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President's Message

The Successes Continue...

by Kevin L. Sneider, DPM



As I sit at my desk today, I feel the crispness of the autumn air blowing through the window. Football is well under way and the leaves will soon start to change. As we watch the season

change, it is also inevitable that health-care will do the same.

As members have noticed, we are being flooded with information on possible changes to our national healthcare system and we each are also seeing changes

Representing members' interests at the highest level of state government, OPMA filed its lawsuit against the Ohio Department of Insurance on July 23, 2009.

at our local levels. Please continue to support each other with information so that we can all be informed. OPMA and its staff will continue to disseminate information as it is received. Please take part in your local academies and support each other as well as the profession.

As members, you are well aware of the lawsuit involving fee parity which was recently filed in Franklin County by OPMA. This will be a long, hard fight and OPMA will keep you informed. I don't foresee any new information for a while. It's early in the discovery stage. Our membership made it loud and clear at last year's House of Delegates meeting, that OPMA should continue to pursue a legal battle. I would like to thank Dr. Bruce Blank for stepping up to the plate, as the suit's criterion required an OPMA physician be named that had dropped out of network.

I would also like to thank Dr. James Holfinger and the Insurance Task Force for the long hours of work that they contributed to this cause. We couldn't

(Continued on page 2.)



President's Message

(Continued from page 1.)

have done it without you! Jim, I really appreciate your passion for this issue. We are all frustrated with insurance companies. Instead of sitting and complaining like most of have done, Jim turned his frustration into a positive form, which someday will benefit all podiatrists in the state of Ohio and maybe even on a national level. Thanks again!

I have sincerely enjoyed my first nine months of this presidency, and I hope that I have been able to continue to lead OPMA in a direction that benefits each of its members. We must be cohesive as our numbers are small. I am appreciative to the OPMA staff for all of their hard work and for the Board members who have provided me with guidance. I will continue to serve this organization as best that I can, and I urge all of you to let me or the OPMA staff know how we can help you.

I would also urge members to consider an active roll in OPMA. Consider a leadership position in OPMA if you have a passion for our profession. We have had several young members step up to the plate and I would encourage more of them to become involved.

This being said, there is no time like the present as our House of Delegates meeting is fast approaching in Dublin, Ohio on December 4th and 5th. *I hope to see all of you there for a great meeting!*

CELEBRATING PAST AND FUTURE OCPM's Derek Pantiel Wins Silver Gavel Parliamentary Study Scholarship



DEREK PANTIEL, A STUDENT LEADER at Ohio College of Podiatric Medicine (OCPM), was awarded a parliamentary study scholarship

by the Silver Gavel Club of the OPMA. Since entering podiatric medical school, Derek has served as the APSMA Delegate for the class of 2011. He also serves as the APMSA liaison to the APMA Board

of Trustees, is a member of the executive committee of the APMSA, and he chairs the resolutions committee within the APMSA.

Additionally, Derek is a member of the Young Members' Committee as well as a member of the Membership & Student Liaison Committee. He also serves on two subcommittees: The Physician Recovery Network and the College Visitation Task Force.

As an undergraduate student, Derek served as his freshmen class vice president, sophomore class president, president *pro-tempore* and president of the University of North Carolina Association of Student Governments and as a member of the University of North Carolina Board of Governors.

The OPMA Silver Gavel Club meets annually at the APMA Region IV CME Seminar in June. It is comprised of the past presidents of OPMA. This year's featured speaker was Dr. Kevin Sneider, OPMA President. Dr. Kevin Schroeder is the Club president; Dr. Angelo Petrolla is the Vice President; and Dr. Thomas Zoldowski is the Club Secretary/Treasurer. Sixteen past presidents attended this year's meeting.

I M P O R T A N T N O T I C E

The State Medical Board Ruling on External Fixation for Podiatrists

On, June 11, 2009, the State Medical Board of Ohio approved the Scope of Practice

Committee's determination that an Ohio podiatric physician who has successfully completed appropriate training may use and place external fixation apparatus for the relief of foot and ankle pathologies or to surgically correct and immobilize the ankle when the procedure is medically appropriate. To read their official ruling, please see www.opma.org.

Click on the *Government Relations* tile to find the heading titled **External Fixation**.



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From The Desk of the Executive Director **Keeping Ahead of the Curve**

by Jimelle Rumberg, PhD,
CAE



Be vigilant and informed...
Between Federal Health Care Reform

and a delay in the State Budget with amended budgets, OPMA has had quite a hectic summer and fall. At last count, seven federal health care plans are now circulating in Congress. Some contain Title XIX provisions and some do not. We suggest that members access www.APMA.org for the latest information regarding APMA's focus with Congress and Title XIX's inclusion or omission on each version.

On the home front, state agencies are seeing cuts and a plethora of changes. With the Tobacco Settlement case against the Governor's budget, we recommend that you be vigilant and informed by staying current on State House news. OPMA continues to watch and listen, being your advocate on Capitol Square. I received several calls concerning health care being targeted for cuts. As you realize, many states have completely cut podiatric optional services from their Medicaid budgets. We were fortunate in Ohio.

To be clear, Ohio lawmakers did not unfairly target health care for reductions. The state faced an \$8 billion deficit in its \$51 billion budget for 2010–11. Ohio adopted a 3%, \$80 million cut in July that will take effect on January 1, 2010. The reduction will reverse some of the gains realized through a 3% fee increase adopted last year. Although a 3% decrease is not welcomed, it certainly beats the alternative of having optional services being completely cut out. Legislators realize what this would do to Medicaid, in particular, as ER visits would increase dramatically and costs would be exacerbated, leading to more financial woes.

On the Medicaid front, some positive news to report: physicians that have long been frustrated about the irregularity of forms between various plans have been heard. The state's Medicaid insurance plans are now using the same form for advanced approval for drug treatment or referral to a specialist. It's not unusual for an office to have contracts with 40 or 50 health insurance plans, all of which use different forms for payments, referrals and authorizations of medications. Universal forms may potentially help patients get medical services faster. Medicaid plans started using the forms in August. Although it may not save physicians money, it will decrease the aggravation by using one basic form.

Our BIG news — OPMA has actively engaged in

their battle regarding fee discrimination with the Ohio Department of Insurance (ODI). OPMA filed our lawsuit (called a *declaratory judgment*) on July 23, 2009 against the ODI in Franklin County Common Pleas Court. For full details and a proposed court schedule, please reference www.opma.org. We have enlisted the support of our members as well as non-members for donations to our legal fund. The OPMA Legal Fund is a *separate established bank account dedicated exclusively for our legal suit*. Corporate or personal checks can be accepted.

With the filing of the lawsuit comes the dissolution of the Insurance Task Force. I would like to thank Dr. Jim Holfinger and the Insurance Task Force for their diligence and many hours of brainstorming, planning and oversight on behalf of OPMA. Jim not only visited Anthem and Aetna, but drove to Columbus numerous times to meet with the ODI and the Governor's staff. With the filing of the suit, the task force's charge is completed as mandated by the 2006 HOD. My heartfelt thanks to each Task Force member and especially Jim Holfinger, the Task Force Chair, for his untiring dedication and commitment.

The OPMA staff is busy preparing for the upcoming Annual Meeting — the 2009 OPMA House of Delegates. We hope that all delegates and alternates will find value in hearing several important reports from the state

as well as from our attorney, Nanci Danison. This will be one of the most informative HODs we've held since my coming to OPMA four years ago. I do look forward to seeing each of you there.

Last, I have a personal request. If you are reading this newsletter and are not a member, please call me so that I can personally discuss how your membership investment will provide untold professional return.

OPMA provides you the opportunity to attend and participate and your investment comes with the opportunity to be part of the decision making process (rather than having to settle for what someone else has decided for you).

Your dues investment places you in the midst of one of the most respected podiatric medical associations in the country. For example, did you know that APMA's Vision 2015 was conceptualized by OPMA?

To all of our existing members, thank you for your continued professional fervor and trust. Please make every effort to recruit one new member before Christmas. Each member knows at least one non-member or one new podiatrist.

Numbers speak volumes. We are presently at 67% of all licensed podiatrists in OH. Where are the other 33%? As we soon begin our 95th year of as a state association, my wish is that every podiatric physician becomes involved with OPMA.

Update from the Statehouse

by Tracy Intihar, Capitol Consulting Lobbyist

After a contentious budget debate wrapped up in mid-July, state legislators — and the state — needed a break! Legislators spent nearly eight weeks in their home districts. Legislative session and committee hearings began the week of September 15 and will continue through the end of the year. Statehouse leaders are expecting to consider action on a number of issues including the following:

- potentially, a budget corrections bill;
- a ban on cell phone use and/or texting while driving;
- a resolution to place a reauthorization of the Third Frontier high-tech development program before voters as early as next spring, and;
- a bill to prohibit discrimination on the basis of sexual orientation or gender identity.

Rules Implementing Provider Cuts Move Forward

With authority granted in the state budget bill, the Strickland administration is moving forward with a plan to cut Medicaid costs by, among other things, reducing reimbursement rates for

certain health care providers.

The aggregate rate cuts of three percent would not be uniform for all provider groups but attempts to protect certain primary care services, including pediatric and emergency health care. The proposal also cuts Medicaid pharmacy dispensing fees by more than half.

Provider rate cuts and the dispensing fee reduction are expected to respectively save Ohio about \$24 million and \$6.3 million in the state's share of Medicaid spending over fiscal years 2010–2011. They are part of a broader strategy that makes approximately \$2 billion in entitlement adjustments, including a new Medicaid franchise fee on hospitals.

The provider rate cuts are no surprise to the OPMA. We will be looking closely at the proposed cuts and evaluate the specific Current Procedural Terminology (CPT) codes for podiatry that have been reduced. In particular, we will be looking to protect primary care podiatric codes. Medicaid staff has welcomed our input and we look forward to offering it.

HB 267, Official Prescription Drug Program, Introduced in House

Rep. Clayton Luckie (D-Dayton) recently introduced HB 267, a bill that creates a new prescription drug program in Ohio. The bill creates a monitoring program

in the State Board of Pharmacy to detect prescription fraud and abuse. Prescribers would be required to purchase tamperproof prescription pads from the Board of Pharmacy. The Board would create a unique identification number for each prescriber. This identification number would be used to track inappropriate and illegal use of prescription drugs, especially narcotics. When analyses of official prescription data indicated that a physician's patient was obtaining controlled substances from multiple sources, the Board would notify the provider.

To pay for the program, the bill proposes that prescribers be required to use the Board's prescription pads and pay a \$250 annual fee. Rep. Luckie has stated that his goal with the proposed law is to create a program that cuts down on fraud and abuse of prescription drugs.

This program is modeled after a New York program reported to have saved millions of dollars in prescription abuse. Unlike the Ohio proposal, the New York program is free to prescribers.

The immediate concerns include the following:

- Do providers really need government-run prescription program?
- The details on how this program will really work seem foggy.
- This proposes a significant fee to be paid by the prescriber to participate.

The bill is a new concept.

It was introduced in August 2009 and was recently referred to the House Health Committee. Because of summer recess, the bill has not yet had any hearings in committee. OPMA staff and legislative consultants from the Capitol Consulting Group will be working closely on this bill and will ensure that podiatrists' interests are heard.

Hearings Continue on SB 86, Expanded Physicians Immunity Bill

Senate Bill 86, legislation sponsored by Senator Steve Buehrer (R-Delta), continues to receive hearings in the Senate Judiciary — Civil Justice Committee. This bill would expand immunity for physicians working in emergency departments under federal Emergency Medical Treatment and Active Labor Act (EMTALA) guidelines. The bill also creates an expanded immunity for physicians who volunteer or work in disaster/emergency relief efforts. Unfortunately, the bill as introduced does not include podiatrists in the definition of physicians. OPMA is working to convince policymakers the value of including podiatric physicians in the bill.

Podiatrists admit patients to the hospital, complete histories, physicals, and perform surgeries. Podiatrists should be written into the definition of eligible providers in SB 86 and the OPMA will be working to advocate for this change.

HOUSE OF DELEGATES OPMA 2009 HOD to Meet in Dublin December 4-5

The delegation to the OPMA House of Delegates will meet at the Embassy Suites in Dublin, 5100 Upper Metro Place, a business park on Columbus' northwest side (I-270 at Exit #17A). This is a new meeting location this year.

Hotel cut-off deadline is November 13. The rate is \$109 plus tax, the same as last year. Joining us will be APMA President Ronald Jensen, APMA Executive Director Glenn Gastwirth, and APMA Board of Trustee member Dennis Frisch from Florida.

Just as important as the business of the association is the opportunity for collegial recognition and socializing. The **Manager's Reception** will begin in the atrium at **5:15 PM** followed by the **OPMA Recognition Dinner at 5:45 PM**. We will honor the 2009 twenty-five year and fifty year members and all academy leadership. **Reservations are required.** They can be made directly with Lauren Stewart at OPMA 614-457-6269.

Immediately after the Recognition Dinner, the **HOD Reference Hearing** will begin around **7:15 PM**. Mark Gould, Reference Committee Chair will convene the hearing. *Delegates*



The beautiful atrium at The Embassy Suites in Dublin.

are requested to attend and bring their notebooks.

Following the Reference Hearing, please join us for OPMA Corn Hole and pool, or kick back, watch a game on a flat screen TV.

On Saturday morning, because breakfast is complementary for overnight guests, we recommend that you caucus in the atrium for breakfast. If Academies choose to host a private breakfast, please contact Embassy Suites Director of Catering, Jill Smith, at 614-602-0124. Local delegates may purchase breakfast in the restaurant, custom order favorites or partake in

collect all black binders at the close of the HOD session. OPMA will provide envelopes so that the notebook's content can be removed and retained.

Please contact OPMA with have any questions



Ronald Jensen, APMA President



Glenn Gastwirth, APMA Executive Director

the robust breakfast buffet. The HOD meeting room will have a light continental. There is no scheduled lunch for delegates.

As a reminder, we will



Dennis Frisch, APMA Board of Trustee Member

regarding the meeting or attractions or restaurants in Columbus or in Dublin. *OPMA staff and Board look forward to welcoming you to the 2009 HOD!*

Need an OSHA training class that's cost effective and on-demand when you have time?

Federal OSHA regulations mandate that all employees whose duties may result in exposure to "Blood and other potentially infectious materials" must receive specific training BEFORE commencing such duties and must also be retrained ANNUALLY.

OPMA is pleased to offer the required training, fully OSHA-compliant, in an on-line format. Upon program completion, a "Certificate of Course Completion" may be immediately downloaded. And here's another PLUS, AUTOMATIC notification of required annual retraining will be sent to registrants via e-mail.

OPMA is offering Bloodborne Pathogen Infection Control in the Workplace at the discounted price of \$15.95. OPMA members and their employees are eligible to take the course for the discounted price (payable with a credit card). Simply visit www.OSHAEZ.com and click on the ONLINE course tab. Select the course entitled Bloodborne Pathogen Infection Control in the Workplace. To receive the special discounted OPMA member price, during checkout, identify yourself as the Ohio Podiatric Medical Association member by entering this coupon code: EVFIBW

SECRETS OF SUCCESS

Get Your Staff Involved!

by Lynn Homisak, SOS Healthcare Management Solutions, LLC



You sought out new products to benefit your patients; so why are they

sitting on your shelves gathering dust? Here are some ideas for you and your staff to work together to boost patient interest and blast through that inventory.

CARRY PRODUCTS YOU HAVE PERSONALLY TESTED (AND BELIEVE IN). Doctors should always encourage staff to try products so that they can give a firsthand testimonial.

CROCS SHOES. Often, patients who see staff wearing the shoes start a conversation about them. Staff can discuss styles, even sandals now, and let patients try them on (with proper socks)!

TRY IT! YOU'LL LIKE IT! Keep a cream in the treatment room that staff massage into a patient's foot at the end of treatment. The massage highlights the product. Start with "How does that feel?" Staff can then talk about the product.

SCRIPTING YOUR WORDS. Staff words should

come out without hesitation and not sound rehearsed. For example, "Doesn't this feel great? Our patients love this and have found it much better than the creams in most stores! It costs \$xxx. I use it at home, and it really made a difference. We have this available here for your convenience. Would you like to try some?"

DISPLAY CABINETS. Acrylic display cabinets in each room attract patients while waiting for the doctor. Many times, they examining the products when we walk in. Staff can ask..."is there anything I can help you with?" Create order forms. If they don't want to buy something then, offer

products as needed.

WEBSITE SALES. Put your products on your website. It will attract patients and non-patients.

FRONT DESK EFFORTS. Consider using the strategy that every retail store does; put product around the check out register. Leave a pump lotion (or any product that can be sampled) on your front desk with a little sign — "Try Me! Only \$xxx Today." While patients get checked out, they may ask to "put one of these on my card as well."

FEATURE A "SPECIAL PRODUCT OF THE MONTH" EACH MONTH. Put framed signs in each room and highlight one product for a

PREPARE PACKETS FOR POST-TREATMENT, AT HOME CARE. Prepare recommended "take home" packets of your product with bandages, Q-tip applicators, bandaids, etc. Charge for the product plus the dressings.

INVENTORY. Assign one staff person in charge of managing supplies and ordering. Pick one day of the week to inventory all supplies. Watch for vendor specials and consider ordering more if prices are reduced.

Ms. Homisak, owner of SOS Healthcare Management Solutions, has a Certificate in Human Resource Studies from Cornell University

STAFF INCENTIVES

Optimizing In-Office Dispensing...

There are many incentives — and it's hard to say which one will work. If staff feel forced to sell, they tend not to want to participate; however, if staff try the product and it works, then they can recommend it to others.

Have a combined jar. Every time staff sell products, the dollar amounts go into a jar. At month's end, the cash is split between them.

Make it personal and keep track. Ask each staff person to keep track of items they sell, for which they either get a percentage of the sales or a dollar amount for each piece dispensed.

Make it a contest. Whoever sells the most products is the one who gets a percentage of the amount collected for product sales.

Make it a contest over and above individual sales. In other words, for each piece dispensed, that staff person will get a dollar amount or percentage. And whoever sells the most among them, *also* gets a \$50 gift card.

Create a threshold. If so many pieces are dispensed during the month, everyone is rewarded, perhaps with a gift card or a percentage of sales or a set monetary amount.

them an order form to take home.

A BOOK OF PRODUCTS. Create a binder showing pictures and information about each product. Leave it in your reception room. You can always add or remove

special price. If your practice is in a strip mall, put a sign in your window to attract passers-by.

FREE SAMPLES. Sample packets of a product from the vendor can be generously offered to patients.

School of Industry and Labor Relations, is a Fellow and Past Vice-President of the American Academy of Podiatric Practice Management, and a nationally recognized expert in staff and human resource management.



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Ultrasonic cleaner

Quantrex Q90 - L&R Ultrasonic cleaner with timer, stainless steel positioning cover, stainless beaker stand, stainless mesh basket, auxiliary pan, bur basket, 4 - 600 ML glass beakers with lids, capacity - 2 quarts, overall dimensions: 6 $\frac{7}{8}$ x 6 $\frac{3}{8}$ x 8 $\frac{7}{8}$; internal tank dimensions 5 $\frac{7}{8}$ x 5 $\frac{3}{8}$ x 4. Used but in very good condition. \$300 (Shipping is extra) or pick up at OPMA. Please contact Dr. Rumberg at OPMA 614.457.6269

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OPMA Legal Fund Contributions

July 2009 –September 23, 2009

OPMA would like to acknowledge these generous contributors for their assistance to the OPMA Legal Fund since July, 2009. To date, we have a balance of \$33, 095. Please know that *every* contribution is significant. We appreciate your support in our fight for fee fairness in Ohio, and our battle has just begun.

- Patrick J. Nunan, DPM
- Thomas A. Zoldowski, DPM
- Northeast Academy of Podiatric Medicine
- Susan Yu, DPM
- John R. Stevenson, DPM
- Mitchell Dalvin, DPM
- Ruth Ann Cooper, DPM
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GET ON POINT WITH **BABY STEPS**

New Definitions Tighten Privacy Rules

Physicians have more reason than ever to keep employees from snooping into patient records. New laws at the federal level, and in some states, make it clear that letting nosy employees slide is no longer an option. The HITECH Act's definition of "a breach" now applies to when a person snoops into patient records: "The term *breach* means the unauthorized acquisition, access, use, or disclosure of protected health information which compromises the security or privacy of such information, except where an unauthorized person to whom such information is disclosed would not reasonably have been able to retain such information."

The law also requires CMS and the HHS Office for Civil Rights to investigate complaints where a preliminary inquiry shows that "willful neglect" is the cause. And the law raised the penalties the government can hand down.

Source: Report on Patient Privacy [7/15/09]; PM News [7/17/09]

Red Flag Rule Delayed to November 1

The Federal Trade Commission (FTC) announced a delay for the enforcement date of the Red Flag Rule, an anti-fraud regulation requiring creditors and financial institutions with

covered accounts to implement programs to identify, detect, and respond to the warning signs, or "red flags" that could indicate identity theft. If you extend credit to patients in your practice or defer payments for goods or services, you must be compliant. Please see www.APMA.org for further details for compliance for your practice.

Reminder! ODJFS Switched to Electronic Notices on August 1

All Medicaid providers were sent ODJFS MHTL 3334.09.01 on June 30 announcing that ODJFS will no longer be sending paper copies of transmittal letters. Transmittal letters notify about rule and policy changes as well as clarifications. **OPMA recommends that all Medicaid providers sign up to receive communications electronically by submitting your name, email address to <http://www.odjsf.state.oh.us/subscribe/>.** ODJFS will continue to post changes to <http://emanuals.ofjs.state.oh.us/emanuals>; however, receiving an email saves time, remembering to check periodically and state expense.

Need to file a provider complaint regarding Insurance with the ODI?

To file your complaint online, go through our website at www.insurance.ohio.gov; go through the link off of the main page labeled *File a*

Complaint with ODI. Go to the *Provider Complaint Information Page* and use the *Prompt Payment Complaint Form* option to file the Complaint Online. There is also a set of instructions for this process and a wealth of other information located in this area relative to providers and claim filing.

Practice Management Resources Available Online

APMA provides many practice management tools on its Web site **completely free** to members.

Resources include Health Insurance Portability and Accountability Act (HIPAA) privacy and security manuals; Red Flags Rule information; podiatric practice survey results; marketing tools such as a slide databank and APMA's quarterly newsletter, *Footprints*; and so much more at www.apma.org.

Ohio Podiatrists Stand Up to Diabetes with Two Foot Care PSAs

To promote Ohio Podiatrists, OPMA will be airing two public service announcements (PSA) aimed at Diabetes Foot Awareness Month. The PSAs will be aired on Q-FM 96; The Hawk FM 95.5 and Wink FM 107.1. The PSAs inform the public about the importance of foot exams for diabetic patients during doctor visits, including the benefits of diabetic foot health. The subject of Diabetes awareness along with foot health is undertaken annually by APMA.

Practical Nuts & Bolts Questions

Q: *Can a podiatrist administer flu shots?*

A: No, according to the State Medical Board it is not within the scope of podiatry to administer flu shots. The flu is a systemic condition. A podiatrist may not treat a systemic condition.

Q: *We suspect that a few prescription pads were stolen from our office as two local pharmacies called us regarding suspicious scripts for drugs. What should we do?*

A: According to the State Board of Pharmacy, you should call the local police or sheriff and file a report concerning this matter. Even if you are uncertain that the prescription pads were stolen, if a written script appeared at the pharmacy and was forged, this constitutes a crime. Tamper proof pads are not reproducible but can be forged, so if someone other than the physician signed the script, a crime was committed and should be reported to the local authorities.

EXHIBITOR SPOTLIGHT

Stable Step, Inc.



STABLE STEP, INC., through its founder and OPMA member, Les Appel, DPM, has filled in

the gaps between Dr. Scholl insoles, which may not offer enough support or pain relief, and custom orthotics, which may not be affordable or convenient for some.

Experience Counts

Les realized from years of analyzing thousands of cases for custom orthotics that a prefabricated orthotic could relieve most of the general public's heel and arch pain. Subsequently, in 1992, *Powerstep*® products were developed and sold with great success.

Creating a Slogan

The catch phrase "The Podiatrist's Prescription for Pain Relief" is placed on each product label and capitalizes on Les's training and expertise. The orthotic products have flexible polypropylene plastic shells for comfort, but are firm enough to support and relieve pain.

Customer Satisfaction

Stable Step is proud of its exceptional customer ser-

vice, standing behind its products with a 100% guarantee. The top three sellers to medical professionals are the *Powerstep* ProTech Full Length, the *Powerstep* ProTech ¾ and the *Powerstep* ProTech Classic Plus.

Fulfilling a Need

Overall benefits to *Powerstep* orthotics are:

- affordable to the uninjured;
- first-line therapy for mild conditions;
- immediate relief while waiting for custom orthotics;
- an extra device for a second pair of shoes;
- as routine therapy to maintain spinal adjustments by balancing and supporting the feet;
- as a diagnostic for plantar fasciitis with MRIs on non-responders to check for rupture; and
- can be combined with custom orthotics for a higher case fee for patients who may need an extra pair.

Paying it Forward

The company also supports student podiatrists by contributing part of its proceeds from the sale of the ProTech Custom Post to the AAPPm student group activities.

For more information, contact Les Appel, DPM at lapel@powersteps.com or 888-237-3668. OPMA is extremely proud to have such an innovative entrepreneur as an OPMA member.

Tamper-Proof Prescription Pads for Medicaid You Need 'Em! We Got 'Em!



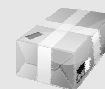
Go to www.opma.org



Click on **RX Pads** on the home page



Print form, complete and send to OPMA



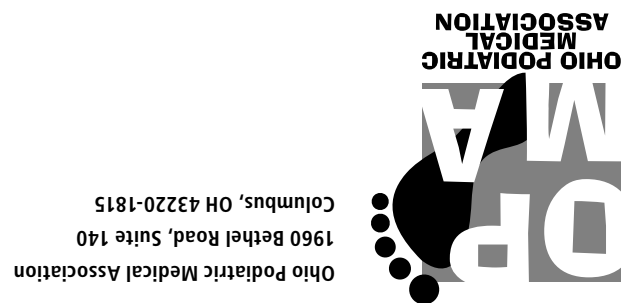
Receive your RX Pads in the mail!

OPMA GXMO Schedule for 2009 – 2010

October 9-11, 2009	OCPM – Independence, OH
January 15-17, 2010	Columbus State College
March 26-28, 2010	Columbus State College
June 4-5, 2010*	Hilton Columbus at Easton
August 27-29, 2010	Columbus State College

*DENOTES RE-CERTIFICATION ONLY CLASS

Got a question? See www.opma.org under GXMO or call 614.457.6269



Taking Care of Business



Since 1915

OPMA Membership Count and Delegate Count per Academy

Academy	Number of Members	Delegates for HOD
Central Academy	84	9
Eastern Academy	56	6
Midwest Academy	68	7
Midwest Academy	52	6
North Central Academy	37	4
Northeast Academy	119	12
Northwest Academy	52	6
Southern Academy	65	7
Total Delegates for the HOD to be nominated by Academies = 57		

- ☒ Dues payment to OPMA? *Check!*
- ☒ Donation to OPPAC? *Check!*
- ☒ Contribution to OPMA Legal Fund? *Check!*
- ☒ CHECK? *Check!*

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