Navigate the Online Reimbursement Highway

Charlotte ➤ Dallas ➤ Chicago
Philadelphia ➤ Providence ➤ Anaheim
Kansas City ➤ Pittsburgh ➤ Austin ➤ Orlando

CELEBRATING 10 YEARS

Wound Clinic Business
WCB2018

AN HMP EVENT
Ten years ago, when Wound Clinic Business began, nearly all of our wound care reimbursement information was found in printed books, manuals, and newsletters.

In 2018, nearly all of our reimbursement information is found somewhere online.

Your 2018 faculty will be giving this year’s attendees a gift to celebrate the 10th anniversary of Wound Clinic Business: hands-on interaction with reimbursement resources found online.

You will not want to miss this interactive experience!

Objectives

To meet the needs of all wound care stakeholders, this year’s objectives are:

- Follow the Online Highway GPS for locations of new, revised, and deleted codes, as well as important coding rules
- Find payment system destinations pertinent to your wound care practice
- Avoid detours such as denials and repayment by accessing coverage policies
- Keep out of potholes by reviewing payers’ audit results and work plans

“Thanks so much! I needed this. Will try to get the clinic to send more folks in the future.”

Note: Dates and locations subject to change.
To register: WoundClinicBusiness.com
Faculty

KATHLEEN D. SCHAUM, MS
Kathleen Schaum is a nationally recognized wound care reimbursement strategy consultant and educator with nearly 50 years of industry experience. Ms. Schaum is passionate about the success of all wound care businesses so she shares her up-to-the-minute reimbursement knowledge with all wound care stakeholders who want to establish/maintain/improve their wound care businesses. In addition to presenting at the 10 Wound Clinic Business seminars, Kathleen provides reimbursement education at many regional and national wound care symposiums. Here are just a few of WCB attendees’ evaluations of Kathleen: “Kathleen’s energy and passion for helping the wound industry succeed is evident throughout the seminar.” “Kathleen always takes the time to thoroughly answer our wound care reimbursement questions.” Kathleen also shares her wound care knowledge through two monthly journals. She is on the founding editorial board of Today’s Wound Clinic and recently celebrated her 10th anniversary as creator and author of the Business Briefs column in that journal. Kathleen also celebrated her 18th anniversary as creator and author of the Payment Strategies column in Advances in Skin & Wound Care. The wound care field relies on Ms. Schaum to keep them informed about the coding, payment, coverage, and audit changes that impact their revenue in both the “volume-based” and “value-based” payment systems.

JOLAYNE DEVERS, MBA, CPC, COC, CPC-H, CPC-P
For over 25 years, Jolayne has worked in the healthcare industry in a variety of sectors, including a world-leading medical device company, a large commercial payer, and a physiatry practice. As a consultant and Certified Professional Coder, she has used this broad experience to build unique expertise in medical device and drug optimization strategies for product reimbursement. Jolayne also provides CPT, RUC, and strategic consulting to the American Society of General Surgeons. She helps guide them on the political and economic changes that affect general surgeons and the quality care they provide for their patients. Ms. Devers is a frequent national speaker on healthcare policy and reimbursement issues that affect manufacturers and providers in a variety of sectors. Jolayne’s specialized experience in reimbursement commercialization programs for cell tissue products (CTPs) and other wound care devices brings a unique perspective to the Wound Clinic Business program. She is excited to share her industry experience and technical expertise with wound care stakeholders.

Program Agenda

Physicians, podiatrists, nurse practitioners, therapists, hospital-based wound care departments, and all members of the revenue cycle team will enjoy this interactive program full of wound care-related reimbursement scenarios. Attendees will have the opportunity to 1) determine the correct answers for many wound care reimbursement scenarios, and 2) locate pertinent reimbursement resources on their own tablets.

NOTES:
► Be sure to bring your fully charged tablet. Wi-Fi service will be available.
► Arrive early, as lunch seating reservations will be taken on a first-come, first-served basis during registration.
► Due to the nature of this interactive program, please plan to stay until the end.

7:00 AM – 7:45 AM
Registration and Continental Breakfast with Exhibitors
The sponsors of Wound Clinic Business 2018 appreciate your effort in traveling the evening before or the morning of the seminar. They will have their exhibits set up early and hope you will join them for a continental breakfast.

7:45 AM – 8:00 AM
Opening Session

8:00 AM – 9:15 AM
Part 1: Navigate the Online Reimbursement Highway
Attendees will have the opportunity to determine the correct answers for many wound care reimbursement scenarios, and locate pertinent reimbursement resources on their own laptops/iPads.

9:15 AM – 9:30 AM
BREAK

9:30 AM – 11:15 AM
Part 2: Navigate the Online Reimbursement Highway

“I could listen and learn from Jo and Kathleen for days!”
Program Agenda

11:15 AM – 12:00 PM
Interactive Discussions with the Exhibitors and the Faculty
These interactive discussions with wound care manufacturers, distributors, and suppliers will help you understand that they are vital members of the wound care team. Without their state-of-the-art products and services, physicians and other qualified healthcare professionals would not be able to achieve the highest quality outcomes at the lowest total cost of care, and with a high degree of patient satisfaction across the continuum of care. WCB attendees will have the rare opportunity to learn how to incorporate the exhibitors’ state-of-the-art products and services into their wound care businesses. The exhibitors will be prepared to provide coding, payment, and coverage materials for their products and services.

12:00 PM – 1:00 PM
Sit-Down Lunch with Exhibitors and Faculty
A program of this length and with this caliber of faculty would typically cost more than your minimal registration fee. The low attendee registration fee is made possible by the generous support of the elite group of exhibitors who are concerned about the business side of your wound care program. This networking lunch is a wonderful time to personally get to know representatives from the exhibiting companies and ask them specific questions about incorporating their products and services into your clinical and economic protocols and strategies. Take this opportunity to thank the exhibitors for caring about your business by supporting this unique day full of education, great food, and networking opportunities.

1:00 PM – 2:30 PM
Part 3: Navigate the Online Reimbursement Highway

2:30 PM – 2:45 PM
BREAK

2:45 PM – 4:15 PM
Part 4: Navigate the Online Reimbursement Highway

4:15 PM – 4:30 PM
Wrap Up, Evaluations, and Attendance Certificates
This final session will summarize the key points from the day’s sessions. The faculty will provide their contact information. Each attendee will then have the opportunity to evaluate the entire program and offer topic suggestions for next year’s Wound Clinic Business program. The HMP facilitator will provide you with a certificate of attendance when you submit your completed evaluations.

Pricing

INDIVIDUAL PRICING
$299  Early (30 days before meeting)
$399  Standard

GROUP PRICING
(3 or more from same facility)
$200  Early (per person 30 days before meeting)
$300  Standard (per person)

BRING 4 TEAM MEMBERS AND THE FIFTH COMES FREE!
*Group discounts are reserved for attendees working in the same facility.

TO REGISTER:
(800) 237-7285 x4233
woundclinicbusiness.com

CANCELLATION POLICY: Please note that the cutoff date for cancellation is thirty days prior to the first day of the meeting. All cancellations must be received in writing (mailed or emailed) and postmarked by that date. Full registration, less a $75 processing fee, will be refunded only to cancellations received by this date. No refunds will be issued after this date; no exceptions. Registrants may transfer their registration without penalty if they send a written request with the replacement person’s name one week before the meeting date. Send correspondence to HMP, Attn: Registration, 70 E. Swedesford Road, Suite 100, Malvern, PA 19355, or email sdonato@hmpglobal.com.

“Always learn something every time I come. Thanks!”

EXCLUSIVE OFFER FOR AAWC & UHMS MEMBERS!
Members Receive a 20% Discount on Registration Fees