

Illinois State Ambulance Association

**“Getting Down to the Heart of the Matter”
ISAA joins in celebrating 50 years of CPR**

**September 22–24,
2010
Par-A-Dice Casino
East Peoria, Illinois**

*ITLS Refresher
ACLS Refresher
CPR Refresher
FTO Boot Camp
Supervisor Boot Camp*



*Steve Wirth Esq.
Of
Page, Wolfberg & Wirth*

**ISAA
P.O. BOX 464
CANTON, IL 61520**

**CE Credits
Available!**

**EMS Supervisor
“Boot Camp”**
See Inside for Details!

**PRESENTERS INCLUDE:
JOHN BECKNELL
DR. CHRIS NOLLETTE
STEPHEN R. WIRTH, ESQ.
DR. GEORGE HEVESY
GARY WINGROVE**





**ISAA 2010 Annual
Conference
SCHEDULE**

Wednesday, September 22, 2010

(ITLS Refresher 08:00-17:00)
(ACLS Refresher 08:00-17:00)
(FTO Boot-Camp 08:00-17:00)

08:00-08:30 Registration
08:30-10:00 Lecture/Practical
10:00-10:15 Break
10:15-12:00 Lecture/Practical
12:00-13:00 Lunch
13:00-14:30 Lecture/Practical
14:30-14:45 Break
14:45-16:00 Lecture/Practical
16:00-17:00 Testing

Thursday, September 23, 2010

(FTO Boot-Camp 08:00-17:00)
(Supervisor Boot-Camp 08:00-17:00)
(ISAA Conference Begins 08:00-16:30)

08:00-09:00 Registration
09:00-09:15 Welcome & Introduction
09:15-10:45 Key Note Speaker
10:45-11:00 Break
11:00-12:00 Admin/Operations Breakout
12:00-13:00 Lunch
13:00-14:00 Admin/Operations Breakout
14:00-15:00 Admin/Operations Breakout
15:00-15:15 Break
15:15-16:30 Admin/Operations Breakout
17:00-19:00 ISAA Vendor Reception
19:00-???? ISAA Membership Appreciation

09:00-09:15 Welcome and Introduction
What is ISAA? How can we Improve?
Presented By: Benjamin Brewer, BS, EMT-P

09:15-10:45 **Key Note Speaker**
"History of EMS"
Presented By: John Becknell

11:00-12:00 **Operations Track**
"Pediatric Emergencies"
Presented By: Dr. George Hevesy, MD, FACEP

11:00-12:00 **Administrative Track**
"Medicare Billing Update for Ambulance Services"
Presented By: Steve Wirth Esq.

12:00-13:00 Lunch Provided by ISAA

13:00-14:00 **Operations Track**
"CPR versus CCR"
Presented By: Dr. Cheryl Colbenson, Medical Director

13:00-14:00 **Administrative Track**
"Organizing Your Billing Operation from A-Z: Dealing with Claims, Credit, and Collections"
Presented By: Steve Wirth Esq.

14:00-15:00 **Operations Track**
"Trauma in EMS"
Presented By: Sarah Jackson, RN, BSN, CFRN

14:00-15:00 **Administrative Track**
"Ambulance Compliance and False Claims Update"
Presented By: Steve Wirth Esq.

15:00-15:15 Break

15:15-16:30 **Operations Track**
"To Be Announced"
Presented By: Joe Degitz, RN, MSN

15:15-16:30 **Administrative Track**
"You Don't Need an Ambulance; You Can Go By Wheelchair/Stretcher Van!"
Presented By: Steve Wirth Esq.



**FOR INFORMATION, CALL
VICKIE @ 618-529-5158 OR BEN @ 309-224-7146**

Friday, September 24, 2010

(Supervisor Boot-Camp 09:00-17:00)
(ISAA Conference 0900-12:30)
(ISAA Annual Meeting 12:30-13:30)
(CPR Refresher 13:00-16:00)

09:00-09:15 Welcome
09:15-10:15 Admin/Operations Breakout
10:15-10:30 Break
10:30-11:30 Admin/Operations Breakout
11:30-12:30 Operations Breakout Only
12:30-13:30 ISAA Annual Meeting
(Lunch at Noon for the Supervisor Boot-Camp)

09:00-09:15 Welcome
ISAA Membership Board Introduction
Presented By: Benjamin Brewer, BS, EMT-P

09:15-10:15 **Operations Track**
“Trauma Case Studies”
Presented By: Connie Mattera, MS,RN,TNS,EMT-P

09:15-10:15 **Administrative Track**
“Legislative Update”
Presented By: Bruce Kinnett

10:15-10:30 Break

10:30-11:30 **Operations Track**
“ALS Assessment: Tips to Assist You in Managing Complex Cases”
Presented By: Connie Mattera, MS,RN,TNS,EMT-P

10:30-11:30 **Administrative Track**
“Twilight Zone: Sleep Deprivation in EMS”
Presented By: Dr. Chris Nollette

11:30-12:30 **Operations Track**
“Obesity: No Laughing Matter”
Presented By: Dr. Chris Nollette

12:30-13:30 **ISAA Annual Meeting**
Everyone is welcome to attend!!!

13:00-16:00 **CPR Refresher**
In Honor of 50 years of CPR

Illinois State Ambulance Association is proud to announce the
*“Best Dressed,
Ambulance Competition”*

Any ambulance/fire company is welcome to bring their “flashy” rig. On Thursday September 23, 2010 inspectors from the Illinois Department of Public Health and Peoria Area EMS, will inspect the rigs. The inspectors will be judging upon the following criteria:

1. Cleanest provider compartment
2. Sterile patient compartment
3. Outside graphics
4. Best steering wheel cover



To register for this competition, please email ISAA’s Executive Director. bbrewer@illinoisambulance.org

Awards will be presented by a special guest from Springfield.



Page, Wolfberg & Wirth, LLC
Steve Wirth Esq.

Medicare Billing Update for Ambulance Services

The Centers for Medicare and Medicaid Services (CMS) published a Proposed Rule that could have a big impact on your bottom line. If the Proposed Rule is implemented without modification, ambulance services will almost certainly see a decrease in Medicare reimbursement in the coming years. Find out the details at the Illinois State Ambulance Assoc annual conference with Steve Wirth of PWW.

Organizing Your Billing Operation from A to Z: Dealing with Claims, Credit, and Collections!

Many EMS organizations can improve their bottom line significantly with a well organized and finely tuned billing office operation. Whether you do your billing in house or contract it out to a third party billing service, you need to understand the full process of accounts receivable management to maximize cash flow for your organization. In this presentation, you will get the practical information you need to properly organize your own operation, or to oversee the functions you contract out. What are the steps that must be taken the day the claim hits the billing office? What is considered a “reasonable collection effort?” What are the steps that must be included in every follow up process for every unpaid claim? What wording do you need for an effective billing authorization form? When should you turn an unpaid claim over to collections? Answers to these and many other top billing office questions will be covered in this dynamic presentation that will give you tangible tips to increase your cash flow.

Ambulance Compliance and False Claims Update

The federal government has amassed \$4.21 billion in fines, settlements, and restitution payment from its health care investigations in the last three fiscal years---well over the \$3.29 billion it collected in the prior ten years combined! Between 1996 and 2003, Congress has more than tripled the budget for Medicare and Medicaid fraud enforcement at the OIG. Should you be concerned? Absolutely! Understanding the new theories and draconian penalties under the FCA makes this a “must attend” reimbursement session. This session will explore the latest developments under the FCA, as well as the latest information regarding OIG guidance and enforcement actions in areas such as the waiver of copayments, discounting, compensation arrangements, public-private partnerships and more. Specific steps on what to do now to minimize your risk of a false claims act case and other compliance problems will be provided.

You Don't Need an Ambulance; You Can Go By Wheelchair/Stretcher Van!

Having trouble making that all important medical necessity determination to select the right mode of patient transport? This seminar will focus on “getting the right patient in the right vehicle” in the full range of non-emergency transport situations. Medical necessity issues for the three primary modes of medical transportation: ambulance, ambulette, and wheelchair van will be explored. Case workshops will be presented in how to properly assess the level of service your patient needs and most importantly---how to effectively document the patient's condition. The unique problems in transporting repetitive patients will be covered. We don't talk about emergency calls in this session, but instead focus on the core of your business that can make or break you!

ILLINOIS STATE AMBULANCE ASSOCIATION
Active Membership Application

Active Members are defined as any entity or authority meeting the standards prescribed by the Board of Directors engaged in the business of providing ground ambulance services including: 1)Private, 2)Volunteer, 3) Fire Service, or 4)Governmental/Municipal ambulance services or companies.

In order to be considered for membership or retain membership in good standing, no person or organization can be found to have violated any of the provisions listed below:

- Willful violation, resulting in a conviction of any federal, state or local laws, including fraud, larceny, bribery or other egregious felonies, that would have an adverse effect on the ambulance industry
- Falsification of any information submitted to the Corporation
- Failure to meet any financial obligation justly due the Corporation
- Willful acts to discredit the Corporation
- Representing the Corporation or expressing an opinion in the name of the Corporation without official authority
- Theft or misappropriation of any property or any act to defraud the Corporation
- Engaging in any activity which may conflict with the interests, goals, and objectives of the Corporation
- Employee recruitment at any Corporation sponsored function
- Any inappropriate use of Corporation materials, resources, and information
- Knowingly engaging in illegal self-referral patterns. Illegal is meant to be any violation of the federal anti-kickback statutes.

Levels of Active membership are as follows:

[] Small Provider - \$350 Annually - (Transport volume of fewer than 1000 patients annually)

[] Large Provider - \$700 Annually - (Transport volume of 1001 or more patients annually)

PLEASE TYPE OR PRINT AND ANSWER ALL QUESTIONS COMPLETELY

Company

Name _____

Street Address _____ City _____

State _____ Zip _____ County _____

Mailing Ad-
dress _____

Phone (_____) _____ Fax (_____) _____

Contact Person: _____ E-
Mail: _____

Signature: _____ Title: _____

Date: ____/____/____

URL: _____

**Please send a completed application along with a check or money order to:
Illinois State Ambulance Association, Post Office Box 464, Canton IL 61520**



The Illinois State Ambulance Association and the Center for Leadership, Innovation and Research in EMS Proudly Present

The EMS Leadership Academy and the FTO Program Workshop

FTO Program Workshop (Wednesday and Thursday, September 22 and 23, 2010)

This 2 day workshop was designed by and is led by Chief Skip Kirkwood of the Wake County Department of Emergency Medical Services in Raleigh, North Carolina. The workshop will introduce the prospective FTO or FTO program manager to the key concepts of the Field Training and Evaluation Program (FTEP - often known as the "Kaminsky Model" or the "San Jose Model"). FTEP has its roots in the law enforcement community (it is the de facto national standard for police field training) and has been adapted over a 15-year period for use by EMS agencies. Participants will learn about the three key components of FTEP (standardized evaluation guidelines, daily observation reports, and the phase guide/field training manual). Historical and contemporary case law will be presented, so that you can learn to operate an FTEP that is both effective and litigation-resistant.

EMS Leadership Academy/Supervisor Boot Camp (Thursday and Friday, September 23 and 24, 2010)

This 2 day workshop was designed by and is led by Chief Aaron Reinert of Lakes Region EMS in North Branch, Minnesota. This program is the first of four levels of training designed to provide leadership tools to the prospective or new EMS leader. The class is highly interactive and includes significant small group activity. Participants will learn strategies for recruitment and retention, to develop effective teams, manage finances, conduct coaching sessions, use data to the organization's advantage, and many others.



Illinois State Ambulance Association's "Best Dressed Ambulance" Competition

Bring your "flashy" rig to the 2010 ISAA conference to be judged by inspectors from IDPH and Peoria Area EMS. Awards will be presented by a special guest from Springfield. The judges will be evaluating the following criteria:

~Cleanest provider compartment ~ sterile patient compartment ~outside graphics ~ steering wheel cover

To register for this competition, please email ISAA's Executive Director at bbrewer@illinoisambulance.org

Speaker Bios

John Becknell has been involved in EMS for 35 years and has worked in EMS as a paramedic, educator, manager, systems developer and consultant. John is an accomplished consultant, facilitator, interviewer, teacher and researcher. He is the founding publisher of *Best Practices in Emergency Services* and the former Editor-in-Chief of *The Journal of Emergency Medical Services (JEMS)*. He serves on numerous national projects and provided the conceptual design for the National EMS Workforce Agenda for the Future (2009). John has been involved in EMS system development in North America, the Middle East, and Central America. He is the author of two EMS books and has published in numerous journals and trade magazines on emergency services administration, management, and workforce. Currently John is pursuing a doctorate in psychology with a focus on community and organizational psychology.

Joe Degitz is an Assistant Professor of Nursing at Bradley University in Peoria Illinois. Professor Degitz began his career in healthcare as a volunteer EMT-A with the Astoria Rescue Squad. From 2005 to 2008 he served as the EMS System Manager for the Peoria Area EMS System. He graduated from St. John's Hospital School of Nursing. He has both a bachelor and masters degree in nursing from Bradley University. Professor Degitz is certified in critical care by the American Association of Critical-Care Nurses.

Skip Kirkwood is a long-time paramedic, attorney, EMS educator, consultant, and executive. He currently serves as the Chief of the Wake County (NC) EMS Division in Raleigh, North Carolina. He is the President-Elect of the National EMS Management Association and a member of the Commission on Professional Credentialing of the Centers for Public Safety Excellence. Skip holds an M.S. in Health Services Administration from Central Michigan University, a Juris Doctorate from Rutgers University, the Executive Fire Officer certificate from the U. S. Fire Administration, and was one of the first six to be awarded the Chief Medical Officer certificate by the Commission on Professional Credentialing.

Connie J. Mattera, M.S., R.N., TNS, EMT-P

EMS Administrative Director, Northwest Community EMS System, Trauma Nurse Specialist Course Coordinator, Northwest Community Hospital. Connie has devoted her career to EMS and emergency nursing and has a passion for teaching. While being Katie and Trevor's grandma is her greatest accomplishment, she professionally provides administrative and educational leadership for the Northwest Community EMS System in Arlington Heights, IL. She is chair of the Illinois EMS Education Committee, serves on the Gov. EMS Advisory Council, and is a member of the Editorial Board for the Journal of Emergency Medical Services. Her greatest joy is sharing practical ways to promote excellence in patient assessment and care delivered by all levels of emergency healthcare personnel.

Dr. Chris Nollette, NREMT-P, LP is a charter member and the current president of the National Association of EMS Educators (NAEMSE) and has served on many leadership positions with American Heart Association (AHA), Committee on Accreditation of Educational Programs for the EMS Professions (CoAEMSP) and other professional partners to raise EMS education. He has a unique passion for his work and has endeavored to make education fun and challenging while inciting great conversations about the possibilities that lay before our profession – in and out of the classroom.

Steve Wirth Esq is a founding partner of Page, Wolfberg & Wirth. Steve has 30 years of experience as an EMT, paramedic, flight paramedic, EMS Instructor, fire officer, and EMS Administrator. He is currently one of the three members of the Commission on Accreditation of Ambulance Services (CAAS), the national ambulance service accrediting body. Steve graduated from Duquesne University School of Law.

George Zoltan Hevesy, M.D., F.A.C.E.P.

Mr. Hevesy is currently the Director of Emergency Medical Services and the Chairman of the Department of Emergency Medicine at OSF Saint Francis Medical Center in Peoria, Illinois. He is also the OSF Life Flight director.

SIGN ME UP!

Company Name

Company Address

City

State

Zip

Phone

Fax

E-mail

Participant Name, Certification, and Administrative , Operations, ACLS, ITLS, or FTO/Supervisor Bootcamp

Participant Name, Certification, and Administrative , Operations, ACLS, ITLS, or FTO/Supervisor Bootcamp

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Operations Track \$75.00, Administrator \$100.00 , ACLS/ITLS \$200.00, Volunteer Rate \$25.00

FTO/Supervisor Boot-camp \$150.00 (Limited seating available) TOTAL AMOUNT _____

Please make checks payable to the Illinois State Ambulance Association and return by September 10, 2010

ISAA Annual Conference

ACCOMODATIONS

Hotel reservations for this year's conference can be made by contacting the Par-A-Dice at 309-699-7711 or toll free at 1-800-PAR-A-DICE. Reserve before September 4th to receive the ISAA group rate of \$91.00/night! Group code is 0922ISA. The Par-A-Dice Hotel features 202 rooms and suites and is the perfect retreat for a relaxing getaway or business meeting. It has been voted one of the Midwest's finest hotels, and all rooms include upscale amenities. The hotel is steps away from hot casino action and free shuttle service is available rain or shine.

<http://www.paradicecasino.com/>

JOIN US THURSDAY NIGHT AT THE PAR-A-DICE

FOURTH ANNUAL EMS PARTY

VENDOR SPONSORED FOOD AND DRINKS START AT 17:00
WITH THE ENTERTAINMENT STARTING AT 19:00 PM.

**Come and see for yourself what everyone's been
talking about for the last year!**