

# MEDTRADE

## EXPO + CONFERENCE

**FOR IMMEDIATE RELEASE – Dec. 31, 2024**

### **Limited Seating Still Available For In-Depth Workshops At Medtrade**

DALLAS – In-dept workshops are a great way to maximize time at Medtrade via multi-hour learning experiences. If you're going to make the trip, make it worthwhile by starting the educational journey on day one. Limited seating is still available for the following workshops.

#### **DMEPOS Billing Basics**

**February 18, 2025 | 9:00 am – 12:00 pm**

*\$49; advance registration required*

This session is designed for: someone new to DMEPOS intake, billing and collections; an experienced individual in one of the three areas who wants to expand his/her knowledge in any of the other areas; or a veteran looking for a refresher in one or all three areas.

Attendees can prepare for interacting and engaging presentation with takeaways they can apply upon returning to their organization. Managers and owners are welcome to attend, or they can send their staff to be taught by our subject matter experts who have practical and real-life experience in performing and/or managing teams of individuals who perform these tasks on daily basis. The workshop will cover:

- Intake – Successfully navigating the complexities of intake. We will discuss documentation requirements, medical policies, prior authorization and re-authorization, ABNs etc.
- Billing – Review the different payment categories, modifiers, narrative, miscellaneous code, span date etc.
- Collections – How to monitor and maintain a healthy account receivable (AR), aging, denial management, appeal etc.

#### **An Introduction to the Certified Durable Medical Equipment Specialist (CDME)**

**February 18, 2025 | 9:00 am – 12:00 pm**

*\$60; advance registration required*

This session is designed to someone new to DMEPOS intake, billing and collections, an experience individual in one of the three areas who wants to expand their knowledge in any of the other areas or a veteran looking for a refresher in one or all three areas. Attendees can prepare for interacting and engaging presentation with takeaways they can apply upon returning to their organization. Managers and owners are welcome to attend, or they can send their staff to be taught by our subject matter experts who have practical and real-life experience in performing and/or managing teams of individuals who perform these tasks on daily basis. The workshop will cover the following:

- Intake – Successfully navigating the complexities of intake. We will discuss documentation requirements, medical policies, prior authorization and re-authorization, ABNs etc.
- Billing – Review the different payment categories, modifiers, narrative, miscellaneous code, span date etc.
- Collections – How to monitor and maintain a healthy account receivable (AR), aging, denial management, appeal etc.

**Power Wheelchair Technical Training**  
**February 18, 2025 | 8:00 am – 12:00 pm**

*\$49; advance registration required*

Technical arrangement

- Station 1 – Basic power wheelchair troubleshooting and electronics basics
  - Powerchairs that the student will take apart and troubleshoot the motors, batteries and power module.
  - Understanding how electronic circuits work in relation to series circuits.
  - Station 2 – Merits/Avid Equipment technical training
  - Product specific adjustments and repairs to Avid/Merits powerchair bases
  - Station 3 – Pride/Quantum Equipment technical training
  - Product specific adjustments and repairs to Pride/Quantum powerchair bases
  - Station 4 – Amylior Equipment technical training
  - Product specific adjustments and repairs to Amylior powerchair bases
- The Learning Objectives for this Technical Training
- How to troubleshoot Power wheelchair motors
  - How to measure the voltage on batteries in major powerchair models
  - How Lead Acids VRLA batteries are composed and charge/discharge
  - Manufacturer specific technical training on how to adjust seating systems
  - Programing outline for electronics on Avid/Merits products
  - Programing outline for electronics on Quantum/Pride products.
  - Programing outline for electronics on Amylior products.

**Team@Work Sales Bootcamp**

**February 18, 2025 | 9:00 am – 12:00 pm**

*\$60; advance registration required*

Every Sales Professional has the drive and desire to make it to peak performance in sales. The Team@Work Sales BootCamp provides the Sales Professional with a course to achieve their goal of reaching their highest possible level. Bootcamp for any recruit is a transformational time and period in their military career. Some would say that we have all experienced our own version of Bootcamp, or that life in general is a Bootcamp of sorts. The Team@Work Sales BootCamp will be a transformational time in the life and career of the sales professionals who enlist.

Copy/Paste for more information: <https://medtrade.com/conference-workshop-tours/>

**About Emerald**

Emerald's talented and experienced team grows our customers' businesses 365 days a year through connections, content, and commerce. We expand connections that drive new business opportunities, product discovery, and relationships with over 140 annual events, matchmaking, and lead-gen services. We create content to ensure that our customers are on the cutting edge of their industries and are continually developing their skills. And we power commerce through efficient year-round buying and selling. We do all this by seamlessly integrating in-person and digital platforms and channels. Emerald is immersed in the industries we serve and committed to supporting the communities in which we operate. As true partners, we create experiences that inspire, amaze, and deliver breakthrough results. For more information, please visit: [www.emerald.com](http://www.emerald.com)

**About Medtrade**

Medtrade is the largest home medical equipment trade event in North America, bringing together manufacturers, providers, and retailers from across the country and around the world. Established in 1979, the show gathers hundreds of HME related brands, thousands of attendees, and are highly regarded industry events. Medtrade is owned by Emerald, the largest operator of business-to-business trade shows in the United States. [www.medtrade.com](http://www.medtrade.com)

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