



**AAPP M Spring Conference
May 16-18, 2019 - Baltimore, MD**

Thursday, May 16, 2019

8:00 am - 6:00 pm

CMOM-POD Review and Certification Exam

Are you ready to take your career to the next step? Do you want to impress your physicians with your knowledge and training? Are you looking to further your education?

Become a certified podiatric office manager! The CMOM-POD program covers vital information necessary to operate a thriving podiatry practice including: Financial Management, Podiatric Medical Insurance and Billing, Valued Based Reimbursement, Employee Relations, Podiatric Medical Durable Medical Equipment, Podiatric Medical Office Compliance and Podiatric Medical Marketing.

The AAPP M is the only organization to offers a podiatric specific office managers certification!

To enroll in the CMOM-POD program, visit us at www.aappm.org, once registered in the program, register for the conference to attend the CMOM-POD review course and take the examination.

8:00 am - 8:30 am

Section 1 Review, Financial Management

John Guiliana, DPM, MS

8:30 am - 9:00 am

Section 2 Review, Insurance

Brooke Weaver, CMOM-POD

9:00 am - 9:30 am

Section 3 Review, Employee Management

Sam Guillory, CMOM-POD, PMAC

9:30 am - 10:00 am

Section 4 Review, Durable Medical Equipment

Brooke Weaver, CMOM-POD

10:00 am - 10:30 am

Section 5 Review, OSHA

John Leardi, Esq

10:30 am - 11:00 am

Section 6 Review, HIPAA

John Leardi, Esq

11:00 am - 11:30 am

Section 7 Review, Marketing

Sam Guillory, CMOM-POD, PMAC

11:30 am - 12:00 pm

CMOM-POD Review Wrap Up

Sam Guillory, CMOM-POD, PMAC and Brooke Weaver, CMOM-POD

12:00 pm - 1:00 pm Lunch

2:00 pm - 6:00 pm

CMOM-POD Certification Exam

Administrators: Sam Guillory, CMOM-POD, PMAC and Brooke Weaver, CMOM-POD



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General Session

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/1.5 PMAC

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.

10:30am-11:00am Break and Visit Exhibitors

12:00pm–1:00pm Lunch and Visit Exhibitors

1:00pm-1:15pm

Board Introductions And AAPP M News

AAPP M Board of Trustees

1:15pm-5:00pm

The First Steps To Overcoming Obstacles And Becoming A More Successful Doctor 1.5 CECH/1.5 PMAC

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.

2:30pm–3:00pm Break and Visit Exhibitors

5:00pm–7:00pm

Fireside Chat 2.0 CECH/2.0 PMAC

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.



**AAPPAM Spring Conference
May 16-18, 2019 - Baltimore, MD**

**Friday, May 17, 2019
General Session**

8:30am–9:00am

Welcome

Ben Weaver, DPM

9:00am–12:00pm

The Game Of Clue (Medical Version) 1.5 CECH/2.5 PMAC

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.

10:30am-11:00am Break and Visit Exhibitors

12:00pm-1:00pm

Lunch And Learn: Utilizing Technology and Automation to Grow Your Podiatry Practice

Dave Edwards, DPM and Jordan Brown

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 technology, social media platforms, and review sites to choose their doctor or medical practice. Given these stakes, you can't afford to leave your opportunity to capture patients to chance. Come learn how to not only manage your online reputation but to grow your patient visits. In this session, you will learn how to 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/1.0 PMAC

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?

2:00pm–2:30pm

Help! How Do I Get My Practice Benchmarks To Look Like They Should? 0.5 PMAC

Brooke Weaver, CMOM-POD

Better understand what things you need to look at in your reports to start moving them closer to benchmark goals.



**AAPP M Spring Conference
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**Friday, May 17, 2019
General Session - Continued**

2:30pm-3:00pm Break and Visit Exhibitors

3:00pm-3:30pm

Your Team And Your Time, How They Grow Together 0.5 PMAC

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/0.5 PMAC

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 0.5 PMAC

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/0.5 PMAC

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.



**AAPP M Spring Conference
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**Friday, May 17, 2019
Medical Assistant Track**

1:00pm-2:00pm

Hands-On Wound Care Workshop 1.0 PMAC

Ben Weaver, DPM

There are countless wound care products out there – which do you use?! Learn how to properly select wound care products matched to your patient’s wound in this interactive session. You’ll also learn how to head off the auditors with proper documentation and forms.

2:00pm-2:30pm

CDFE’s, Shoe Fitting, And Paperwork 0.5 CECH/0.5 PMAC

Josh White, DPM, CPed

The first section of this two-part series will review everything you need to know to complete a successful CDFE, accurately measure for and confidently recommend diabetic shoes and inserts, and how to easily manage the paperwork needed from start to finish.

2:30pm-3:00pm Break and Visit Exhibitors

3:00pm-3:30pm

Hands-On Diabetic Shoe And Insert Workshop 0.5 CECH/0.5 PMAC

Josh White, DPM, CPed

In the final part of this series we will put what you learned in the first session to the test in a hands-on workshop on measuring for shoes and casting for inserts.

3:30pm-4:30pm

Hands-On AFO Workshop 1.0 PMAC

Greg Armstrong, CPed

Come perfect your AFO casting skills! Whether you’ve never casted before or you’re a pro, you will learn tips and tricks to get the perfect cast in this hands-on experience. Attendees will also learn how to screen patients for AFO braces and which brace to recommend.

4:30pm-5:00pm

Strapping And Padding Workshop 0.5 PMAC

Andrew Schneider, DPM

Come learn how to make the most common padding and strappings used in podiatry and help boost your practice’s bottom line without seeing more patients!



**AAPP M Spring Conference
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**Friday, May 17, 2019
Executive Managers Track**

1:00pm-1:30pm

Shades Of Grey: "Ethics In The Workplace" 0.5 CMOM-POD/0.5 PMAC

Tina Del Buono, PMAC

Ethical standards seem to be talked about less and less in the workplace until something happens. It is the little things we do that can lead to the big act that compromises our ethical standards and many times these little things are brushed under the carpet. We need to be people with high ethical standards in our practices because it is expected. This presentation will review what those standards need to reflect in our everyday actions.

1:30pm-2:00pm

How To Say It: Improving Non-Verbal Communication 0.5 CMOM-POD/0.5 PMAC

John Guiliana, DPM, MS

Studies show as little as 7% of communication is transmitted verbally. Over half of our communication is body language, followed by tone and inflection. We may unintentionally exhibit non-verbal cues that do not match up with the message we are trying to get across. Attend this session to learn how to improve non-verbal communication to become a better communicator and leader.

2:00pm-2:30pm

Working Through Other People 0.5 CMOM-POD/0.5 PMAC

Rem Jackson

The job of a leader is to get the work done, but not to do it themselves. In this session we will explore the strategies and tools effective leaders use to make sure the tasks assigned to team members are accomplished.

2:30pm-3:00pm Break and Visit Exhibitors

3:00pm-3:30pm

Tips From The Trenches 0.5 CMOM-POD/0.5 PMAC

John Leardi, Esq.

Bring all your legal questions, concerns, and challenges to this interactive back and forth with AAPP M Legal Advisor, John Leardi, Esq., of Buttaci Leardi & Werner LLC. Mr. Leardi will share stories of what to do, and what not to do, when facing the most common legal challenges in your offices.



AAPPAM Spring Conference
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Friday, May 17, 2019
Executive Managers Track - Continued

3:30pm-4:00pm

Mastering And Understanding Insurance Identifications 0.5 CMOM-POD/0.5 PMAC

Gisele Saenger, BA, MISM, PM

Misunderstanding medical insurance identifications is the #1 reason for reimbursement denials. During this session you will master understanding how to read an insurance ID and what to look for to decrease and avoid delayed or rejected reimbursement.

4:00pm-4:30pm

Management 101: "Getting The Team To Buy In" 0.5 CMOM-POD/0.5 PMAC

Tina Del Buono, PMAC

There is nothing more frustrating than having to "prod" staff members to fulfill the expectations of their positions. The best way to get the team to buy in to what the practice vision is, is to be NICE to them.

N: Nurture Them

I: Inform Them

C: Create an Open Environment

E: Educate Them Continually

4:30pm-5:00pm

The Butterfly Effect: How 1 Small Thing Can Make A BIG Difference in Your Practice 0.5 CMOM-POD/0.5 PMAC

Brooke Weaver, CMOM-POD

Come to this session to learn the small secrets that make big changes for your practice! And learn how to get your staff on board so they understand the results of seemingly small changes too!



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**Saturday, May 18, 2019
General Session**

8:30am–9:30am

Breakfast And Learn 1.0 CECH/1.0 CMOM-POD/1.0 PMAC

Bill McCann, DPM

Consistently an AAPP M 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 AAPP M leadership.

9:30am–10:00am

Breakfast And Learn Wrap-Up 0.5 CECH/0.5 CMOM-POD/0.5 PMAC

Bill McCann, DPM

All attendees will join in our general session and review the comments and concerns of the individual breakout rooms and the solutions provided.

10:00am-10:30am Break and Visit Exhibitors

10:30am–12:00pm

How To Get Things Done Like A Top Performing Business 1.5 CECH/1.5 CMOM-POD/1.5 PMAC

Josh White, DPM, CPed

Tired of meetings that have no outcomes? It's about time you learned the secrets of improving your patient outcomes and making your office more efficient. Get to the core of patient results by fine tuning your process. Get the TRACTION that you need and create value for your patients and your practice.