



**AAPP Fall Symposium  
Atlanta, GA  
Saturday November 4, 2017**

**Practice Management for The New Practitioner**

8:30 am - 8:50 am

**Avoiding Contracting Pitfalls**

*John Leardi, Esq.*

Learn the most common pitfalls involved with contracts from a healthcare attorney who has seen them all!

8:50 am - 9:10 am

**Proper E&M Coding and Modifier Usage**

*Mary-Ellen Schimmoller*

Your ability to effectively code is vital to both reimbursement and compliance. This session will highlight the nuances of coding for office visits properly.

9:10 am - 9:30 am

**Proper Coding of Surgeries and Procedures**

*Jeffrey Lehrman, DPM*

Your cash flow is reliant on proper coding for the services you provide. Learn the proper ways of coding for procedures for maximum compliance and reimbursement.

9:30 am - 10:00 am – **0.5 CECH**

**Durable Medical Equipment**

*Josh White, DPM*

DME is a vital, yet overlooked and underappreciated, aspect of the podiatric practice. By not participating, you are sacrificing patient care while leaving many dollars on the table. This session will review the most common DME items that are dispensed, both off-the-shelf and custom devices. The proper documentation will be reviewed so you can survive any audit.

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

10:30 am - 10:45 am

**In-Office Diagnostic Testing**

*Ben Weaver, DPM*

The more comprehensive you are able to make your examination, the better the patient will view you and your treatments. This session is an overview of which diagnostic ancillary services is best to have in your office.



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10:45 am - 11:15 am – 0.5 CECH

**Dispensing Wound Care Products from Your Office**

*Jeffrey Lehrman, DPM*

Stop writing orders for wound care supplies. Your patients will be more compliant by having the dressings dispensed from your office with your own proper instructions. Learn the different types of dressings, the compliant way to document, and enjoy a new profit center in your office.

11:15 am - 11:35 am

**Complying with Regulatory Requirements**

*Luke Hunter, DPM*

Compliance is crucial in all aspects of your practice. Ensuring that you comply with federal, state, and local requirements will ensure that you can practice without receiving penalties.

11:35 am - 11:55 am

**Introduction to Marketing Your Practice**

*Rem Jackson*

Marketing is vital to building your practice. You will learn the four pillars of marketing and begin to establish your own marketing plan.

11:55 am - 12:15 pm

**The Why's and How's of In-Office Dispensing**

*Sam Guillory, CMOM-POD PMAC*

A good in-office dispensing program is important to help compliment your treatment plan. Learn what to stock, how to present your product, and manage your inventory.

12:15 pm - 12:30 pm

**Providing Services Outside the Office Setting**

*Luke Hunter, DPM*

There still is a world outside of your office's four walls. This session will discuss other opportunities that you can pursue, including becoming an expert witness, doing insurance case review, and other activities.