

Innovation and Outcomes Conference

sponsored by Invacare

DME PROVIDER AGENDA

Please plan to arrive no later than 7:45 am

DME Provider Agenda - Day One

TIME	SUBJECT	PRESENTER
7:30-8:15am	Registration	
8:15-8:30am	Introduction	Mike Irvine
8:30-9:00am	Respiratory Product Overview	Mike Irvine
9:00-10:00am	Patient Outcomes: The Key to Success and Survival	Bob Messenger
10:00-10:15am	Break	
10:15-11:00am	TSS Product Demo/Reimbursement	Regional Specialist
11:00-11:45am	Legislative Update	Cara Bachenheimer
11:45-12:30pm	Business Growth Through Outcomes	Jeff Bagshaw/Rufus Walston
12:30-1:45pm	Lunch and Networking Forum	Jeff Bagshaw/Rufus Walston
1:45-3:00pm	Sales Training and Engage Model	Jeff Bagshaw/Rufus Walston
3:00-3:15pm	Break	
3:15-5:00pm	Direct to Referral Source Sales Training	Jeff Bagshaw/Rufus Walston

DME Provider Agenda - Day Two

TIME	SUBJECT	PRESENTER
8:00-9:30am	Product Features and Benefits	Jeff Bagshaw/Rufus Walston
9:30-9:45am	Break	
9:45-11:00am	Product Positioning	Jeff Bagshaw/Rufus Walston
11:00-11:15am	Break	
11:15-12:00pm	Clinical Reprint Support	Jeff Bagshaw/Rufus Walston
12:00-12:45pm	Lunch	
12:45-2:30pm	Closing the Sale	Jeff Bagshaw/Rufus Walston
2:30-2:45pm	Break	
2:45-3:30pm	Role Plays	Jeff Bagshaw/Rufus Walston



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MEDICAL SPECIALIST AGENDA

Please plan to arrive no later than 7:45 am

Respiratory Specialist Agenda - Day One

TIME	SUBJECT	PRESENTER
7:30-8:15am	Registration	
8:15-8:30am	Introduction	Mike Irvine
8:30-9:00am	Respiratory Product Overview	Mike Irvine
9:00-10:00am	Patient Outcomes: The Key to Success and Survival	Bob Messenger
10:00-10:15am	Break	
10:15-11:15am	Cost Effective COPD Management: Why, What, How	Bob Messenger
11:15-12:15pm	Home Oxygen Therapy to Reduce CHF Readmissions	Bob Messenger
12:30-1:45pm	Lunch and Networking Forum	Jeff Bagshaw/Rufus Walston

Wound Care Specialist Agenda - Day One

TIME	SUBJECT	PRESENTER
12:00-12:30pm	Registration	
12:30-1:45pm	Lunch and Networking Forum	Jeff Bagshaw/Rufus Walston
1:45-2:45pm	Pressure Ulcers: Standards of Practice in Assessment and Documentation	Kim Saunders
3:00-3:15pm	Break	
3:15-4:15pm	Pressure Ulcers: Standards of Practice in Prevention and Treatment Interventions	Kim Saunders
4:15-5:00pm	TSS Product Demo	Regional Specialist

