Equipment Services presents...

WAMES Annual Respiratory Seminar



Focusing on Sleep Therapy

Wednesday, November 1st, 2006

at the Kalahari Convention Center in Wisconsin Dells

8:00 am - 3:30 pm

Topics to include:

- *How to increase after sales
- * How rural sleep labs work
- * How to interpret a sleep study
- *How to follow your CPAP set up
- *Billing

This is an *interactive* seminar!

Bring your questions and issues to be discussed



Who should attend?

Anyone who works with sleep therapy from marketing to billing to set up to therapy to sleep labs

WAMES 2nd Annual Respiratory Seminar

AGENDA

Wednesday, November 1st, 2006

at the Kalahari Convention Center in Wisconsin Dells

- 7:30 am - 8:00 am **Registration and Continental Breakfast**
- 8:00 am - 9:00 am **“Pediatric OSA”** with *Dr. Christopher Green, Professor & Vice Chairman of the Department of Pediatrics at the University of Wisconsin Children’s Hospital*
Hear an overview of the current state and future of sleep therapy for the pediatric population.
- 9:15 am - 10:15 am **“Rural Model of Sleep Medicine: How We Are Different and How We Are The Same”**
with *Eric Newgent, DO, MS, Medical Director of Sleep Medicine and Occupational Medicine Clinic at RAMC*
This session will cover the following:
 1. Why do we need a rural sleep lab?
 2. How we got started. What’s the hospital’s role?
 3. How do we differ from urban sleep programs?
 4. How we provide quality sleep studies & services in a rural setting.
 5. The importance of follow-up services for a successful program.
 6. Partnering with area medical equipment companies.
 7. Future growth- satellite model.
- 10:15 am - 10:30 am **Break**
- 10:30 am - 11:30 am **“HME Perspective”** with *Jill Spellman, RRT, President of Oxygen One, Inc.*
Jill will provide a historical overview of sleep therapy as it relates to the HME industry.
She will also present current HME business practices for sleep therapy that focus on a patient centered model of care.
- 11:30 am - 1:30 pm **Lunch and Exhibits** - Enjoy a buffet lunch and see new respiratory products!
- 1:30 pm - 2:15 pm **“Sleep Study Interpretations”** with *Nadine Tully, RPSGT, CRT, RAMC Sleep Disorders Laboratory Manager, Terri Schmit, RPSGT, RRT, RAMC Sleep Disorders Laboratory Lead Polysomnographer and Mary Lowenberg, B.S., RPSGT*
Have you always wanted to know what all of those sheets of paper mean? Find out from the experts. You will come away understanding what it all means!
- 2:15 pm - 3:15 pm **“Manufacturer Resources to Stimulate After Sales”** with *Liz Wenzler from Fisher & Paykel, Mark Burke from Resmed and Hank Hart from Respironics*
Learn how to make the most of re-order sleep supply sales and hear about the tools and information the manufacturer can provide you to assure you are capturing this market.
- 3:15 pm **Wrap up and Door prizes!**

The Facility: The Kalahari Resort & Convention Center in Wisconsin Dells
1305 Kalahari Drive • Wisconsin Dells, WI 53965

877/254-5466 • 608-254-8609 fax • www.kalahariresort.com

Directions: Take I-94 to the Hwy 12/Number 92 exit in Wisconsin Dells

Lodging: WAMES has a block of rooms and a special rate of \$109 for single, double
Call the hotel directly for reservations at 877/254-5466

WAMES 2006 Respiratory Seminar

Registration Form

Wednesday, November 1, 2006 at the Kalahari Convention Center in Wisconsin Dells

Attendee Names

1. Name _____ email _____

2. Name _____ email _____

3. Name _____ email _____

4. Name _____ email _____

5. Name _____ email _____

Company _____

Address _____

City, State, Zip _____

Telephone/Fax _____

Registration Fees:

\$85.00 for this full day seminar

x _____ people = _____

\$75.00 rate for additional persons from same company

x _____ people = _____

\$125.00 rate for non-members

x _____ people = _____

TOTAL _____

Make check payable to WAMES and mail to: WAMES:PO Box 389, Wild Rose, WI, 54984 or use Mastercard or Visa below and **fax** to WAMES at 715-366-4501 with credit card information.

_____ VISA _____ MasterCard

card number _____ exp date _____

amount \$ _____ signature _____

*Cancellation Policy - You may cancel up to October 26th, 2006 for a full refund minus a \$25 processing fee.
No refunds after October 26th, 2006*

Questions? Call Ann Barrett at WAMES at 715/366-7500



"Committed to Quality Home Medical Care"
WISCONSIN ASSOCIATION
OF
MEDICAL EQUIPMENT SERVICES

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www.wames.org

WAMES Respiratory Seminar
Registration Materials
REGISTER TODAY!



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The Wisconsin Association of Medical Equipment Services presents.....

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Kalahari Convention Center, Wisconsin Dells