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**From:** Home Care Association of Colorado <hcac@assnoffice.com>  
**Subject:** HCAC Management Report: HCAC Opposes Ruling On Infrared Therapy Devices  
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August 24, 2006

# Home Care Association of Colorado

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**New updates added weekly to [www.hcaonline.org](http://www.hcaonline.org)! Check it out!**

## HCAC Asks CMS to Overturn Ruling on Infrared Therapy Devices

HCAC recently sent a letter to CMS detailing why a potentially harmful ruling on Infrared Therapy Devices (ITD's) should be overturned. HCAC members are encouraged to comment before the Aug. 25 deadline. You can e-mail comments to [caginquires@cms.hhs.gov](mailto:caginquires@cms.hhs.gov). Be sure to type 'NCA for Infrared Therapy Devices (CAG- 00291N)' in the subject line of the e-mail.

Click [here](#) for background on this important issue.

The HCAC letter requests that CMS reconsider the current opinion to render a Medicare Non-Coverage Determination for ITD's (Anodyne) as an effective treatment.

"Patients treated in the home care environment for functional limitations associated with peripheral neuropathy will lose initial gains without access to the ITD system in the home or re-treatment on an outpatient basis," the letter reads.

[Click Here to Read the Entire Letter](#)

## Stay One Step Ahead of the HHABN Deadline!

The Sept. 1 deadline for the new HHABN is only days away. How are you going to bring your staff up to date on these changes?

## Quick Links...

- [HCAC Leaders Identify Priority Issues at Planning Session](#)
- [HCAC Launches New Benefit for Members Only! \(PDF\)](#)
- [Governor Owens Signs Telemedicine Bills](#)
- [Check Out HCAC's Jobs and Services Store](#)
- [Visit Our 24/7 Virtual Trade Show](#)
- [Subscribe to the Home Care Automation Report](#)
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**Join our mailing list!**

 

HCAC has partnered with the Home Care Information Network to produce a two-part informative seminar on these revisions to help keep your agency ahead of the curve.

There are two seminar modules: a 90-minute session for agency administrators focusing on implementation, and a one-hour session aimed at field clinicians who will be completing the required forms. The clinician's module also includes a Quick Reference Guide and "cheat sheet" addressing the most frequent situations your staff will encounter.

The administrator's module is available to you at no charge. By clicking [here](#) you will be taken to a web page where you can register to view this module on-line, over the Internet, at no cost, and with no obligation to purchase the seminar package.

As a member of HCAC, if you do wish to purchase the seminar package, you will receive special pricing.

[Click Here For More Details!](#)

## **[Sign Up Today for One-Day Coding Workshop!](#)**

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Time is running out to sign up for **Lisa Selman-Holman's** one-day continuing education hands-on workshop, "Deciphering the Code: Competency in Home Care Coding."

The workshop, which is scheduled for Thursday, Sept. 7 at the Arvada Center, will help you and your agency:

- Identify the relationship between assessment, coding and the Plan of Care and the prospective payment system.
- Utilize the coding manual to find codes related to home health scenarios
- Explain the sequencing of codes in patient scenarios
- Use the coding manual to code common home care diagnoses
- Explain how to correctly use V codes and E codes
- Identify documentation requirements for substantiating diagnosis codes
- Analyze patient scenarios and code them correctly

Registrations postmarked on or before Thursday, Aug. 31 are eligible for the early registration discount fee. Sign up today!

[Click Here for Details and to Register!](#)

## Topic of Next Lunch & Learn Audio Conference: Home Care Marketing

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Successful businesses are defined by their strategy. If you're like most home care agency owners and directors, you know that competition is fierce and that a "cookie-cutter" approach to marketing just won't cut it.

**Heather Rooney**, president of H2 Marketing in Seattle, Wash., will show you how just a few hours of dedicated strategy time could result in a significant reduction in marketing expenditures while preparing your business to take a quantum leap forward.

This two-part lunch & learn audio-conference will help you learn the fundamentals of Vision-Driven Marketing, the importance of strategy and seven simple steps to marketing success!

[Click Here for Details and to Register!](#)

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