

**PrimeFare East 2018**  
**Regional Scientific Symposium**  
July 13-14, 2018 | Downtown Hilton | Nashville, TN

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**Friday | July 13, 2018**  
**Prosthetics Track – Ryman 1**

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**7:00-8:00     Registration**

**8:00-10:00    LimbLogic® Current Overview**

Participants in this instructor-led training session will receive an updated overview of the practical approach to the LimbLogic elevated vacuum system. Topics include shape capture, socket fitting, vacuum parameter adjustment, and field diagnostics. Attendees will also learn how to use the LimbLogic Communicator to help diagnose problems and provide usage data.

*Presented by: Bill Marmaras, CPO, WillowWood*

**10:00-10:15   Break Registration Area**

**10:15-12:15   Survey of of MPK Design and Function**

SPS Clinical Services will present new updates on the latest in MPK design and function. The newest micro-processor knee technology offers unsurpassed patient friendly functional returns. Attendees will learn the latest designs and functions, review software and understand optimal set up.

*Presented by: Sam Brouillette, CPO, CFo SPS Clinical Services and Education*

**12:15-1:15    Lunch in Exhibit Hall – Boone / Crockett**

**1:15-3:15     Software: Review and Demonstration: Latest MPC**

New enhanced software and programmable abilities of MPC technology. Review and demonstration of new software and instructions on how to optimize set up.

*Presented by: Sam Brouillette, CPO, CFo SPS Clinical Services and Education*

**3:15-3:45     Break in Exhibit Hall – Boone / Crockett**

**3:45-4:45     Trans-Femoral Adjustable Vacuum Socket Techniques**

Learn advanced adjustable trans-femoral socket designs that utilize 5280's ZeroPuck internal vacuum system. Various techniques will be illustrated for fitting short amputation levels to long residual limb lengths with negligible clearance. Give your trans-femoral patient population a more comfortable dynamic socket alternative. Adjustable internal vacuum sockets offer the best of both worlds.

*Presented by: Clint Accinni, CPO, Founder 5280 Prosthetics LLC*

**4:45-5:45     Socket Fabrication Utilizing Chrystal Ringmaster Technology: Concepts in Diagnostic Socket Fabrication**

Traditional PETG/Vivak has been the prevalent choice for diagnostic check socket fabrication for decades. The inability to achieve repeatable results has been centered on how the fabricators

thermoform. Utilizing a preformed ring/frame appliance that holds the thermoplastic will help decrease errors and assist the technician in keeping wall thickness consistent. Currently, a new proprietary ring that utilizes high quality Vivak offers the technician greater control in their fabrication methods. Ringmaster is compatible with most O&P ovens that are in labs today. Ringmaster plastic incorporates the same finishing protocols as traditional thermoplastics. The Ringmaster technology sheet offers an alternative that will help decrease bad pulls & waste.  
*Presented by: Daniel Hickey, Technical Fabrication Manager, Bulldog Tools, Inc.*

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## **Saturday | July 14, 2018**

### **Prosthetics – Ryman 1**

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**7:00-7:30**     **BREAKFAST – Exhibit Hall – Boone / Crockett**

**7:30-9:30**     **The End of Rigid Sockets – Latest innovations for all amputation levels**

Through working with NASA, Martin Bionics created counterintuitive new methods for connecting prosthetics to amputees using conforming materials and fabrics vs. encapsulating the limb with traditional rigid plastics. The Martin Bionics' Socket-less Socket™ technology fits like a sneaker, and provides superior control and unparalleled comfort and conformity.

Discover all new socket configurations, and now for all amputation levels.

This session will discuss how fitting the Socket-less Socket™ technology offers a more efficient clinical practice, increased revenue, and fewer follow-up adjustment appointments compared with conventional fitting methods.

*Presented by: Jay Martin, CP, LP, FAAOP, Martin Bionics Innovations, LLC*

**9:30-10:30**    **Break in Exhibit Hall – Boone / Crockett**

**10:30-12:30**   **Understanding the Design and Application of Endolite's Advanced Lower Limb Prosthetic Componentry**

Our patient's arrive at our practices with more knowledge about their prosthetic care than ever before. This seminar will help explain the biomimetic design philosophy as principle, provide a review of the science validating product benefits as well as demonstrate the ease of application of the components within the prosthetic system. Including but not limited to the hydraulic

*Presented by: Kurt Collier, CP, Endolite*

**12:30-1:30**    **Lunch in Exhibit Hall – Boone / Crockett**

**1:30-3:30**     **Alpha® Liners Various Options**

This two-hour seminar provides an updated overview of the various options available in the Alpha Liner product family. Participants will learn the characteristics and applications of the various types of interface materials and profiles, recommended cast and modification criteria, the concept of "retrofitting," volume management, and post-delivery assessments.

*Presented by: Bill Marmaras, CPO, WillowWood*

**3:30-3:45**     **Break in Exhibit Hall – Boone / Crockett**

**3:45-5:45 Can You Adjust? Creating Adjustable Check Sockets**

Improve outcomes with custom Adjustable Socket Technology using RevoFit socket solutions. Learn how to integrate RevoFit and RevoLock into check sockets to improve fit and function. Then incorporate adjustability into your patient's definitive technology knowing that you have met their functional needs.

*Presented by: Pam Hale, CPO, Click Medical*

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**Friday | July 14, 2018**  
**Orthotics Track | Ryman 2**

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**7:00-8:00 Registration**

**8:00-10:00 The Providence Nocturnal Scoliosis System**

This course instructs orthotists on the use of a nocturnal orthotic system for the non-surgical treatment of adolescent idiopathic, juvenile and neuromuscular scoliosis. The program will educate on how to satisfactorily address the needs of patients via thorough review of scoliosis principles and the use of innovative technology to optimize fit, comfort and compliance while stopping curve progression in a nocturnal only setting.

*Presented by: Barry McCoy, CPO, Spinal Technology*

**10:00-10:15 Break Registration Area**

**10:15-12:15 The Providence Nocturnal Scoliosis System (continued)**

*Presented by: Barry McCoy, CPO, Spinal Technology*

**12:15-1:15 Lunch - Exhibit Hall – Boone / Crockett**

**1:15-3:15 Townsend SpryStep: Elegantly Durable Composite AFOs**

Townsend Design's new composite OTS AFOs. The SpryStep series includes PDAC approved L1951 and L1932 models that combine a beautiful cosmetic finish and extremely low rate of delamination with user-friendly (and practitioner-friendly) features that improve patient comfort and compliance. Come hear about the SpryStep, SpryStep Plus and SpryStep Max, as well as custom options for patients who fall outside the standard size, weight and activity parameters.

*Presented by: TBD, Townsend Design/Thuasne USA*

**3:15-3:45 Break in Exhibit Hall – Boone / Crockett**

**3:45-5:45 Adjustable Dorsiflexion Range of Motion – A New Twist!**

Improve outcomes with custom Adjustable Dorsiflexion Range of Motion using RevoFlex adjustable solutions by Click Medical. Learn how to integrate RevoFlex into custom AFOs to provide your patient with the ability to adjust ankle range of motion for rehab or accommodate daily activities.

*Presented by: Pam Hale, CPO, Click Medical*

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# Saturday | July 14, 2018

## Orthotics Track | Ryman 2

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**7:00-7:30      BREAKFAST – Exhibit Hall – Boone / Crockett**

**7:30-9:30      Orthotic Management for Adult and Pediatric Patients featuring the Spectrum and Fuzion Product Lines**

The foot and ankle complex is frequently affected by deterioration of the joints and ligamentous structures secondary to trauma, inflammatory diseases and degenerative changes. This 3 hour presentation reviews the anatomy of the foot & ankle and discusses common pathologies that cause dysfunction. A full spectrum of orthotic management strategies is discussed to improve alignment, increase function and relieve pain. This presentation also presents innovative approaches to the management of patients with deformities and spasticity using materials that fuse traditional plastics with colorful, skin-friendly foam.

*Presented by: Norman Yankus, CO, Orthomerica*

**9:30-10:30      Break in Exhibit Hall – Boone / Crockett**

**10:30 – 11:30 Orthotic Management for Adult & Pediatric Patients Featuring the Spectrum and Fuzion Product Lines (continued)**

*Presented by: Norman Yankus, CO, Orthomerica*

**11:30-12:30      Helping Kids be Kids: Pediatric Orthotic Solutions to Mobilize vs. Immobilize & Managing Pediatric Ankle/Foot/Hip Instabilities and Contractures**

- Hip Instabilities: Patient assessment, case studies, and training session for SWASH®, Allard's Standing-Walking-And-Sitting-Hip orthosis. Premier viewing of upgraded model to be released Spring 2018
- Ankle/Foot Instabilities: Customization techniques to achieve optimum alignment, function & mobility
- Contracture Management: When to manage with dynamic versus static ROM control

*Presented by: Robert Meier, CO, BOCO, Allard USA*

**12:30-1:30      Lunch in Exhibit Hall – Boone / Crockett**

**1:30-3:30      Helping Kids be Kids: Pediatric Orthotic Solutions to Mobilize vs. Immobilize & Managing Pediatric Ankle/Foot/Hip Instabilities and Contractures (continued)**

*Presented by: Robert Meier, CO, BOCO, Allard USA*

**3:30-3:45      Break in Exhibit Hall – Boone / Crockett**

**3:45-5:45      Thuasne USA Spinal Bracing Solutions**

This two-hour course will provide an overview of the outstanding spinal bracing solutions available from Thuasne USA, including our industry leading LSOs, cutting edge cervical collars and a brand new universal TLSO. We will share perspectives about the products as well as the market dynamics, and how Thuasne USA is providing co-marketing and reimbursement tools to

O&P providers.

*Presented by: Carl Macchia, CO, Townsend Design/Thuasne USA*

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## **Friday | July 13, 2018**

### **Pedorthics Track- Armstrong 2**

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**7:00-8:00     Registration**

**8:00 – 9:00     How Can a CTfs or Two Help Grow Your Business?**

*Presented by: Dennis Janisse, CPed, Dr. Comfort / DJO Global*

**9:00 – 10:00    The Six Figure CPed**

*Presented By: Matt Bertrand, CPed, Pinetree Orthopedic Lab*

**10:00 – 10:15 Break - Registration Area**

**10:15 -11:15    How and Why Do Diabetic Ulcers Happen?**

*Presented by: Erick Janisse, CO, CPed, Dr. Comfort Footwear/DJO Global*

**11:15 – 12:15 Shoe Deconstruction**

*Presented by: Dennis Janisse, CPed, Dr. Comfort / DJO Global*

**12:15-1:15     LUNCH – Boone / Crockett**

**1:15-2:15     Medicare Compliant Documentation**

*Presented by: Erick Janisse, CO, CPed, Dr. Comfort Footwear/DJO Global*

**2:15-3:15     Heterogeneous Foot Orthoses**

*Presented by: Dennis Janisse, CPed, Dr. Comfort / DJO Global*

**3:15-3:30     BREAK - Boone / Crockett**

**3:30-5:30     Cast-to-custom vs central fab vs prefab**

*Presented by: Dennis Janisse, CPed, Dr. Comfort / DJO Global*

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# Saturday | July 14, 2018

## Pedorthics Track | Armstrong 2

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**7:00-7:30**     **BREAKFAST – Exhibit Hall – Boone / Crockett**

**7:30-8:30**     **What Kind of Pedorthics Do You Practice?**  
*Presented by: Dennis Janisse, CPed, Dr. Comfort / DJO Global*

**8:30-9:30**     **Special Pedorthic Challenges-now what**  
*Presented by: Dennis Janisse, CPed, Dr. Comfort / DJO Global*

**9:30-10:30**    **Break in Exhibit Hall – Boone / Crockett**

**10:30-11:30**   **Pros and Cons of Outsourcing**  
*Presented by: Erick Janisse, CO, CPed, Dr. Comfort Footwear/DJO Global*

**11:30-12:30**   **Capturing a Positive Model of the Foot and Ankle**  
*Presented by: Erick Janisse, CO, CPed, Dr. Comfort Footwear/DJO Global*

**12:30-1:30**    **Lunch in Exhibit Hall – Boone / Crockett**

**1:30-2:30**     **What Does ABC Do 4 Me and U?**  
*Presented by: Jim Lawson, Outreach Development, American Board for Certification*

**2:30-3:30**     **Exploring New Opportunities for you and your patients with Custom Birkenstocks**  
*Presented by: Michelangelo Scafidi, CPed, Pedorthic Solutions*

**3:30-3:45**     **Break in Exhibit Hall – Boone / Crockett**

**3:45-4:45**     **Functionals...Aren't All Foot Orthoses Functional?**  
*Presented by: Erick Janisse, CO, CPed, Dr. Comfort Footwear/DJO Global*

**4:45-5:45**     **Getting the Best Results with Custom Shoes!**  
*Presented By: Matt Bertrand, CPed, Pinetree Orthopedic Lab*

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## Friday | July 13, 2018

### Administrative/ Management | Ryman 3

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**7:00-8:00     Registration**

**8:00-10:00     Updates from CMS**

The most recent updates to Medicare, with particular attention to the New Medicare Card program and the Target Probe and Educate (TPE) review strategy recently implemented by CMS for all DME MACs. Will also touch on CERT data and the most common errors, and brief overview of myCGS and other online tools that are available.

*Presented by: Belinda Yandell, Community Coach for Tennessee, CGS*

**10:00-10:15     Break in Registration Area**

**10:15-12:15     2018 Compliance Update: Compliance Excellence, Best Business Practices, Successful Accreditation Survey and Changes in Privileging**

Change is all around us and it's how you stay ahead of the curve which will ensure your success. You're being able to understand compliance and O&P standards is immeasurable, it can make or break your business. Join this education opportunity and discussion on best business practices and ways to help your facility be compliant with the ABC accreditation standards. We'll discuss ABC's extensive set of accreditation tools and resources to help you become and remain the best business you can be.

*Presented by: Jim Lawson, Outreach Development, American Board for Certification*

**12:15-1:15     Lunch - Exhibit Hall – Boone / Crockett**

**1:15-3:15     Revenue Cycle Management: First Things First**

- Building a strong foundation for your claim with accurate patient registration and thorough documentation is essential. We will discuss patient intake, insurance verification, prior authorizations and how to use the payer's clinical policy to develop your documentation. In addition, we will look at how to identify and correct common problems in front office procedures.
- Participants will learn how to ensure thorough patient registration, how and when to verify insurance coverage, how to obtain prior authorizations, what common mistakes are made in the front office, how to find and understand clinical policies and what compliant documentation is required before billing.

*Presented by: Lesleigh Sisson, CFom, O&P Insight*

**3:15-3:45     Break in Exhibit Hall – Boone / Crockett**

**3:45-5:45     On February 9th, 2018 Congress passed a legislation that included the following language:**

*For purposes of determining the reasonableness and medical necessity of orthotics and prosthetics, documentation created by an orthotist or prosthetist shall be considered part of the individual's medical record to support documentation created by eligible professionals described in section 1848(k)(3)(B).*

Are your practices ready for your clinical records to be considered part of the medical record of your patients? In this presentation we will discuss the essential elements that should be in orthotist's and prosthetist's notes along with a review of Medicare Local Determination (LCDs) and Policy Articles (PAs). In addition, we will look at what the legislation means to practitioners today and how it will likely affect the way we document in the future.

*Presented by: Lesleigh Sisson, CFom, O&P Insight*

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## **Saturday | July 14, 2018**

### **Administrative/ Management | Ryman 3**

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**7:00-7:30**      **BREAKFAST – Exhibit Hall – Boone / Crockett**

**7:30-8:30**      **Cyber Coverage Today**

Cyber coverage can mean different things to different people. Most commonly, cyber coverage is some combination of four components: Errors and omissions, media liability, network security and privacy. This presentation will touch on all four, but go into more detail about network security and privacy, where coverage has changed most significantly.

*Presented by: Don Foley, Owner, Cailor Fleming Insurance*

**8:30-9:30**      **How Not to get Sued, from Sexual Harassment and Discrimination to Patient Injuries**

As 2017 came to a close, horrific revelations about sexual misconduct by high-profile executives across various industries dominated the headlines. Questions quickly followed, shining a harsh spotlight on employers and their handling of these allegations in the workplace. Second only to preventing bad behavior from occurring in the first place is protecting businesses with the proper insurance coverage. An employment claim is a significant event that can bring unwelcome negative attention, damage personal and business reputations, distract employees, decrease productivity, and result in costly litigation and fines. Learn how you can protect yourself and your organization from unwanted claims and frivolous lawsuits, as well as how to minimize legitimate lawsuits.

*Presented by: Don Foley, Owner, Cailor Fleming Insurance*

**9:30-10:30**      **Break in Exhibit Hall – Boone / Crockett**

**10:30-12:30**      **It's Your Story, Tell It Well**

Creative strategy is the intentional and strategic approach a company takes in developing and implementing steps that will ensure and support the business' growth and recognition of your unique brand. Creative strategy provides the guiding principles for telling your story effectively and with consistent messaging. This presentation will outline the steps and processes to develop and implement your creative strategy and brand story. Will also cover various media and other means of "getting the word out there" to your target audiences.

*Presented by: Cathie Pruitt, B.A., Partner, PrimeCare Management Services*

**12:30-1:30**      **Lunch in Exhibit Hall – Break in Exhibit Hall – Boone / Crockett**



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<b>Prosthetics</b>	<b>Ryman 1</b>
<b>Orthotics</b>	<b>Ryman 2</b>
<b>Pedorthics</b>	<b>Armstrong 2</b>
<b>Administrative/ Management</b>	<b>Ryman 3</b>
<b>Exhibit Hall</b>	<b>Boone / Crockett</b>

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