

# HME Compliance Connection

## 2012 Webinar Series

Featuring a *Who's Who* faculty of America's top healthcare compliance experts



Jeff Baird, Esq.  
January 25

### Implementing a Successful Compliance Program: Overcoming Resistance and Achieving "Buy-In" From Employees.

Learn the 10 common obstacles a company often faces when developing a compliant culture and ideas how to successfully deal with these hurdles. Recognize your company's positive and negative aspects surrounding compliance.



Asela Cuervo, Esq.  
February 22

### How Effective is Your Compliance Program?

Learn how to use the OIG for DMEs to design your program's focus. Discover the importance of specific components within the program structure. Review the important elements and development of your Code of Ethics and Code of Conduct.



Elizabeth Carder-Thompson Esq. and  
Erin Janssen, Esq.  
March 28

### The RISK ASSESSMENT: Your Key to an Effective Compliance Program

Learn how to conduct an assessment of high risk areas using the right people and best tools. Understand how the assessment is the basis for creating or updating policies and procedures and why your firm's future depends on this process.



Jeff Baird, Esq.  
May 23

### Creating Effective Policies and Procedures.

Policies and procedures must be workable within each organization. Discover what makes a policy effective and how training, implementation and follow up ensure that the plan is understood and embraced by the entire firm.



Carla Hogan, Esq.  
June 27

### The Duty to Disclose and Return Identified Medicaid and Medicare Overpayments

Healthcare providers must report and return any Medicare or Medicaid overpayments within 60 days of identification. Learn best practices to avoid liability under the False Claims Act.



Michael Bell, Esq.  
July 25

### Anti-kickback & Stark Compliance

Many, if not most, supplier interactions with physicians can implicate the federal Anti-kickback and Stark laws. In this session, we will explore these laws and their implications on operations, identify risk areas, and ways to protect the organization, its employees, and its physician customers.



Peggy Whitmore, Esq.  
August 22

### The Role of the Governing Body and Compliance in Health Care

A successful compliance program has the support and oversight of a health care organization's governing body. The governing body must understand its compliance-related responsibilities, how to ensure that those responsibilities are met, and how personal liability can attach if non-compliance occurs.



Howard Young, Esq.  
September 26

### Screening Individuals and Entities against state and federal Excluded Parties Lists.

Understand the rules and ramifications of what this means to your company. Don't make the costly mistake of hiring or contracting with an excluded individual or entity.



Lynn Shapiro Snyder, Esq.  
October 24

### Being Better Prepared for a Medicare or Medicaid Government "Touch"

Identify the best practices for being better prepared in the event Medicare or Medicaid come knocking. The government often makes both formal and informal requests for information but all responses by your company need to be done in a formal way to protect your interests.

An education program from your state HME association:



For more details on speakers and programs, go to:  
[www.pamsonline.org/events](http://www.pamsonline.org/events)

Questions:  
Phone: 717-909-1958  
E-mail: [kelly@pamsonline.org](mailto:kelly@pamsonline.org)

★ A special *MANUFACTURERS* Compliance webinar will be presented by Mike Bell on April 25 — 'Understanding Sunshine Act Compliance'

# HME Compliance Connection

## REGISTRATION for the 2012 Webinar Series

In this age of audits and inferred fraud and abuse in the DME sector, it is crucial that HME providers achieve corporate compliance through a well-defined, written program that is the centerpiece of daily operations. The compliance program should be a living, working, breathing element of operations that drives training and excellence and not simply a binder on a shelf. The success of a firm's compliance program depends upon the commitment and support – both philosophically and financially – of owners and top management. The **HME Compliance Connection** webinar series has been specifically designed to engage personnel at every level of operations in the critical task of achieving compliant behavior.

**WHAT:** HME Compliance Connection webinar series  
**WHEN:** 4th Wednesday of every month January thru October 2012 from 1:00-2:30 p.m. EST (except April)

### PRICING FOR MEMBERS OF SPONSORING STATE ASSOCIATIONS

- \$125 per company per location (unlimited participants per location) for each webinar; or
- \$875 per company per location (unlimited participants per location) for 9-webinar series

### NON-MEMBER PRICING

- \$250 per company per location (unlimited participants per location) for each webinar; or
- \$2,000 per company per location (unlimited participants per location) for 9-webinar series

*(Contact your state association for membership information today!)*

### Registration Information

**Online** at [www.pamsonline.org/events](http://www.pamsonline.org/events) (AFTER January 1, 2012) *or*  
**Mail** Completed Form with payment by January 17, 2012 to:  
 PAMS • 777 East Park Drive, Suite 300 • Harrisburg, PA 17111

Contact Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_

State Association Membership(s) (participating locations) \_\_\_\_\_

\_\_\_\_\_

#### We will Participate in the following:

**Full Series (per location):** \_\_\_\_\_ Member \$875 \_\_\_\_\_ NON-Member \$2,000

**Individual Webinars:** \_\_\_\_\_ Member \$125 each \_\_\_\_\_ NON-Member \$250 each

\_\_\_\_\_ January 25 \_\_\_\_\_ February 22 \_\_\_\_\_ March 28

\_\_\_\_\_ May 23 \_\_\_\_\_ June 27 \_\_\_\_\_ July 25

\_\_\_\_\_ August 22 \_\_\_\_\_ September 26 \_\_\_\_\_ October 24

*\*Watch for Compliance Roundtable at Medtrade 2012 Atlanta\**

### Continuing Education Credits

The **HME Compliance Connection** will offer CEUs through the Compliance Certification Board. Please submit a list of all personnel who will participate in each webinar and who will require certification of credits earned. It is estimated that each session will earn 1.5 CEUs.

### Method of Payment

Check       Amex       Visa       MasterCard

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### CANCELLATION & SUBSTITUTION POLICY

PAMS accepts MasterCard, Visa, American Express, Check or Cash. Cancellations must be received in writing by noon of the Wednesday prior to a scheduled webinar event to be eligible for full refund less a \$25.00 administrative fee. No refund will be given for no-shows or cancellations received after the one-week notice requirement. Personnel substitutions are permitted. Please contact the PAMS office with any questions: (717) 909-1958 or email [kelly@pamsonline.org](mailto:kelly@pamsonline.org)