

Stronger Steps
UNITED PATHS

AMERICAN ACADEMY OF PODIATRIC PRACTICE MANAGEMENT
AAPPM

2026 ANNUAL CONFERENCE

NOVEMBER 12-14

LAGO MAR BEACH RESORT | FT LAUDERDALE

CONFERENCE BROCHURE



GENERAL INFORMATION

Elevate your practice at the AAPPM Conference—where innovation, strategy, and leadership in practice management unite. Join top industry experts and forward-thinking peers for dynamic sessions, practical insights, and meaningful connections designed to help you navigate today's evolving healthcare landscape with confidence. Register yourself and your staff today to take advantage of our discounts.

Registration

The registration fee includes all educational sessions as well as meals and refreshment breaks (excluding dinner) throughout the conference. **Click here to register online.**

Rates

Member rates based on individual AAPPM membership status.

On/Before October 28, 2026

DPM Member	$799
DPM Non-Member	$1,199
DPM Member (in practice 4 years or less)	$423
DPM Non-Member (in practice 4 years or less)	$623
AAPPM Life Member	$399
Executive Manager Member	$379
Executive Manager Non-Member	$549
Medical Assistant/Staff Member	$379
Medical Assistant/Staff Non-Member	$549
Resident/Student	$199

After October 28, 2026

DPM Member	$899
DPM Non-Member	$1,299
DPM Member (in practice 4 years or less)	$473
DPM Non-Member (in practice 4 years or less)	$673
AAPPM Life Member	$449
Executive Manager Member	$429
Executive Manager Non-Member	$599
Medical Assistant/Staff Member	$429
Medical Assistant/Staff Non-Member	$599
Resident/Student	$199

Purpose

The purpose of this conference is to provide information and education on the most up-to-date practice management procedures for your practice.

Intended Audience

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

Privacy and Confidentiality Policy

American Academy of Podiatric Practice Management's (AAPPM) Policy on Privacy and Confidentiality dictates the Association's handling of a learner's personal information. This policy is enforced in all areas of the Academy's business, including online communications, offline communications, direct marketing, and event registration.

AAPPM maintains a comprehensive database of information on its learners in accordance with the general needs and expectations of the organization and its learners. This information is intended exclusively for purposes related to official Academy business and to facilitate interaction between the Academy and its learners. Directory information in the database may include home or work addresses, telephone numbers, fax numbers, e-mail addresses, and activity registrations/online purchases.

AAPPM will use personal information to fulfill registrations for events, orders for materials and services made online, and other requested services. For educational meetings (CME activities), AAPPM may share a list of registered attendees with the registered sponsors for that event.

Event Cancellation Policy

American Academy of Podiatric Practice Management (AAPPM) reserves the right to cancel or reschedule this event due to circumstances beyond its reasonable control, including but not limited to acts of God, government regulations, public health emergencies, severe weather, venue issues, or other factors beyond our control. In the event of cancellation by AAPPM, registered attendees will be notified as soon as reasonably possible, and any applicable registration fees paid directly to AAPPM will be refunded. If the event is rescheduled, registrant will have the choice to attend or receive a refund. AAPPM shall not be responsible for any additional costs, losses, or expenses incurred by attendees, including travel or accommodation expenses.

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GENERAL INFORMATION

Consent To Use Photographic Images

Registration and attendance or participation in the AAPPM Annual Conference constitutes an agreement providing permission for the use of the registrant's image or voice in photographs or recordings at the event without compensation. AAPPM can use the images for promotions in any and all media. AAPPM or its successors are exempt from any liability for the use of photographic images. You may revoke this authorization at any time by notifying AAPPM at **office@aappm.org**.

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 a maximum of 10.5 continuing education contact hours. CECH approved hours will be listed by lecture in the detailed agendas. No commercial interest provided financial support for this continuing education activity.

AAPPM will also be offering PMAC CME credits. The Commission on Accreditation of Podiatric Assisting Certification has approved this program for a maximum of 9.5 PMAC continuing education hours.

Location & Accommodations

Lago Mar Beach Resort is located at 1700 South Ocean Lane, Fort Lauderdale, FL 33316. Lago Mar is offering conference guests a special rate of $265 for their executive suite rooms, single or double occupancy. This rate is available until October 12 or until sold out, whichever occurs first. To make reservations, call 1-855-829-2923 and reference AAPPM, or reserve online at **www.aappm.org** using the special booking link. Please be aware that rooms are limited so reserve yours early!

Attire

The suggested dress for all events is business/business casual.

AAPPM Corporate & Consultant Partners

You can build your network through the AAPPM **Corporate Partners** and **Consultant Partners**. We have collected this list, so you don't have to. They come with our recommendation, and they frequently play integral roles in our educational programs. Many of our Corporate Partners provide exclusive deals and benefits to AAPPM members.

Take advantage of a complimentary consultation with one of our Consultant Partners and plan to visit our Corporate Partners at their exhibit table!



SPECIAL DISCOUNTS

Register 3 or more attendees to receive a discount!

3-4 attendees 10% off
5-7 attendees 15% off
8-9 attendees 20% off
10+ attendees 25% off



SCHEDULE-AT-A-GLANCE

THURSDAY, NOVEMBER 12

7:15am – 5:00pm
Registration

7:15am - 8:00am
Breakfast & Visit Exhibits

8:00am – 12:00pm
CME Sign In #1

8:00am – 9:00am
Welcome & Opening Session
see page 5 for more information

9:00am – 9:30am
Break & Visit Exhibits

9:30am – 12:00pm
- **Practice Growth Accelerator**
  see page 6 for more information
- **The Leadership Lab**
  see page 7 for more information

12:00pm – 1:00pm
Lunch & Visit Exhibits

1:00pm – 5:00pm
CME Sign In #2

1:00pm – 5:00pm
- **Smart Practice Tech & AI**
  see page 8 for more information
- **Regenerative Renaissance**
  see page 9 for more information

3:00pm – 3:30pm
Break & Visit Exhibits

5:00pm – 6:00pm
Wine & Hospitality Reception
Sponsored by Top Practices

8:00pm
Hospitality Suite

FRIDAY, NOVEMBER 13

7:30am – 2:00pm
Registration

7:30am - 8:00am
Breakfast & Visit Exhibits

8:00am – 12:00pm
CME Sign In

8:00am – 12:00pm
- **General Session**
  see page 10 for more information
- **Executive Manager Track**
  see page 12 for more information
- **Medical Assistant Track**
  see page 13 for more information

10:00am – 10:30am
Break & Visit Exhibits

12:00pm – 2:00pm
Lunch & Learn
see page 13 for more information

2:30pm – 4:30pm
The Complete Lower-Extremity Wound and Lymphedema Care Toolbox
see page 14 for more information

3:00pm
Pickle Ball Tournament & Team Building Free Time
see page 15 for more information

SATURDAY, NOVEMBER 14

7:30am – 3:30pm
Registration

7:30am - 8:00am
Breakfast & Visit Exhibits

8:00am – 12:00pm
CME Sign In #1

8:00am – 12:00pm
- **Coding & Compliance: Back to Basics**
  see page 16 for more information
- **Coding & Compliance**
  see pages 16-17 for more information
- **Medical Assistant Track**
  see page 18 for more information

10:00am – 10:30am
Break & Visit Exhibits

12:00pm – 1:00pm
Lunch & Visit Exhibits

1:00pm – 3:30pm
CME Sign In #2

1:00pm – 3:30pm
- **Coding & Compliance**
  see pages 16-17 for more information
- **Medical Assistant Track**
  see page 18 for more information

CLICK HERE TO REGISTER

All Attendees DPMs Medical Assistants Executive Managers



WELCOME & OPENING SESSION

Thursday, November 12 | 8:00am – 9:00am

Kick off the AAPPM Annual Conference with an engaging and informative welcome session designed for both doctors and team members. Meet the AAPPM Board of Directors, Gain insight into the Academy's latest initiatives. This interactive session sets the stage for the conference ahead, offering valuable takeaways, practical insights, and the opportunity to connect with colleagues from across the profession. Come ready to learn, engage, and make the most of your conference experience.

The Formula for Success in Podiatry and Beyond: *Meet the Masters* | .5 CECH | .5 PMAC

Marybeth Crane, DPM; John Guiliana, DPM, MS; Bill McCann, DPM; Benjamin Weaver, DPM; Jeffrey Frederick, DPM (Facilitator)

Learn from five accomplished leaders in podiatry as they share the experiences, strategies, and lessons that shaped their successful careers. Through an open, candid discussion, explore opportunity recognition, change management, practice growth, and strategies for delivering exceptional patient care. Discover what works, what doesn't, and how lessons learned from both successes and setbacks can lead to greater professional success, improved work-life balance, and lasting impact in podiatric medicine.

ALL ATTENDEES

AAPPM BOARD OF DIRECTORS



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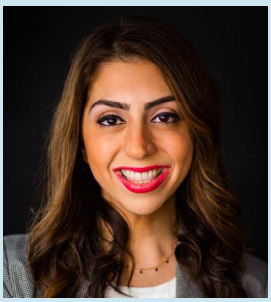
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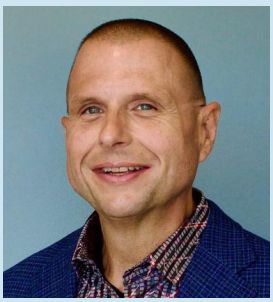
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Lilly Khavari, DPM
Board Member



Tracey Toback, DPM
Board Member



Benjamin Weaver, DPM
Board Member



PRACTICE GROWTH ACCELERATOR

STOP CHASING PATIENT VOLUME–START ATTRACTING YOUR IDEAL PRACTICE

PICK A TRACK

Thursday, November 12 | 9:30am – 12:00pm

James Repko, DPM; Andrew Schneider, DPM, Jessica Tavares; and Rem Jackson (Facilitator)

In today's competitive landscape, a "busy" schedule isn't always a "profitable" one. If you've ever felt like you're running on a treadmill of high-volume, low-reimbursement cases, it's time to hit the Accelerator.

Join us for this intensive, 2.5-hour deep dive into the modern mechanics of podiatry marketing. We aren't just talking about "getting your name out there"—we are talking about a precision-engineered strategy to attract the patients you want to treat and the cash modalities that fuel a healthy bottom line.

What You Will Learn:

- The Digital Front Door: How to dominate local search using the latest 2026 techniques in high-impact video, SEO, and social proof.
- The Goldmine in Your Files: Master the art of automated, segmented nurturing to reactivate your existing patient list and increase lifetime value.
- Boots on the Ground: Why a Physician Liaison is your secret weapon for high-value medical and non-medical referrals.
- The Profit Pivot: Proven tactics to transition your practice toward the procedures you enjoy and the cash-based modalities (Regenerative, Laser, Swift) that bypass insurance headaches.

Leave Fort Lauderdale with a concrete, 90-day roadmap to transform your practice from a general foot clinic into a high-performance growth engine.

THE LEADERSHIP LAB

BUILDING STRONG TEAMS, DEVELOPING LEADERSHIP SKILLS, AND CREATING A THRIVING WORKPLACE CULTURE

Thursday, November 12 | 9:30am – 12:00pm

9:30 a.m.-10:30 a.m.
How to Achieve and Sustain Team Performance: Solving the Two Critical Leadership Gaps
Jay Henderson
Join Jay Henderson, performance and leadership expert, speaker and author to discuss how to achieve and sustain team performance in your practice by solving the Two Critical Leadership Gaps. The "Expectation" Gap and the "Performance" Gap. We will discuss these two leadership blocks and how to easily overcome them.

10:30 a.m.-11:30 a.m.
Leading from the Ground Up: Leadership Styles that Elevate Your Podiatry Practice
John Guiliana, DPM, MS
Great Podiatry Practices aren't built on clinical skills alone—they're built on leadership. This presentation explores the most impactful leadership styles, and how podiatrists and their teams can apply them in daily practice. From authoritative decision-making to collaborative team leadership, discover how adapting your leadership approach improves staff engagement, patient satisfaction, and operational performance. This session will be interactive, so bring your thinking cap to Lago Mar!

11:30 a.m.-12:00 p.m.
The Leadership Lab Q&A
John Guiliana, DPM, MS and Jay Henderson

ALL ATTENDEES

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SMART PRACTICE TECH & AI

Thursday, November 12 | 1:00pm – 5:00pm

PICK A TRACK

1:00 p.m.-2:00 p.m.
AI for Practice Decisions with Demo and Workshop | 1 CECH
James Repko, DPM
A practical workshop on using AI to identify what is limiting a practice—and turn that insight into action. The starting point is a frustration we all know: small practices have more problems than time, staff, or money to solve them. Choosing where to focus our resources can determine whether we struggle or succeed with better patient outcomes and compliance. We'll move beyond using AI as a chat assistant and demonstrate how ChatGPT Work can support a repeatable process.

2:00 p.m.-2:30 p.m.
Using AI to Increase Practice Efficiency | .5 CECH
Andrew Schneider, DPM
AI medical scribes capture the patient encounter and turn it into a clinical note in real time. That frees physicians from hours of after-clinic charting and lets them focus on the patient in the room. This session covers how these tools perform in a podiatry setting, from specialty terminology and EHR integration to the practical gains in schedule capacity and staff workload. Attendees will also learn compliance steps for adopting an AI scribe, including HIPAA, patient consent and physician review of every note, so that documentation stays accurate and supports the billed codes.

2:30 p.m.-3:00 p.m.
Your Practice Is Working Too Hard! Technology That Gives Time Back to Your Team and Cuts Unnecessary Costs
Jessica Taveras
Is your technology making your practice more efficient, or just giving your staff more systems to manage? From online scheduling and digital intake to patient communication, automated reminders, and workflow management, today's technology offers opportunities to simplify how your practice operates. But with so many tools available, knowing what to use, what to automate, and what's actually worth the investment can be challenging. This session explores ways to use technology to streamline operations, reduce administrative burdens, eliminate repetitive tasks, and improve the patient experience. We'll discuss how to evaluate your systems, identify inefficiencies, and introduce automation without overwhelming your team or adding unnecessary expenses.

3:00 p.m.-3:30 p.m.
Break & Visit Exhibits

3:30 p.m.-4:00 p.m.
The Money You're Leaving on the Table: How Technology Can Uncover Hidden Revenue and Missed Growth Opportunities
Jessica Taveras
What if some of your biggest opportunities for practice growth are already sitting inside your practice, but you don't have the right systems in place to recognize them? Missed calls, unscheduled appointments, patients who never return, and underutilized services can quietly impact your bottom line. While many practices focus on attracting new patients, they often overlook the revenue opportunities already within their existing patient base and daily operations. This session explores how technology can help practices identify where revenue is being lost and uncover opportunities for growth. We'll look at tools such as call tracking, patient management systems, automated follow-up, recall systems, and reporting dashboards to better understand patient behavior, improve retention, and make more informed business decisions.

4:00 p.m.-4:30 p.m.
Online Tools You're Not Using...But You Should Be
Andrew Schneider, DPM
There are dozens of free and low-cost apps and online tools that can save practice owners time and money, and most people have never heard of them. This session covers practical tools in two areas: online research, so you find answers, compare vendors and track down information faster, and website functionality, so your site works harder for you with less upkeep. Attendees will leave with a ready-to-use list of tools they can try the same day, with tips on which ones give the biggest return for the least effort.

4:30 p.m.- 4:45 p.m.
Using AI to Focus Your Orthotics Prescription Writing
Jason Kraus

4:45 p.m.-5:00 p.m.
Q&A

All Attendees DPMs Medical Assistants Executive Managers

REGENERATIVE RENAISSANCE

A PRACTICAL, PROFITABLE, EVIDENCE-BASED APPROACH TO MODERN REGENERATIVE MEDICINE IN PODIATRY

Thursday, November 12 | 1:00pm – 5:00pm

1:00 p.m.-1:10 p.m.
Welcome & Opening Remarks: The Regenerative Renaissance in 2026
Melissa Lockwood, DPM
A brief introduction that will outline the evolution of regenerative medicine in foot and ankle care; the role of multimodal therapy; and the opportunity for practices to incorporate high-value, patient-centered regenerative services.

1:10 p.m.-1:40 p.m.
Shockwave Therapy: Evidence-Based Protocols for Foot and Ankle Regeneration | .5 CECH
Benjamin Weaver, DPM
A comprehensive session exploring unfocused and electrohydraulic shockwave technology, including evidence-supported protocols for fasciopathy, tendinopathy, and neuropathy. Emphasis is placed clinical best practices, and integration with laser and biologic therapies.

1:40 p.m.-2:10 p.m.
Umbilical Cord Tissue and Changing the Algorithm | .5 CECH
Thuy Ho-Ellsworth, DPM
A comprehensive session exploring the role of umbilical cord tissue in podiatric care, including tissue characteristics, clinical considerations, and practical applications. Emphasis is placed on changing the traditional treatment algorithm by integrating structural tissue support earlier within a comprehensive patient care strategy.

2:10 p.m.-3:00 p.m.
Biologic Cushioning – The Role of Fat Allograft in Modern Footcare | .5 CECH
Thuy Ho-Ellsworth, DPM
An educational session exploring the role of adipose tissue allografts in modern podiatric care, with a focus on structural cushioning, offloading, and support in areas of diminished fat padding. The session covers patient selection, clinical technique, and practical integration of fat allograft into a broader foot care strategy.

3:00 p.m.-3:30 p.m.
Break & Visit Exhibitors

3:30 p.m.-4:00 p.m.
Laser Therapy: Photobiomodulation for Pain Relief, Nerve Health and Soft-Tissue Healing | .5 CECH
Melissa Lockwood, DPM
An in-depth clinical discussion of laser therapy covering mechanisms of photobiomodulation, treatment protocols, evidence in acute and chronic conditions, and strategies for incorporating laser therapy into a cash-based regenerative practice model.

4:00 p.m.-4:45 p.m.
Modern Advancements for Peptides in Podiatry | .5 CECH
Sev Hrywnak, DPM
An educational session examining the evolving role of peptides in podiatric practice, including oral formulations, emerging applications, and practical considerations for patient care. The discussion highlights how peptide-based strategies may fit within a broader approach to recovery, tissue support, and overall musculoskeletal health.

4:45 p.m.-5:00 p.m.
Regenerative Roundtable: Practical Pearls and Integration Strategies
Melissa Lockwood, DPM; Thuy Ho-Ellsworth, DPM; Benjamin Weaver, DPM; and Sev Hyrwnak, DPM
A concise, high-yield Q&A segment addressing real-world challenges in adopting regenerative modalities, optimizing patient outcomes, and strengthening revenue through cash-based services.



GENERAL SESSION

PICK A TRACK

Friday, November 13 | 8:00am – 12:00pm

8:00 a.m. – 8:30 a.m.

The Business of Dermatology: How Early Detection, AI, and In-Office Procedures Can Improve Outcomes While Growing Your Practice | .5 CME

Lily Khavari, DPM

Podiatrists are often the first to see suspicious skin and nail lesions on the lower extremity, including melanoma and other skin cancers, which makes dermatology both a clinical duty and a growth opportunity. This session covers how AI-assisted dermoscopy and imaging tools can support earlier, more confident detection, and how in-office procedures such as biopsies, excisions and lesion treatments can be added efficiently. Attendees will learn how to build a dermatology service that improves patient outcomes while adding a meaningful, properly coded revenue stream to the practice.

8:30 a.m.-9:00 a.m.

Positive Economic Outcomes in Performing Office Based Procedures

Sev Hrywnak, DPM

This lecture explores the economic benefits of performing procedures in your office. You'll learn how office-based care can reduce overall costs by minimizing overhead, streamlining scheduling, and cutting delays associated with hospital visits. The session also covers how improved workflow and shorter patient pathways can lower indirect expenses like missed work and transportation time. We'll discuss the value of predictable operating times, efficient staffing models, and better resource utilization. By examining real-world examples and key economic drivers, attendees will gain a clearer understanding of how office-based procedures can improve both financial outcomes and patient experience while supporting sustainable practice growth

9:00 a.m.-9:30 a.m.

Beyond the Front Desk: How Virtual Assistants Are Transforming Podiatry Practices

Marco Vargas, DPM

As staffing challenges, rising overhead, and administrative demands continue to affect private practices, virtual assistants are becoming an increasingly valuable resource. This presentation will explore how podiatry practices can effectively integrate trained virtual assistants into their daily operations, from patient scheduling and insurance verification to referrals, revenue cycle support, and patient retention. We'll discuss practical implementation strategies, common mistakes to avoid, and how to improve efficiency, reduce administrative costs, and enhance the patient experience without sacrificing quality or control.

9:30 a.m.-10:00 a.m.

Is Your Retirement Plan Building Wealth—or Just Checking a Box?

Gregory I. Hardy, CFP, AEP

Podiatry practices have changed. The way doctors build careers, structure practices, compensate associates, and think about their own financial futures has changed too. But for many practices, their approach to retirement planning hasn't kept up.

Too often, practice owners are relying on retirement plans and financial strategies that:

- Weren't designed around the unique needs of today's podiatry practice.
- Cost more than they should.
- Fail to address the different needs of owners, associates, and staff.
- Operate as a benefit rather than a strategic business tool.
- Don't connect the success of the practice with the owner's long-term personal financial goals.

In this session, we'll challenge the traditional approach to retirement planning and explore what the next generation of retirement strategy can look like for independent podiatry practices.

We'll discuss how practice owners can think differently about plan design, tax efficiency, employee recruitment and retention, building wealth outside the practice, and ultimately creating a retirement strategy that works just as hard as they do. Because the future of retirement planning isn't about doing what's always been done. It's about building a strategy around where you—and your practice—are going next.

10:00 a.m.-10:30 a.m.
Break & Visit Exhibitors

10:30 a.m.-11:00 a.m.
It's Not Your Fault: How Podiatrists Can Take Back Control, Earn More and Work Less
Peter Wishnie, DPM
Decreasing reimbursements. Denials. Clawbacks. Patients who nod along and then don't schedule the treatment you recommended. Today's podiatrists are working harder than ever and taking home less for it. Most of us respond by seeing more patients and staying later, and we end up more tired while our profit margin dwindles.
In this 30-minute session, Dr. Peter Wishnie, shares what he learned about running a practice as a business and not just a clinic. You'll leave with practical ideas you can bring back to your office on Monday to get more patients to say yes, grow revenue, and get your time back.

11:00 a.m.-11:30 a.m.
SWOT Happens! 30 Minutes to a Better Bottom Line
John Guiliana, DPM
In today's competitive healthcare environment, understanding your practice's strengths, weaknesses, opportunities, and threats (SWOT) can be the difference between simply surviving and truly thriving. In this fast-paced, 30-minute presentation, discover how to identify hidden revenue opportunities, address operational inefficiencies, benchmark performance, and turn actionable insights into measurable improvements.

11:30 a.m.-12:00 p.m.
The Future of Private Practice is Very Bright
Rem Jackson
The conventional wisdom is that private practitioners are a species that will be extinct in less than a generation. Don't you believe it. Private equity is having a world of hurt with their investments, and big hospital systems are struggling too. The pendulum is now, Finally, swinging back to private practice. In this session we will explore the "secret weapons" at your disposal to take maximum advantage in the next five years to build the thriving, profitable, enjoyable practice of your dreams.

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EXECUTIVE MANAGER TRACK

EXECUTIVE MANAGER 2.0: LEADING PEOPLE, LEVERAGING AI, AND DRIVING PRACTICE GROWTH

PICK A TRACK

Friday, November 13 | 8:00am – 12:00pm

8:00 a.m.-8:45 a.m.
The Executive Manager Playbook: From Office Manager to Strategic Practice Leader
Rem Jackson
Upon completion of this session, participants will be able to:
- Differentiate between management and leadership responsibilities within a podiatric practice.
- Identify key characteristics of high-performing executive managers.
- Implement strategies to strengthen collaboration with physician leaders.
- Apply accountability systems that improve organizational performance.
- Develop a framework for strategic decision-making and practice growth.

8:45 a.m.-9:30 a.m.
Winning the Talent War: Building a Culture People Refuse to Leave
Melissa Lockwood, DPM
- Upon completion of this session, participants will be able to:
- Identify the primary factors contributing to employee turnover in healthcare practices.
- Develop strategies to improve employee engagement and retention.
- Implement systems that promote communication, accountability, and recognition.
- Evaluate candidates for cultural alignment during the hiring process.
- Assess and improve workplace culture using measurable indicators.

9:30 a.m.-10:00 a.m.
AI for Practice Managers: Practical Tools You Can Implement on Monday Morning
Andrew Schneider, DPM
Upon completion of this session, participants will be able to:
- Identify practical AI tools for daily operations including scheduling, phone assistants, HR tools, SOP generation, marketing and meeting summaries.
- Improve efficiency through automation.
- Recognize limitations and risks of AI adoption.

10:00 a.m.-10:30 a.m.
Break & Visit Exhibits

10:30 a.m.-11:15 a.m.
The Profitability Dashboard: Metrics Every Executive Manager Must Know
John Guiliana, DPM, MS
Upon completion of this session, participants will be able to:
- Identify the most important financial and operational metrics for practice success.
- Monitor revenue cycle performance using industry benchmarks.
- Analyze labor and staffing costs to improve profitability.
- Utilize dashboards to support informed decision-making.
- Develop strategies to improve operational and financial outcomes.

11:15 a.m.-12:00 p.m.
Executive Leadership Roundtable: Real Problems, Real Solutions
John Guiliana, DPM; Rem Jackson; Melissa Lockwood, DPM; Karen Perez; Andrew Schneider, DPM; and Tressea Harvey, PMAC (Facilitator)
Participate in audience-driven discussions on topics such as staffing/HR, compensation, leadership development, AI, and profitability.
Upon completion of this session, participants will be able to:
- Discuss current challenges affecting podiatric practice management.
- Compare operational strategies utilized by successful practices.
- Identify practical solutions applicable to their own organizations.
- Network with peers and industry leaders to share best practices.
- Develop an individualized action plan based on key takeaways from the summit.

All Attendees DPMs Medical Assistants Executive Managers

MEDICAL ASSISTANT TRACK

UNDERSTANDING AND SUPPORTING THE FUTURE OF PODIATRIC CARE

Friday, November 13 | 8:00am – 12:00pm

Attendees will explore the rapidly growing field of regenerative medicine and gain practical experience supporting advanced therapies commonly used in modern podiatric practices. Each session consists of a focused lecture followed by an interactive workshop, allowing participants to immediately apply the concepts presented.

8:00 a.m.–9:00 a.m.
Regenerative Medicine Foundations | 1 PMAC
Thuy Ho-Ellsworth, DPM
Understanding the healing cascade, inflammation, biologics, and regenerative therapies.

9:00 a.m.-10:00 a.m.
Laser Therapy Applications | 1 PMAC
Zahid Ladha, DPM
Photo biomodulation, neuropathy treatment, fungal nail therapy, and pain management.

10:30 a.m.-11:15 a.m.
ESWT Excellence | .75 PMAC
Ben Weaver, DPM
Shockwave therapy fundamentals, treatment workflow, patient education, and documentation.

11:15 a.m.-12:00 p.m.
Biologics and Advanced Healing Technologies | .75 PMAC
Thuy Ho-Ellsworth, DPM
Amniotic tissue, PRP, growth factors, peptides, and regenerative treatment support.

MEDICAL ASSISTANTS

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LUNCH & LEARN

Friday, November 13 | 12:00pm – 2:00pm

Take a break, enjoy lunch, and gain valuable insights from AAPPM's Platinum Corporate Partners. These industry-leading organizations work closely with podiatric practices every day and will share practical solutions, emerging trends, innovative technologies, and strategies designed to help improve practice efficiency, patient experience, and business performance.

This interactive session offers attendees the opportunity to learn about products and services that can support their practice goals, ask questions directly to experts, and discover new resources to help navigate today's evolving healthcare landscape. Don't miss this chance to connect with trusted partners while enjoying lunch with your colleagues.

ALL ATTENDEES

All Attendees DPMs Medical Assistants Executive Managers



THE COMPLETE LOWER-EXTREMITY WOUND AND LYMPHEDEMA CARE TOOLBOX | 2 CECH

Friday, November 13 | 2:30 p.m.-4:30 p.m.

Jonathan Moore, DPM

Compression, Lymphedema, Wound Care Products, Compliance and Practice Growth

At the conclusion of this workshop, participants will be able to:

1. Explain the provisions of the Lymphedema Treatment Act and identify opportunities to provide covered compression garments to eligible patients when medically appropriate.
2. Develop an individualized 24-hour compression plan that incorporates daytime and nighttime compression options, including patient selection, measurement, fitting, dispensing, and follow-up.
3. Differentiate documentation requirements for lymphedema and chronic venous insufficiency/venous reflux by identifying the clinical findings, terminology, and medical necessity criteria required to support coverage.
4. Apply appropriate billing, coding, and compliance principles when dispensing compression garments and durable medical equipment (DME) wound-care supplies.
5. Select appropriate topical wound-care products, including collagen powders, gels, and foam dressings, based on wound characteristics and treatment goals.
6. Determine when to combine compression therapy and wound-care products based on clinical indications, coverage criteria, utilization guidelines, and documentation requirements.
7. Analyze real-world reimbursement scenarios involving deductibles, copayments, quantity limits, replacement schedules, and covered versus non-covered services.
8. Develop a compliant lower-extremity edema and wound-care program that incorporates appropriate clinical protocols, documentation, reimbursement practices, and follow-up processes to support continuity of care and improved patient outcomes.

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2026 ANNUAL CONFERENCE

NOVEMBER 12-14

LAGO MAR BEACH RESORT | FT LAUDERDALE

PICKLEBALL TOURNAMENT

Friday, November 13 | 3:00pm – 5:00pm

Take a break from the educational sessions and join fellow attendees for one of the fastest-growing sports in the country! The AAPPM Pickleball Tournament is a fun, friendly competition designed for players of all skill levels—from first-timers to seasoned enthusiasts. Whether you're playing to win or simply looking to connect with colleagues in a relaxed setting, this event offers the perfect blend of networking, camaraderie, and healthy competition. Grab a paddle, enjoy some friendly rivalry, and make new connections both on and off the court. Space is limited so we recommend registering early.



AAPPM conferences are known for combining professional development with valuable networking opportunities, and the pickleball tournament is a great way to do both.

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EXECUTIVE MANAGERS

DPMs

CODING & COMPLIANCE: BACK TO BASICS

Saturday, November 14 | 8:00am – 12:00pm

The Podiatry Billing 101: The Revenue Journey | 1.5 CECH
Mary-Ellen Schimmoller and Gisele Saenger, BA, MISM, PM

An interactive introduction to the revenue cycle process within a podiatric clinic, from practice setup and patient intake through coding, claim submission, reimbursement, and performance monitoring.

Designed for startup practices and new team members, this workshop connects documentation, coding, eligibility verification, modifiers, DME, and compliance into one clear, practical workflow.

Participants will follow a patient case through each stage of the billing process, reinforcing practical application through case-based discussion and interactive engagement.

- Stage 1: Revenue Foundation and Governance
- Stage 2: Lining Up Your Patients (Front-End Revenue Protection)
- State 3: What Are We Billing? (Core Services)
- Stage 4 – Core Podiatry Modifiers and Common Edit Scenarios
- Stage 5 – When Claims Deny
- Stage 6 – Managing A/R and Performance
- Final – Revenue Readiness Challenge

PICK A TRACK

CODING & COMPLIANCE

Saturday, November 14 | 8:00am – 3:30pm

8:00 a.m.-8:30 a.m.
Coding Changes Over the Last Year | .5 CECH
Jeffrey Lehrman, DPM
A review of the CPT, ICD-10-CM and payer policy changes from the past year that matter most to podiatric practices. Attendees will learn what changed, why it matters, and how to update their coding and documentation so claims stay accurate and compliant.

8:30 a.m.-9:00 a.m.
Providing Services During the Postoperative Global Period | .5 CECH
Jeffrey Lehrman, DPM
This session explains what the global surgical package covers and when separately billable services are allowed after surgery. It covers the correct use of modifiers so practices can bill legitimately for unrelated or staged care without triggering denials or audits.

9:00 a.m.-10:00 a.m.
Safely Forging at Cash Practice | .5 CECH
Ira Kraus, DPM
A practical guide to adding cash-based services or moving toward a cash model while staying within Medicare, payer contract and regulatory rules. Topics include opt-out vs. non-participation, ABNs, pricing, and how to structure cash offerings that protect both the practice and the patient.

10:00 a.m.-10:30 a.m.
Break & Visit Exhibitors

10:30 a.m.-11:00 a.m.
Radiology Documentation Errors: Fixed! | .5 CECH
Jeffrey Lehrman, DPM
A look at the most common gaps in documenting in-office X-rays and imaging that lead to denials and audit exposure. Attendees will leave with clear, compliant ways to write orders, interpretations and reports that support every radiology code billed.

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11:00 a.m.-11:30 a.m.
Skin and Nail Coding: The Mistakes That Cost You | .5 CECH
Ira Kraus, DPM
This session goes through the frequent errors in routine foot care, nail debridement, and lesion and skin procedure coding. It covers class findings, modifiers and documentation requirements.

11:30 a.m.-12:00 p.m.
Surgical Coding Pearls and Pitfalls | .5 CECH
Ira Kraus, DPM
Practical tips for choosing the right codes for forefoot, rearfoot and soft-tissue procedures, including bundling (NCCI) edits and multiple-procedure rules. Attendees will learn to avoid the coding mistakes that invite payer scrutiny.

12:00 p.m.-1:00 p.m.
Lunch

1:00 p.m.-1:30 p.m.
Are You Flagging Yourself? The Audit Triggers Hiding in Your Templates | .5 CECH
Gisele Saenger, BA, MISM, PM
EHR templates and cloned notes can quietly produce documentation patterns that payers and auditors flag. This session shows how to spot risky template language, over-documentation and copy-forward habits, and how to fix templates so each note reflects the actual encounter.

1:30 p.m.-2:00 p.m.
Insurinsanity! Keeping AR in Check with the New Payer Guidelines
Mary-Ellen Schimmoller
A survival guide to the latest payer rules on prior authorizations, claim edits and timely filing. Attendees will learn workflows to keep AR days low, catch problems early and follow up on outstanding claims efficiently.

2:00 p.m.-2:30 p.m.
The Six Numbers That Run Your Practice—and What They're Telling You
Gisele Saenger, BA, MISM, PM
This session covers the six key performance indicators every podiatry practice owner should track, from collection rates to AR aging. It explains how to read them, which benchmarks to compare against, and what to do when a number signals trouble.

2:30 p.m.-3:00 p.m.
Payer Contracting to Manage Revenue—What's Your Mix?
Mary-Ellen Schimmoller
A strategic look at how a practice's payer mix shapes revenue and profitability. Attendees will learn how to analyze their contracts, find underperforming payers, and approach renegotiation or exit decisions with confidence.

3:00 p.m.-3:30 p.m.
Top Five Podiatry Denials and the Fix for Each | .5 CECH
Gisele Saenger, BA, MISM, PM
This session breaks down the five claim denials podiatry practices see most often, explaining the root cause behind each one. Attendees will leave with a specific, repeatable fix for each denial to recover revenue and keep it from happening again.

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MEDICAL ASSISTANT TRACK

BECOMING AN ELITE PODIATRIC MEDICAL ASSISTANT

PICK A TRACK

Saturday, November 14 | 8:00am – 3:30pm

Attendees will focus on the core clinical and operational skills that drive successful podiatric practices. Every session includes practical exercises, demonstrations, case studies, and real-world applications.

8:00 a.m.-9:00 a.m.
The Art of the HPI | 1 PMAC
Melissa Lockwood, DPM
Mastering patient interviewing, documentation accuracy, and medical necessity.

9:00 a.m.-10:00 a.m.
PAD and Vascular Screening | 1 PMAC
Mark Lisch, DPM
Understanding peripheral arterial disease and performing ABI testing.

10:30 a.m.-11:15 a.m.
Advanced Wound Care | .75 PMAC
Natalie Domek, DPM
Wound assessment, dressing selection, documentation, and treatment support

11:15 a.m.-12:00 p.m.
Pathology Pearls | .75 PMAC
William Scherer, DPM
Biopsy techniques, specimen collection, handling, and pathology workflows to support accurate diagnosis and improved patient outcomes

1:00 p.m.-2:30 p.m.
Diabetic Shoe Program and Fitting Workshop | 1.5 PMAC
Josh White, DPM
Fundamentals, program eligibility, fitting, sizing, heat molded vs custom, proper casting techniques and patient education.

2:30 p.m.-3:30 p.m.
Podiatric Jeopardy 2026 | 1 PMAC
Zahid Ladha, DPM and Tressea Harvey, PMAC
A fun, interactive team-based competition reinforcing key educational concepts from both days.

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