AT THE CENTER OF IT ALL, AAPPM IS HERE TO HELP
JOIN THE FRIENDLIEST GROUP IN PODIATRY
FOR OUR ANNUAL SPRING CONFERENCE
MAY 16-18, 2019
HYATT REGENCY, BALTIMORE INNER HARBOR
WELCOME!

For more than 50 years AAPPM has partnered with podiatrists and their staff to create premier practices that serve their patients while also functioning as profitable businesses. Over those years thousands of podiatrists have attended AAPPM conferences to learn, not only from the presenters, but also from each other.

AAPPM Spring Conference, May 16–18, 2019 in Baltimore, MD will be your next opportunity to attend and elevate your practice to the next level. Be sure to register TODAY to take advantage of the early registration rate.

This conference is classic AAPPM. You won’t find a keynote speaker and there are limited lectures because we are focusing the majority of the conference on YOU. We are speaking on the topics that YOU told us you want more of and we will be hosting panels and roundtables where YOU will help decide the direction of the conversation.

AAPPM conferences are rated highly among attendees because of our informal format. Our speakers are friendly and approachable whether you want to learn more on the topics or want to make that personal connection as a future resource. With tracks for executive managers and podiatric medical assistants, there is something for everyone on your team. Can you imagine the energy in your office come Monday morning? You’ll be hooked!

Let’s not forget about the beautiful location of this year’s conference, Baltimore Inner Harbor. Between sessions take advantage of the local shopping and dining or better yet, bring the family and take the kids to the National Aquarium of Baltimore and the Maryland Science Center.

If you haven’t registered, what are you waiting for? Register now for early bird pricing and get ready for an unrivaled professional experience. We look forward to welcoming you in Baltimore!
GENERAL INFORMATION

REGISTRATION
The registration fee includes all educational sessions as well as meals, and refreshment breaks (excluding dinner) throughout the conference. For a list of all registration fees, please refer to the registration form at the end of this brochure.

INTENDED AUDIENCE
This conference will be of interest to podiatric physicians, executive managers, and medical assistants.

CONTINUING EDUCATION
American Academy of Podiatric Practice Management (AAPPM) is approved by the Council on Podiatric Medical Education (CPME) as a provider of continuing education in Podiatric Medicine. This program has qualified for 12.5 continuing contact hours. CECH approved hours will be listed by lecture in the detailed agendas on the AAPPM website. No commercial interest provided financial support for this continuing education activity.

AAPPM will be offering 6.5 CE credits for the Executive Manager CMOM-POD certification. The Commission on Accreditation of Podiatric Medical Assisting Certification has approved this program for a maximum of 14 PMAC CE hours. Please visit www.aappm.org for more details.

PARKING
The hotel is offering conference guests discounted parking in the parking garage attached to the hotel.

ATTIRE
The suggested dress for all events is business or business casual.

ACCOMMODATIONS
The Hyatt Regency Baltimore Inner Harbor is the venue for our Spring Conference and is located at 300 Light St., Baltimore, MD 21202. The hotel is offering a special guest room rate of $185 for AAPPM attendees until April 17, 2019. After this date, the hotel will not offer the discounted rate and may no longer have rooms available. To make your reservation, call 877-803-7534 and mention you are with AAPPM. To make hotel reservations online, click here.

JOIN US! AAPPM MEMBERSHIP MAKES SENSE
Members of AAPPM will recoup their investment through a multitude of discounts on products, services, conference fees, and practice enhancement programs. Find out firsthand how the positive, sharing attitude, of our leadership and members, along with our unique practice management meetings, mentoring programs, and many other educational resources can help you change your practice and change your life.

For membership information, visit us online at www.aappm.org, e-mail: office@aappm.org, or call us at 517-484-1930. We look forward to welcoming you to the AAPPM family!
SCHEDULE

THURSDAY, MAY 16

8:30am–9:00am
WELCOME
Ben Weaver, DPM and Jeffrey Frederick, DPM

9:00am–12:00pm
WHAT IT TAKES TO BE SUCCESSFUL IN A MEDICAL PRACTICE | 1.5 CECH
John Guiliana, DPM, MS, Jeffrey Frederick, DPM and Rem Jackson
How to design, measure, and implement what matters in a successful medical practice. Using “best practices,” learn how the most successful practices streamline their operations. Learn how to run your practice like a business by setting goals, understanding benchmarks, patient communication protocol, and providing great patient care all while elevating your practice to new heights. Navigate the risks, opportunities and behaviors that can make your practice great.

1:00pm–1:15pm
BOARD INTRODUCTIONS AND AAPPM NEWS
AAPPM Board of Trustees

1:15pm–5:00pm
THE FIRST STEPS TO OVERCOMING OBSTACLES AND BECOMING A MORE SUCCESSFUL DOCTOR | 1.5 CECH
Moderated by John Guiliana, DPM, MS, Jeffrey Frederick, DPM and Rem Jackson
In this interactive session attendees will be guided through discussions that help illuminate the road to improvement, “where the rubber meets the road”. Learn the basic building blocks to achieving greater success in practice. Through intense evaluation of your practice, your patient care, your protocols and compliance methods, you will be able to set your unique circumstances on the path to positive change.

5:00pm–7:00pm
FIRESIDE CHAT | 2.0 CECH
Alan Bass, DPM
Today’s healthcare system is making it more and more difficult to focus on providing the best patient care. It is important to examine all the proper tools practices can use to help us focus on patients. In this session we will share the best protocols, compliance procedures, and processes to help you be the podiatric physician providing quality patient outcomes.

CMOM-POD CANDIDATES
You must be enrolled in the CMOM-POD program to attend.

8:00am–12:00pm
CMOM-POD REVIEW COURSE
Our experts will help you review all the material you have been studying and answer any of your questions to prep you for testing. We will be covering office compliance, practice administration, employee relations, financial management, managed care delivery system, medical marketing, DME, insurance and billing.

2:00pm–6:00pm
CMOM-POD CERTIFICATION EXAM
It’s the moment you’ve been waiting for — testing for your certification! You can do it! Best of luck!
FRIDAY, MAY 17

8:30am–9:00am
WELCOME
Ben Weaver, DPM

9:00am–12:00pm
THE GAME OF CLUE (MEDICAL VERSION) | 1.5 CECH
Moderated by John Guiliana, DPM, MS
In this interactive and entertaining presentation, you will put on your detective hats, assume the role of possible suspects and solve the mystery of who and what is killing a medical practice. This presentation focuses on the metrics that lead to quality care along with strategies designed to improve patient compliance and quality outcomes.

12:00pm–1:00pm
LUNCH AND LEARN: HOW MANAGING YOUR ONLINE REPUTATION WILL GROW YOUR PRACTICE
Caleb Manscill
Online health information combined with social media channels like Twitter and Instagram has created a new generation of patients. They are empowered and driving a consumerism marketplace. Patients have a voice in their own care that they have never had before. Patients are using social media platforms and review sites to choose their doctor or medical practice. Given these stakes, you can’t afford to leave your online reputation to chance. Come learn from Caleb Manscill on how to not only manage your online reputation but to grow your patient visits. In this session you will learn how to optimize your physician profile on major review sites; respond to patient reviews on the web; and leverage processes and technologies to grow your online influence and increase patient visits.

1:00pm–2:00pm
“BAD BOYS” WHAT YOU GONNA DO WHEN THEY COME FOR YOU? | 1.0 CECH
Jeffrey Frederick, DPM and John Leardi, Esq.
Today’s medical practice comes with pitfalls, risk management, compliance and liabilities. Are you ready to do what is needed to protect your most valuable asset — your practice?

EXECUTIVE MANAGERS
1:00pm–5:00pm
6.5 CMOM-POD
Are you a newly appointed executive manager looking for a crash course in podiatry practice management? Or, are you a seasoned veteran with years of experience looking to learn something new, stay up to date in the industry, or refine a specific skill set such as office culture, motivation, or teamwork? If you answered yes to any of these questions, you do NOT want to miss this track! The track is designed specifically for your distinct role within the office. Physicians, fellow managers, and industry professionals will teach you how to overcome common challenges you face as an executive manager including staffing, human resources, and employee relations. The track will conclude with an exclusive executive managers mastermind round table session, so bring your questions and queries!
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SCHEDULE

FRIDAY, MAY 17 (continued)

2:00pm–2:30pm
HELP! HOW DO I GET MY PRACTICE BENCHMARKS TO LOOK LIKE THEY SHOULD?
Brooke Weaver, CMOM-POD
Better understand what things you need to look at in your reports to start moving them closer to benchmark goals.

3:00pm–3:30pm
YOUR TEAM AND YOUR TIME, HOW THEY GROW TOGETHER
Andrew Schneider, DPM
It’s one thing to call your office staff a “team”, it’s quite another to function as a TEAM! When you have an office with a written mission and job descriptions to support that mission, you will get your office running like a well-oiled machine. This 30-minute session will put the pieces together and inspire you to make your team a TEAM.

3:30pm–4:00pm
CPT CHANGES IN 2019 AND THE BIGGEST MISTAKES IN CODING | 0.5 CECH
Mike King, DPM
Several changes have occurred for 2019 especially in our biopsies section of CPT. Be ready for these and avoid coding mistakes.

4:00pm–4:30pm
BIGGEST SUCCESS AND BIGGEST FAILURE
Ben Weaver, DPM
Get ready to talk about the lessons learned from others’ successes and failures during this session. Please come prepared to share your wisdom and knowledge where you will have two minutes to share your greatest success and biggest failure.

4:30pm–5:00pm
PROPER CODING FOR FOOTCARE | 0.5 CECH
Alan Bass, DPM
A review of the proper ICD-10 and CPT-4 codes in order to ensure that the practitioner is following the proper LCDs for at risk foot care and footcare in general.

5:00pm–7:00pm
WINE, CHEESE AND HOSPITALITY
All are invited to attend this outdoor peer to peer exchange event. You don’t want to miss it, some of the best ideas start here.

MEDICAL ASSISTANTS

1:00pm–5:00pm
14 PMAC
Medical assistants are an essential part of your office and if trained properly can help meet your goals and grow your practice...but who has time to train when our focus is on treating patients, finishing notes, and sending out claims? That’s why AAPPM has designed this track as a quick and convenient way to train your front and back office team! Industry leaders will train your assistants on crucial clinical and administrative skills to increase patient satisfactions and compliance, improve office flow and efficiency, and decrease costly and time-consuming errors.
SCHEDULE

SATURDAY, MAY 18

8:30am–9:30am
BREAKFAST AND LEARN | 1.0 CECH/1.0 CMOM-POD
Consistently an AAPPM favorite, these sessions will give you and your colleagues an opportunity to interact about top takeaways from the meeting so far, as well as compliance and patient challenges that our practices face. You will have takeaways and pearls that you can implement in your office immediately on Monday morning. We recommend separating your office staff, so all attendees can speak freely. All rooms will be covering the same questions provided by AAPPM leadership.

9:30am–10:00am
BREAKFAST AND LEARN WRAP-UP | 0.5 CECH/0.5 CMOM-POD
Bill McCann, DPM and Charley Greiner, DPM
All attendees will join in our general session and review the comments and concerns of the individual breakout rooms and the solutions provided.

10:30am–12:00pm
IMPLEMENTING A MODEL OF EVIDENCE-BASED PRACTICE IN LOWER EXTREMITY WOUND CARE; PROVIDING THE RIGHT TOOLS AND RESOURCES TO CREATE VALUE FOR YOUR PATIENTS AND FOR YOUR BOTTOM LINE | 1.5 CECH/1.5 CMOM-POD
Jonathan Moore, DPM, MS
In this session we will discuss the wound care healing tools that are available to reduce healing times and reduce overall costs involved with disability and other more costly modalities, review the essential yet simple guidelines to ensure compliance when dispensing supplies as part of an EBP model and discuss the value in providing these tools for your patient through your office setting.
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EDUCATIONAL OBJECTIVES

After each program, attendees will:

**IMPROVE**
their patient acceptance, patient communication and compliance.

**LEARN**
the latest patient codes and report measures to ensure any financial complications can be avoided.

**BETTER UNDERSTAND**
the unique considerations and challenges to treating today’s podiatric patient.

**UNDERSTAND**
the critical role that developing and implementing clinical treatment protocols plays in enhancing patient care and compliance.

**LEARN**
the legal and compliance considerations involved in running a podiatric practice.
COMPLIMENTARY CONSULTATIONS

Take advantage of a complimentary consultation with one of our experts! Please contact the consultants directly to schedule your appointment during the conference.

ADVANCED CAPITAL ADVISORY GROUP, LLC
Contact: R. Paul Wilson, CRPC
Email: paul@advancedcapitaladvisory.com
Website: www.advancedcapitaladvisory.com

BUTACCI, LEARDI & WERNER, LLC
Contact: John W. Leardi, Esq.
Email: jwleardi@buttaclaw.com
Website: www.buttacilaw.com

HEALTHY OUTCOMES
Contact: Josh White, DPM, Cped
Email: josh@healthyoutcomes.net
Website: www.healthyoutcomes.net

INDEPENDENT NETWORKING GROUP
Contact: Mary-Ellen Schimmoller
Email: info@ingstrategies.com
Website: www.ingstrategies.com

NEMO HEALTH
Contact: Alan Bass, DPM
Email: abass@nemocp.com
Website: www.nemohealth.com

PARADOCS MEDICAL REVENUE CENTER, INC.
Contact: Gisele Saenger, BA, MISM, PM
Email: gisele@paradocsmrc.com
Website: www.ParaDocsMRC.com

PRACTICAL PRACTICE MANAGEMENT
Contact: Tina Del Buono, PMAC
990 Sonoma Ave #8
Email: gotoppm@gmail.com
Website: www.gotoppm.com

PROVIDER RESOURCES, LLC
Contact: Mike Crosby, MBA
Email: mcrosby518@gmail.com
Website: www.providerresources.com

REAL TALENT HIRING
Contact: Jay Henderson
Email: jay@topline-performance.com
Website: www.realtalenthiring.com

TLD SYSTEMS
Contact: Mike Brody, DPM
Email: mbrody@tldsystesms.com
Website: www.tldsystesms.com

Please visit www.aappm.org/consultant-partners for more information.
LOCAL ATTRACTIONS

**Bring the Family!**
Baltimore, a truly authentic American city, with the world-famous Inner Harbor; renowned museums and attractions; award-winning restaurants; and hip and historic neighborhoods; has something for the whole family. Here are some of our recommendations.

**FELLS POINT**
2.1 Miles Away
The quintessential Baltimore neighborhood, Fells Point is lined with cobblestone streets, row houses, restaurants and unique shops. Attend one of many festivals along this waterfront neighborhood. Meet friends for dinner and drinks at a nearby pub.

**FEDERAL HILL**
1 Mile Away
At the very heart of Historic Federal Hill is the Cross Street Market, an old-fashioned fresh food market first opened in 1846. The market is currently undergoing a $7.3 million renovation that will give the 66-year-old building a much-needed facelift and provide room for new concepts while staying true to the neighborhood’s roots. Surrounding the market are tons of local boutiques, restaurants and art galleries that give Federal Hill its charm.

**POWER PLANT LIVE!**
0.8 Miles Away
Power Plant Live! is a collection of restaurants, bars, comedy clubs, and nightclubs in the Inner Harbor. It showcases national acts in its entertainment venue, Ram’s Head Live!, one of the region’s premier national entertainment venues.

**AMERICAN VISIONARY ART MUSEUM**
0.7 Miles Away | 800 Key Hwy, Baltimore, MD 21230
This museum refers to itself as “a monument to the failure of words”. Check out the 35,000 square foot main building with six art galleries. Climb the magnificent metal staircase. Admire the “We Are Not Alone: Angels and Other Aliens” exhibit.

**USS CONSTELLATION**
0.5 Miles Away | 301 E Pratt St., Baltimore, MD 21202
Built in 1854, the USS Constellation is the last Civil War vessel still afloat. It was brought to the Inner Harbor in 1999. Climb on board and enjoy the panoramic vistas of the harbor. Take a tour to learn about its fascinating history.

**FORT MCHENRY**
2.7 Miles Away | 2400 E Fort Ave., Baltimore, MD 21230
See where history was made at the site of Fort McHenry. The grounds mark where American troops stopped a British invasion at the Battle of Baltimore during the War of 1812. Witness Francis Key Scott later composed “The Star Spangled Banner.”

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Complete one form per attendee. Registration cut-off is May 10, 2019 after which you may register onsite.

SPECIAL DISCOUNT: Register 3 or more attendees at once and you’ll receive a discount! 3-4 attendees is 10% off, 5-7 attendees is 15% off, 8-9 attendees is 20% off, 10+ attendees is 25% off!

REGISTRANT INFORMATION

Name/Credentials (name as it appears on badge)

Practice Name/DPM Name

Address

City State Zip Code

E-mail Address (confirmation sent via e-mail only)

Phone Fax

Special Needs/Dietary Restrictions:

ON/BEFORE MAY 1, 2019

AAPPM MEMBER RATES
- $699 DPM
- $423 DPM (in practice 4 years or less)
- $399 AAPPM Life (categorized by APMA)
- $379 Executive Manager
- $379 Medical Assistant/Staff
- $199 Resident/Student

NON-MEMBER RATES
- $1099 DPM
- $623 DPM (in practice 4 years or less)
- $549 Executive Manager
- $549 Assistant/Staff

AAPPM MEMBER RATES
- $799 DPM
- $473 DPM (in practice 4 years or less)
- $449 AAPPM Life (categorized by APMA)
- $429 Executive Manager
- $429 Medical Assistant/Staff
- $199 Resident/Student

NON-MEMBER RATES
- $1199 DPM
- $673 DPM (in practice 4 years or less)
- $599 Executive Manager
- $599 Assistant/Staff

Member rates are based on individual membership status.

ADD-ONS

- YES, I would like a Speaker Presentation Handout Book $75: The AAPPM will supply a complimentary link to all speaker presentations following the conference. For an additional fee, the AAPPM will print a bound book of any supplied speaker presentations for note taking for $75.00 per book.

WORKSHOP SELECTION

- YES, I am attending the CMOM-POD review and testing course (CMOM-Pod Candidates Only; must be enrolled in the program. Visit aappm.org for details.)

PAYMENT (Please make check payable to AAPPM)

Total Due $________________________

Select payment method: □ Visa □ MasterCard □ American Express □ Check # ____________________________

Card Number ____________________________ Exp. Date ____________ CVV ____________

Cardholder Name ____________________________ Signature ____________________________

Address (if different from registrant address) __________________________________________

City ____________________________ State ______ Zip Code ____________

Pre-conference registration cut-off date is May 10, 2019. Prior to the conference we must receive both your registration form and payment. Registrations cannot be taken via telephone. CANCELLATION POLICY: All cancellation requests must be received in writing by May 3, 2019 and will be charged a $100 processing fee. No refunds will be granted after May 3, 2019.
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