



**AAPPAM Annual Conference
Saturday, November 9, 2024**

New Practitioners

8:00am – 8:30am

Credentialing NPI Basics

Taylor Record

Learn the essentials of National Provider Identifier (NPI) credentialing, including why it's necessary and how to navigate the process effectively.

8:30am – 9:00am

Next Step After Credentialing, Contracting

Taylor Record

Explore the steps to take after obtaining your NPI, focusing on contracting with insurance companies to ensure smooth practice operations.

9:00am – 9:20am

Insurance Verifications

Amber Brooks

Understand the importance of insurance verifications, including tips for verifying patient benefits to avoid denials and ensure proper reimbursement.

9:20am – 9:40am

Finding an LCD

Amber Brooks

Discover how to locate Local Coverage Determinations (LCDs) and their significance in ensuring compliance with Medicare policies.

9:40am – 10:00am

Levels Medicare Appeals

Amber Brooks

Gain insights into the different levels of Medicare appeals, helping you navigate the process to contest denied claims effectively.

10:00am – 10:30am

Break & Visit Exhibits

10:30am – 11:00am

Making RFU and Mycotic Nails Profitable

Natalie Domek, DPM

Learn strategies to maximize the profitability of treating routine callus and mycotic nails within your practice.



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11:00am – 11:20am

Running a Custom Bracing Program

Lisa Jenkins

Discover how to implement and manage a custom bracing program to enhance patient care and increase revenue, where proper documentation workflows assists with preventing and fighting denials.

11:20am – 11:40am

Drop Foot Braces

Lisa Jenkins

Explore the benefits and considerations of prescribing drop foot braces, including patient selection and potential outcomes. And proper staff training can help recognize potential drop foot brace patients.

11:40am – 12:00pm

Diabetic Shoes, Still Worth It?

Lisa Jenkins

Evaluate the profitability and practicality of offering diabetic shoes in your practice, considering current trends and patient needs.

12:00pm – 1:00pm

Lunch & Visit Exhibits

1:00pm – 1:20pm

Modifiers You Aren't Using But Should

Luke Hunter, DPM

Uncover underutilized billing modifiers that can optimize your claims process and improve reimbursement rates.

1:20pm – 1:40pm

The 25 Modifier is Here to Make You Money

Luke Hunter, DPM

Understand the 25 modifier's role in billing and how its proper use can increase revenue for your practice.

1:40pm – 2:00pm

Ancillary Services That Worked and Failed in My Office

Luke Hunter, DPM

Gain valuable insights from Dr. Hunter's experience with various ancillary services, learning what can drive success or lead to failure.



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2:00pm – 2:30pm

The Art of Having Your Cake and Eating It Too

Nicole Freels, DPM, FACPM, CPed

Delve into balancing patient care with personal needs, learning strategies to achieve financial success without compromising on quality.

2:30pm – 3:00pm

Setting up Protocols and Treatment Plans

Don Pelto, DPM

Learn how to establish effective protocols and treatment plans to enhance patient outcomes and streamline practice efficiency.

3:00pm - 3:15pm

Break

3:15pm – 3:45pm

In-Office Surgery – Economics and Logistics

Luke Hunter, DPM and Mike Brondon, DPM

Explore the economic and logistical aspects of in-office surgery, including cost management and operational efficiency.

3:45pm – 4:45pm

Business 101

Sev Hrywnak, DPM

Dive into fundamental business concepts and strategies to enhance your practice's financial health and operational success.

4:45pm – 5:00pm

New Practitioners Q&A