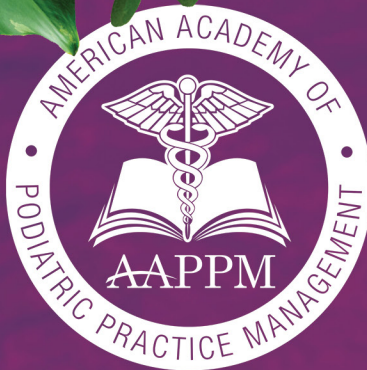




ANNUAL CONFERENCE NOVEMBER 6-8, 2025

LAGO MAR BEACH RESORT | FORT LAUDERDALE



ANNUAL CONFERENCE NOVEMBER 6-8, 2025

LAGO MAR BEACH RESORT | FORT LAUDERDALE

GENERAL INFORMATION

We are excited to announce AAPPM's return to Lago Mar Beach Resort in sunny Fort Lauderdale, Florida, for your next opportunity to attend and elevate your practice. We have an exciting lineup of lectures and interactive sessions planned for you and your staff. Register TODAY and take advantage of the early registration rate.

Registration

The registration fee includes all educational sessions as well as meals and refreshment breaks (excluding dinner) throughout the conference. [Click here to register online.](#)

Rates

Member rates based on individual AAPPM membership status.

On/Before October 16, 2025

DPM Member	\$799
DPM Non-Member	\$1,199
DPM Member (in practice 4 years or less).....	\$423
DPM Non-Member (in practice 4 years or less).....	\$623
AAPPM Life Member	\$399
Executive Manager Member	\$379
Executive Manager Non-Member	\$549
Medical Assistant/Staff Member.....	\$379
Medical Assistant/Staff Non-Member	\$549
Resident/Student.....	\$199

After October 16, 2025

DPM Member	\$899
DPM Non-Member	\$1,299
DPM Member (in practice 4 years or less).....	\$473
DPM Non-Member (in practice 4 years or less).....	\$673
AAPPM Life Member	\$449
Executive Manager Member	\$429
Executive Manager Non-Member	\$599
Medical Assistant/Staff Member.....	\$429
Medical Assistant/Staff Non-Member	\$599
Resident/Student.....	\$199

Purpose

The purpose of this conference is to provide information and education on the most up-to-date practice management procedures for your practice.

Intended Audience

This conference will be of interest to podiatric physicians, executive managers, and medical assistants.

Privacy and Confidentiality Policy

American Academy of Podiatric Practice Management's (AAPPM) Policy on Privacy and Confidentiality dictates the Association's handling of a learner's personal information. This policy is enforced in all areas of the Academy's business, including online communications, offline communications, direct marketing, and event registration.

AAPPM maintains a comprehensive database of information on its learners in accordance with the general needs and expectations of the organization and its learners. This information is intended exclusively for purposes related to official Academy business and to facilitate interaction between the Academy and its learners. Directory information in the database may include home or work addresses, telephone numbers, fax numbers, e-mail addresses, and activity registrations/online purchases.

AAPPM will use personal information to fulfill registrations for events, orders for materials and services made online, and other requested services. For educational meetings (CME activities), AAPPM may share a list of registered attendees with the registered sponsors for that event.

Consent To Use Photographic Images

Registration and attendance or participation in the AAPPM Annual Conference constitutes an agreement providing permission for the use of the registrant's image or voice in photographs or recordings at the event without compensation. AAPPM can use the images for promotions in any and all media. AAPPM or its successors are exempt from any liability for the use of photographic images. You may revoke this authorization at any time by notifying AAPPM at office@aappm.org.

SPECIAL DISCOUNTS

Register 3 or more attendees to receive a discount!

3-5 attendees 10% off
5-7 attendees 15% off
8-9 attendees 20% off



GENERAL INFORMATION

Continuing Education

American Academy of Podiatric Practice Management (AAPP) is approved by the Council on Podiatric Medical Education (CPME) as a provider of continuing education in Podiatric Medicine. This program has qualified for a maximum of 13.0 continuing education contact hours, pending CPME approval. No commercial interest provided financial support for this continuing education activity.

AAPP will also be offering PMAC CME credits. The Commission on Accreditation of Podiatric Assisting Certification has approved this program for a maximum of 10.0 PMAC continuing education hours.

Location & Accommodations

Lago Mar Beach Resort is located at 1700 South Ocean Lane, Fort Lauderdale, FL 33316. Lago Mar is offering conference guests a special rate of \$255 for their executive suite rooms, single or double occupancy. This rate is available until October 10 or until sold out, whichever occurs first. To make reservations, call 1-855-829-2923 and reference AAPP, or reserve online at www.aappm.org using the special booking link. Please be aware that rooms are limited so reserve yours early!

Attire

The suggested dress for all events is business or business casual.

Educational Objectives

After the final program, attendees will:

- UNDERSTAND how to identify lymphedema and provide appropriate treatment. Attendees will also understand the new Medicare guidelines related to lymphedema.
- BETTER UNDERSTAND the clinical needs and applications for lower extremity compression garments and the impact these products can have on improving patient care.
- UNDERSTAND the important role of dermatological testing and procedures in diagnosing and treating the most common foot and ankle dermatological conditions more effectively.
- IMPROVE their knowledge of how to effectively perform a biomechanical examination, prescribe custom orthotics and AFOs and improve patient acceptance and compliance.
- IMPROVE their ability to assess which treatment options are best suited for wounds commonly seen by podiatrists; and increase understanding of the proper application of various wound care products, the importance of using wound care protocols, and how dispensing wound care products can improve patient care and compliance.
- LEARN how to identify patients at risk for falling and the podiatrists' role in fall prevention.
- HOW TO document and code office visits and procedures in compliance with CMS guidelines
- UNDERSTAND the critical role that developing and implementing clinical treatment protocols plays in enhancing patient care and compliance
- UNDERSTAND the unique considerations and challenges to treating the pediatric patient.
- LEARN the legal and compliance considerations for treating a patient, documentation, and submission to third party payers and Medicare



SCHEDULE-AT-A-GLANCE

Thursday, November 6, 2025

7:15am – 5:00pm

Registration

7:15am - 8:00am

Breakfast & Visit Exhibits

8:00am – 12:00pm

CME Sign In #1

8:00am – 12:00pm

- **Surgery | 3.0 CECH**

see page 6 for session descriptions

- **Marketing Plan Workshop**

see page 7 for session descriptions

10:00am – 10:30am

Break & Visit Exhibits

12:00pm – 1:00pm

Lunch & Visit Exhibits

1:00pm – 5:00pm

CME Sign In #2

1:00pm – 5:00pm

- **Wound Care | 3.5 CECH**

see page 8 for session descriptions

- **Fortify Your Footprint: Building a Margin-Proof Podiatry Practice**

see page 9 for session descriptions

3:00pm – 3:30pm

Break & Visit Exhibits

5:00pm – 6:00pm

Wine, Cheese & Hospitality Reception*Sponsored by Top Practices*

8:00pm

Hospitality Suite*Sponsored by Softwave*

Friday, November 7, 2025

6:45am – 7:45am

Walk With A Doc *Sponsored by OrthoFeet*

7:30am – 4:30pm

Registration

8:00am – 12:00pm

CME Sign In #1

8:00am – 10:00am

Breakfast and Learn Discussions *see page 10 for more information*

10:00am – 10:30am

Break & Visit Exhibits

10:30am – 12:00pm

- **The Podiatrist Entrepreneur: Building Success Beyond the Clinic**

see page 10 for session descriptions

- **Executive Manager Track**

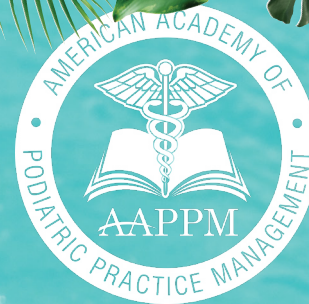
see page 11 for session descriptions

- **Medical Assistant Track | 1.5 PMAC**

see page 12 for session descriptions

12:00pm – 1:00pm

Lunch & Visit Exhibits



SCHEDULE-AT-A-GLANCE

1:00pm – 4:30pm
CME Sign In #2

1:00pm – 4:30pm

- **Executive Manager Track** 
see page 11 for session descriptions
- **Medical Assistant Track | 3.0 PMAC** 
see page 12 for session descriptions

1:00pm – 5:30pm
General Session | 2.0 CECH 
see page 13 for session descriptions

2:30pm – 3:00pm
Break & Visit Exhibits

5:00pm – 7:00pm
AAPPM Board Meeting

5:00pm – 7:00pm
Reception
Sponsored by AimX Podiatry

8:00pm
Hospitality Suite
Sponsored by Softwave

Saturday, November 8, 2025

7:30am – 3:00pm
Registration

7:30am – 8:00am
Breakfast & Visit Exhibits

8:00am – 12:00pm
CME Sign In #1

- 8:00am – 12:00pm
- **Coding & Compliance | 2.5 CECH**  
see page 14 for session descriptions
 - **New Practitioners Track: “NextGen” Podiatry – Innovating Your Private Practice for a Digital Future | 1.0 CECH** 
see page 15 for session descriptions
 - **Medical Assistant Track | 3.5 PMAC** 
see page 16 for session descriptions

10:00am – 10:30am
Break & Visit Exhibits

12:00pm – 1:00pm
Lunch & Visit Exhibits

1:00pm – 3:00pm
CME Sign In #2

1:00pm – 3:00pm
Medical Assistant Track | 2.0 PMAC 
see page 16 for session descriptions

1:00pm – 3:45pm
Coding & Compliance | 2.0 CECH  
see page 17 for session descriptions

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SURGERY **Thursday, November 6 | 8:00am – 12:00pm**

Featuring world renowned MIS Bunion Surgeon, Dr. Hartley Miltchin, aka the “Bunion King.” Participants will learn about the economics of being a successful surgeon regardless of whether you choose to use an outpatient facility or do in-office procedures. This track was designed to help doctors who have been trained to do surgery but just can’t figure where to do surgery and how to actually make a profit from doing it.

PICK A
TRACK

8:00am-9:00am

Surgery in an ASC | 1.0 CECH*Paul Steinke, DPM*

Correct coding for procedures done in an ASC is only one small component of how to include surgery. This presentation will talk about all the elements of maximizing surgeries in your practice from the OR to DME to cash pay add-ons to ownership in the ASC. If you do surgery in an outpatient setting this is a lecture you don’t want to miss.

9:00am-10:00am

The Economics Driving In-Office Surgery | 1.0 CECH*Sev Hrwynak, DPM*

The business of medicine is an ever changing environment. Come listen to the latest trends in what is happening in the world of health insurance, Medicare, hospitals, ASC’s and even the latest trends in how medicine is being practiced and by who. This is an eye opening discussion that comes with new changes every year. Knowing these changes will prepare you to thrive in private practice.

10:00am-10:30am

Break & Visit Exhibits

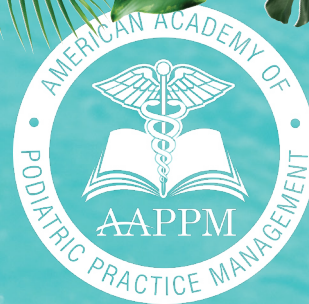
10:30am-11:30am

The MONA LISA Bunion Correction- REAL MIS Bunion Surgery | 0.5 CECH*Hartley Miltchin, DPM*

Dr. Hartley Miltchin, aka BunionKing has been performing the “real” MIS bunion surgery exclusively for over 43 years. During this presentation he will discuss what the “real” MIS bunion surgery is and how he has performed it successfully in his office. He has a wealth of practice management tips and tricks as well as marketing strategies that will help any doctor striving to thrive in today’s healthcare environment.

11:30am-12:00pm

Surgery Questions & Answers | 0.5 CECH*Sev Hrwynak, DPM, Hartley Miltchin, DPM, Paul Steinke, DPM*



MARKETING PLAN WORKSHOP

Thursday, November 6 | 8:00am – 12:00pm

Facilitator: Rem Jackson

Panelists: Rem Jackson, Peter Wishnie, DPM, Nathan Ivey, DPM, Andrew Schneider, DPM, Jessica Taveras

Using templates and guidance from a panel of experts, participants will create a marketing plan they can take home and implement in their practice. Learn to take your marketing to the next level and grow your practice.

8:00am-9:00am

How To Design a Marketing Plan Specifically for Your Practice

In this opening session, participants will work collaboratively to create a specific marketing plan for their practice and their specific interests. Online, offline, referral, and patient marketing strategies will be used to create a plan participants can take home and implement the following Monday.

9:00am-10:00am

Ideas and Tips to Build Your Practice

Join a panel of experts, from industry and practice podiatrists, for a roundtable of ideas and strategies they recommend to grow your practice.

10:00am-10:30am

Break & Visit Exhibits

10:30am-11:15am

Question and Answers- Nothing is Off the Table

This workshop continues with in-depth answers to all of your questions and concerns. Bring anything you need help understanding and get the answers you need.

11:15am-12:00pm

Improve Your Marketing Plan

In this final session participants will return to their marketing plan templates to refine and improve them with feedback for panelists and attendees.

ALL ATTENDEES

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ANNUAL CONFERENCE
NOVEMBER 6-8, 2025LAGO MAR BEACH RESORT | FORT LAUDERDALE
American Academy of Podiatric Practice ManagementWOUND CARE

Thursday, November 6 | 1:00pm – 5:00pm

1:00pm–1:45pm

Podiatric Wound Care in 2025 | 0.75 CECH*Natalie Domek, DPM*

In this lecture you will understand the following: the role podiatric physicians play in lower extremity wound care, basic practice management strategies for lower extremity wound care and the 2025 Medicare LCD changes for the use of Cellular Tissue Products.

1:45pm–2:15pm

Creating a Wound Care Center 1.0 | 0.5 CECH*Animesh Bhatia, DPM*

Learn the building blocks of creating a mini-wound clinic within your practice. This session will include strategies for a successful clinic that understands patient care, documentation requirements for standard of care, treatment plan, assessment, and is a center for podiatric excellence.

2:15pm–3:00pm

2025 PAD Update for the Podiatrist | 0.75 CECH*John Evans, DPM*

Discuss the present understanding of peripheral artery disease, its epidemiology, risk factors and accelerators, pathophysiology, presentation, and diagnosis. Review the new AHA/ACC PAD Guidelines with emphasis on the importance of Podiatry to the healthcare system. Provide insight into some of the recent research on PAD that Podiatrists need to know to help their patients with this disease.

3:00pm–3:30pm

Break & Visit Exhibits

3:30pm–4:15pm

Creating a Wound Care Center for Excellence 2.0 | 0.75 CECH*Ben Weaver, DPM*

Learn how to take your daily wound care and provide better patient care. Learn how to easily implement new devices into your current wound algorithm and how to use these devices to achieve faster wound closure.

4:15pm–5:00pm

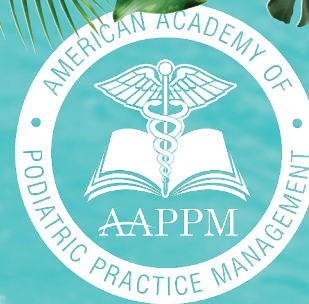
Managing Lymphedema and Venous Ulceration (CVI) in Podiatric Practice | 0.75 CECH*Jonathan Moore, DPM*

Differentiate between lymphedema and venous ulceration (CVI) by assessing key diagnostic indicators and selecting appropriate compression strategies.

Explain wound healing techniques and products that optimize ulcer treatment and compression therapy for both conditions.

Understand the Lymphedema Treatment Act and its impact on insurance coverage for compression therapy. Identify key practice management protocols to maximize patient outcomes and revenue, including proper coding, reimbursement strategies, and workflow efficiency.

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FORTIFY YOUR FOOTPRINT: BUILDING A MARGIN-PROOF PODIATRY PRACTICE

Thursday, November 6 | 1:00pm – 5:00pm

Panel: Melissa Lockwood, DPM, Peter Wishnie, DPM, Rem Jackson

In today's unpredictable economy, podiatric practitioners need to be resilient, adaptable, and financially savvy to withstand the pressures of inflation and recession. Join us for an in-depth, interactive session designed to equip podiatric private practices with the tools, strategies, and real-world insights needed to thrive, no matter the economic climate. Through practical guidance on tracking key financial metrics, optimizing cash flow, and enhancing patient retention, you'll learn how to identify profit leaks and uncover new revenue opportunities. Walk away with a customized, actionable plan to maintain your margins and secure your practice's future. Whether you're facing supply cost increases, fluctuating patient numbers, or staffing challenges, this workshop will empower you to "Fortify Your Footprint" and build a practice that stands strong in **any** economy!

1:00pm-1:15pm

Introduction

- **Overview of Inflation and Recession:** Briefly define inflation and recession, focusing on their impact on healthcare and small businesses.
- **Impact on Podiatric Practices:** Describe common challenges podiatric practices face during economic downturns (e.g., reduced patient spending, rising costs).

1:15pm-2:15pm

Reviewing Financial KPIs for Resilience

- **Essential Financial KPIs:** Revenue per Patient Visit, Patient Retention Rate/Lifetime value of a patient, Expense Ratio (costs vs. revenue), Days in Accounts Receivable, Profit Margin per Service Items.
- **Setting Benchmarks:** How to establish realistic benchmarks for your practice size and location.

2:15pm-3:00pm

Operational Strategies to Maintain Margins

- **Expense Control Measures:** Negotiating with suppliers and vendors, Prioritizing cost-effective treatment options without compromising patient care.
- **Revenue Optimization:** Reviewing service offerings and profitability, Enhancing high-demand services and considering service bundling (e.g., memberships).
- **Employee Productivity Metrics:** Practical metrics to measure productivity while maintaining team morale.

3:00pm-3:30pm

Break & Visit Exhibits

3:30pm-4:00pm

Cash Flow Management

- **Importance of Cash Flow in a Downturn:** How cash flow differs from profit and why it is critical.
- **Strategies for Steady Cash Flow:** Implementing a credit card on file policy, Offering subscription-based services for predictable revenue, Engaging in preventative billing practices

4:00pm-4:30pm

Patient Retention and Engagement

- **Patient Communication Strategies:** Transparent communication about costs and insurance policies, Patient education initiatives to build loyalty.
- **Value-Added Services:** Strategies to retain patients (e.g., VIP events, loyalty programs, str).

4:30pm-4:45pm

Real-World Case Studies and Data Points

- **Examples from Other Small Businesses:** Practical examples from healthcare and other industries.
- **Group Discussion:** Attendees share their own experiences and challenges, allowing peer-to-peer insights.

4:45pm-5:00pm

Creating a Recession-Proof Plan

- **Developing a Customized Resilience Plan:** Each participant outlines steps they will take to protect their practice.
- **Setting Short- and Long-Term Goals:** Prioritizing which changes to implement immediately vs. future goals.

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ANNUAL CONFERENCE NOVEMBER 6-8, 2025

LAGO MAR BEACH RESORT | FORT LAUDERDALE
American Academy of Podiatric Practice Management

BREAKFAST & LEARN DISCUSSIONS

Friday, November 7 | 8:00am – 10:00am

Roundtables provide the perfect opportunity to get all your questions answered and concerns addressed. Speakers, platinum-level corporate partners, and AAPPM leaders, will facilitate the group session, so you'll get

firsthand knowledge and insights. This is a unique opportunity to get the most out of your conference experience! Come with questions and concerns, leave with answers and solutions.

THE PODIATRIST ENTREPRENEUR: BUILDING SUCCESS BEYOND THE CLINIC

Friday, November 7 | 10:30am – 12:00pm

10:30am-11:00am

Entrepreneurial Mindset: Thinking Beyond the Foot

Rem Jackson

This opening session focuses on cultivating the entrepreneurial mindset that drives innovation and opportunity in podiatry. Learn how to identify gaps in the market, overcome self-doubt, and think creatively to expand your career possibilities.

11:00am-11:20am

Expanding In-Office Services: Building Revenue Streams Within Your Practice

Melissa Lockwood, DPM

Discover how to integrate ancillary and cash-based services to maximize your practice's profitability and patient satisfaction. From custom orthotics and laser treatments to aesthetic podiatry and regenerative medicine, this session provides insights into implementing value-added offerings effectively.

11:20am-11:40am

The Document That Decides Everything

Greg Hardy, CFP, AEP

What if you didn't have a choice and had to sell your business?

11:40am-12:00pm

Scaling Smart: Compliant Growth Through Acquisition and Investments in Ancillary Services

John Leardi, Esq.

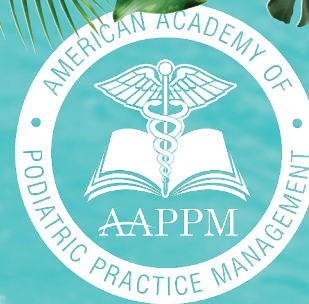
Explore strategies for expanding your practice's footprint and revenue streams through compliant investments in ancillary services and the acquisition of additional clinics or practices. This discussion will delve into operational models that support growth while maintaining regulatory compliance, offering practical insights for podiatrists aiming to scale their businesses effectively.

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EXECUTIVE MANAGER TRACK

Friday, November 7 | 10:30am – 12:00pm | 1:00pm – 4:30pm

10:30am-11:00am

Visionary Leadership in Modern Healthcare Organizations

Melissa Lockwood, DPM

Discuss the evolving role of executive leadership in healthcare and the connection to HR strategies. Discuss trends in healthcare leadership and innovation and relationship between leadership effectiveness and employee performance.

11:00am-12:00pm

How to Recruit, Hire, On-Board, and Train Generation Z

Rem Jackson

Believe it or not, Generation Z (people born between 1995-2009) constitute 27% of the labor force today! And in 10 years they plus generation alpha (those born between 2010 and 2024) will be 50% of the work force. Boomers will be completely out and only a memory in 10 years. That means it is essential that we understand Generation Z and learn how to lead and manage them in effective ways and not just complain about them. They, just like every generation since cave people are good, hardworking, ethical, people. They do, however, see the world differently because of the world in which they grew up. Join us for an in-depth look at this wonderful, challenging, and ESSENTIAL part of your practices team.

12:00pm-1:00pm

Lunch & Visit Exhibits

1:00pm-2:00pm

HR and Organizational Strategy: Building a Culture of Excellence

Tina Del Buono, PMAC & Peter Wishnie, DPM

Deep dive into the alignment between HR and organizational strategy, focusing on culture-building and HR's role in achieving business goals.

Understand: HR as a strategic partner: Aligning HR initiatives with organizational goals, Leadership's role in creating and sustaining organizational culture, Developing leadership pipelines and succession planning and Identifying HR gaps and alignment with company vision.

2:00pm-2:30pm

Legal and Ethical Considerations for HR Leaders

John Leardi, Esq.

Review important legal and ethical considerations related to human resources and leadership responsibilities. Updates on employment law and compliance (e.g., wage and hour laws, employee rights, discrimination, etc.) and managing risk and compliance in hiring, firing, and performance management

2:30pm-3:00pm

Break & Visit Exhibits

3:00pm-4:00pm

Data-Driven Decision Making: HR Analytics and Metrics for Leaders

Peter Wishnie, DPM

Provide insights on how Executive Managers can leverage HR data to make informed, impactful decisions. Understand HR metrics and KPIs, using HR analytics to drive business outcomes and implementing data-driven strategies for recruitment, retention, and employee performance

4:00pm-4:30pm

Round Table Discussions

Nicole Wundsam & Karen Perez

Join us for small group discussions with actionable items. Each table will be led by seasoned OM to discuss current HR topics and concerns. We will then convene to review as a large group.

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ANNUAL CONFERENCE NOVEMBER 6-8, 2025

LAGO MAR BEACH RESORT | FORT LAUDERDALE

MEDICAL ASSISTANT TRACK

Friday, November 7 | 10:30am – 12:00pm | 1:00pm – 4:30pm

10:30am-11:00am

Introduction to the Podiatric Medical Field | 0.5 PMAC

Natalie Domek, DPM

Overview of podiatric medicine, roles of podiatric physicians and medical assistants, key differences between podiatric and general medical care.

11:00am-11:30am

Anatomy and Physiology of the Foot and Ankle | 0.5 PMAC

Tracey Toback, DPM

Focus on the detailed anatomy of the lower extremities, including bones, muscles, tendons, and ligaments that influence podiatric practice.

11:30am-12:00pm

Taking a Podiatric Medical History | 0.5 PMAC

Melissa Lockwood, DPM

How to effectively take a podiatric medical history, including asking the right questions and understanding specific foot and ankle conditions.

12:00pm-1:00pm

Lunch & Visit Exhibits

1:00pm-1:30pm

Performing a Foot Examination | 0.5 PMAC

Nathan Ivey, DPM

Techniques for conducting a thorough examination, including visual inspection, palpation, and the use of diagnostic tools.

1:30pm-2:00pm

Managing Common Foot Disorders: Bunions, Hammertoes, and Plantar Fasciitis | 0.5 PMAC

Zahid Ladha, DPM

Identifying, diagnosing, and treating common disorders, including conservative measures and when to refer to a podiatrist.

2:00pm-2:30pm

Ankle and Foot Biomechanics: How They Impact Patient Care | 0.5 PMAC

Jonathon Moore, DPM

The importance of understanding biomechanics in diagnosing and treating conditions like flat feet, high arches and gait abnormalities.

2:30pm-3:00pm

Break & Visit Exhibits

3:00pm-3:30pm

Diabetic Foot Care: Prevention and Management | 0.5 PMAC

Don Peltó, DPM

The role of the Medical Assistant in preventing and managing diabetic foot complications, including proper foot inspection, skin care and patient education.

3:30pm-4:00pm

Sterilization, Infection Control, and Safety Procedures in Podiatry | 0.5 PMAC

Andrew Schneider, DPM

Key infection control standards, maintaining a clean and safe clinical environment, and understanding the role of assistants in preventing cross-contamination.

4:00pm-4:30pm

Pain Management and Post-Operative Care | 0.5 PMAC

Zahid Ladha, DPM

Focus on pain management protocols, assisting with post-surgical care, and educating patients on rehabilitation and recovery timelines.

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GENERAL SESSION

Friday, November 7 | 1:00pm – 5:00pm

1:00 pm – 2:00 pm

Unlocking the Full Potential of the Lymphedema Therapy Act: Expanding Clinical Integration with Day & Night Compression Garments | 1.0 CECH

Jonathan Moore, DPM

Discover how to grow and streamline your Lymphedema Treatment Act (LTA) program by incorporating the latest clinical tools, billing strategies, and practice management resources.

Learning Objectives:

- Understand the most up-to-date research and strategies for accurately diagnosing lymphedema.
- Explore new and emerging options in both daytime and nighttime lymphedema treatment.
- Learn how the LTA can improve patient outcomes and elevate your practice's revenue and efficiency.
- Get equipped with proven tools for billing, coding, and practice management to ensure LTA program success.

2:00 pm – 2:30 pm

Real Cases, Real Impact: Integrated Tissue Diagnostics and Coding Pearls Into Everyday Practice | 0.5 CECH

Lily Khavari, DPM and Alex Dellinger, DPM

This interactive lecture combines dermatologic pathology procedure protocols with coding updates. You don't want to miss this one!

2:30 pm – 3:00 pm

Break & Visit Exhibits

3:00 pm – 3:30 pm

Your Practice Can't Be Your Only Retirement Plan

Greg Hardy, CFP, AEP

Learn 3 ways to build retirement wealth outside of your practice alone.

3:30 pm - 4:00 pm

AFO Prescribing and Dispensing Pearls Needed to Seamlessly Incorporate This Essential Service in Busy Clinics | 0.5 CECH

Jonathan Moore, DPM and Jason Kraus

Learning objectives:

- Optimal AFO patient presentations

- Objection handling
- Financial responsibilities
- Prescription writing pearls
- Selecting the best brace for patients
- Fine tuning prescription details
- Dispensing visit essentials
- Managing footwear considerations
- Patient education
- Conquering Billing and Compliance
- Aligning compliance templates with DME rules
- Connecting the correct ICD10 with the correct brace
- Billing the correct HCPC codes for the brace that is prescribed.

4:00 pm – 4:30 pm

Practice Mergers & Acquisitions 101: Structuring the Deal

John Leardi, Esq.

This session will provide an overview of the various transaction structures utilized in the acquisition and sale of medical practices. Attendees will gain insights into models employed by institutional and strategic non-clinical investors, including the use of Management Services Organizations (MSOs). The discussion will cover key considerations for structuring deals, ensuring compliance, and aligning transactions with long-term practice goals.

4:30 pm – 5:00 pm

Enhancing Cash-Pay Services Through Regenerative Medicine

Thuy Ho-Ellsworth, DPM

Dr. Ho-Ellsworth will share practical strategies for integrating regenerative medicine into podiatric practice to strengthen cash-pay offerings. Attendees will learn how these therapies expand treatment options, improve patient satisfaction, and reduce reliance on insurance-driven care.

5:00pm – 5:30pm

Time is Money, Why Are You Leaving Your Office?

Sev Hrywnak, MD, DPM

By staying in your office all day, it keeps revenue flowing. Maximize your income potential by doing office-based procedures. Learn the ins and outs of setting up a surgical suite in your office. Understand the impact on your patients and on your revenue.

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ANNUAL CONFERENCE
NOVEMBER 6-8, 2025

LAGO MAR BEACH RESORT | FORT LAUDERDALE

CODING AND COMPLIANCE

Saturday, November 8 | 8:00am – 12:00pm

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8:00am-8:30am

**No Such Thing As An “Office Visit”:
E&M Defined | 0.5 CECH***Jeffrey Lehrman, DPM, FASPS, MAPWCA, CPC, CPMA*

Do you know what the CPT® code is for an “office visit?” There isn’t one! It doesn’t exist. The phrase “office visit” is outdated and antiquated and should be eliminated from our vocabulary. This session will explain why this phrase is so dangerous and define “evaluation and management” services. Those who attend will never again commit the coding and compliance errors associated with the phrase “office visit”.

8:30am-9:00am

**Coding E&M Services and Procedures During
the Same Visit | 0.5 CECH***Alex Dellinger, DPM*

With CMS & insurance companies scrutinizing same day “office visits” and procedures, one will learn the proper way to document and code these services.

9:00am-9:30am

**Infections, Injection and Complications Oh My:
Coding of Unusual Situations | 0.5 CECH***Bela Pandit, DPM, FACFAS*

Evaluate specific and broader scenarios to code properly. Strategize for multistage coding to optimize proper reimbursement.

9:30am-10:00am

**DME Done Right: Maximizing AFOs and
Orthotics as Revenue Drivers***Gisele Saenger, BA, MISM, PM*

This session explores how podiatrists can increase profitability and patient satisfaction by implementing or improving their DME dispensing strategy. Learn how to streamline operations, manage compliance, and build a sustainable in-office program for AFOs and orthotics without clinical burnout.

10:00am-10:30am

Break & Visit Exhibits

10:30am-11:00am

**Podiatry Data and You: What Are Your
Practice Parameters***David J. Freedman, DPM, FACFAS, FASPS, CPC, CPMA*

Every practice should know what their top ten ICD-10, CPT, HCPCS codes and how these impact reimbursements. Know best which patients belong in the seats! Learn how to juggle your schedule to optimize reimbursements.

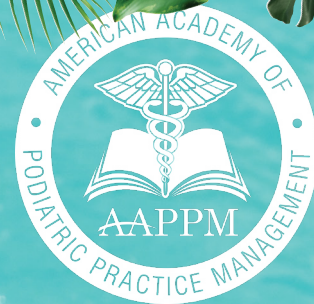
11:00am-12:00pm

**Medicare Audits Targeting Wound Grafts and Skin
Substitutes: Compliance and Reimbursement
Strategies | 1.0 CECH***John W. Leardi, Esq.*

This lecture will address the compliance and reimbursement challenges associated with Medicare audits focusing on wound grafts and skin substitutes. Attendees will learn about recent audit trends, documentation requirements, and strategies to mitigate risk. The session will provide guidance on navigating audits, understanding coverage determinations, and implementing best practices to ensure compliance and optimize reimbursement.

12:00pm-1:00pm

Lunch & Visit ExhibitsCLICK
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NEW PRACTITIONERS TRACK: “NEXTGEN” PODIATRY—INNOVATING YOUR PRIVATE PRACTICE FOR A DIGITAL FUTURE 🦶

Saturday, November 8 | 8:00am – 12:00pm

Step into the future of podiatric care with our “NextGen Podiatry” track—a dynamic, interactive session crafted for practitioners in the first decade of their careers. Discover how digital credentialing, smart compliance tools, innovative clinical operations, and modern billing solutions can transform your practice. Learn cutting-edge strategies for streamlined contracting, enhanced patient care, and sustainable growth, all while achieving a balanced work-life integration. Get ready to elevate your private practice into the digital era!

8:00am-8:40am

Credentialing & Contracting for the Digital Age | 0.5 CECH

Melissa Lockwood, DPM and Brooke Headford

- Understand the essentials of NPI credentialing and its critical role in establishing your practice.
- Evaluate emerging digital tools that streamline the credentialing process.
- Explore innovative contracting strategies with insurance payers in today’s digital landscape.
- Develop a technology-driven roadmap for a seamless practice setup.

8:40am– 9:20am

Smart Compliance – Digital Tools for Insurance, LCDs, and Appeals | 0.5 CECH

Don Peltó, DPM

- Learn best practices for insurance verifications enhanced by digital platforms.
- Discover online resources and innovative tools for locating Local Coverage Determinations (LCDs).
- Navigate Medicare appeals with modern, tech-driven strategies.
- Integrate smart compliance methods into daily practice operations.

9:20am– 10:00am

Innovative Practice Operations – Enhancing Clinical Profitability & Custom Solutions

Melissa Lockwood, DPM, Natalie Domek, DPM and Luke Hunter, DPM

- Identify high-impact clinical services that drive profitability.
- Explore strategies for implementing custom bracing

programs and efficient treatment protocols.

- Evaluate emerging clinical techniques and technologies to boost patient outcomes.
- Leverage digital documentation workflows to minimize claim denials and maximize revenue.

10:00am-10:30am

Break & Exhibit Visit

10:30am– 11:10am

Modern Billing Mastery – Unlocking Hidden Revenue Streams

Alan Bass, DPM and Brooke Headford

- Identify underutilized billing modifiers and understand their effect on reimbursement.
- Analyze the role of ancillary services in expanding your revenue portfolio.
- Develop actionable strategies to optimize billing workflows and claims processes.

11:10am– 12:00pm

The Future of Podiatric Practice – Business Fundamentals & Work-Life Innovation

Melissa Lockwood, DPM, Andrew Schneider, DPM and Rem Jackson

- Understand key business fundamentals essential for sustainable practice growth.
- Explore innovative digital marketing and branding tactics tailored for podiatry.
- Implement forward-thinking work-life integration strategies to achieve long-term success.
- Develop effective protocols and treatment plans that streamline operations and elevate patient care.

MEDICAL ASSISTANT TRACK

Saturday, November 8 | 8:00am – 12:00pm | 1:00pm – 3:00pm

8:00am-8:30am

Podiatric Imaging and Diagnostics | 0.5 PMAC*Zahid A. Ladha, DPM*

Overview of diagnostic tools like X-rays, MRIs, and ultrasounds used in podiatric practice, including how to assist with imaging. Understanding foot and ankle radiology, how to prepare patients for imaging, and how to take the various common x-ray views specific to podiatry.

8:30am-9:00am

Orthotics and Prosthetics in Podiatry | 0.5 PMAC*Tracey Toback, DPM*

An introduction to the use of custom orthotics and prosthetics, including the role of podiatric assistants in fitting and patient education.

9:00am-10:00am

Topical Wound Care for Common Wounds in Podiatric Practice | 1.0 PMAC*Jonathon Moore, DPM*

- Identify key characteristics and origins of common podiatric wounds, including diabetic foot ulcers, venous leg ulcers, to guide appropriate treatment.
- Determine the specific needs of each wound to select the most effective wound care products, dressings, and adjunct therapies for optimal healing.
- Utilize best practices for dispensing reimbursable wound care products, including compression garments for venous ulceration.

10:00am-10:30am

Break & Visit Exhibits

10:30am-11:00am

Pediatric Podiatric Care | 0.5 PMAC*Louis DeCaro, DPM*

Differences in diagnosing and treating pediatric foot conditions, and the role of podiatric assistants in managing younger patients.

11:00am-11:30am

Geriatric Foot Care: Addressing Age-Related Changes | 0.5 PMAC*Animesh Bhatia, DPM*

Identifying common podiatric issues in the elderly, such as arthritis, gait problems, and the importance of preventive care for aging feet.

11:30am-12:00pm

The Impact of Podiatric Care on Sports Medicine and Injury Prevention | 0.5 PMAC*Nathan Ivey, DPM*

How Podiatric Medicine addresses sports related injuries like sprains, stress fractures and tendonitis and the role of medical assistants in recovery.

12:00pm-1:00pm

Lunch & Visit Exhibits

1:00pm-1:30pm

Effective Patient Communication and Education in Podiatry | 0.5 PMAC*Melissa Lockwood, DPM*

Strategies for improving patient engagement and education, including explaining diagnoses and treatment plans in understandable terms. Techniques for educating patients on proper foot care, including hygiene, footwear choices, stretching exercises and routine foot exams.

1:30pm-2:00pm

Managing Medical Emergencies in the Podiatric Setting | 0.5 PMAC*Luke Hunter, DPM*

Recognizing and handling common medical emergencies in a podiatric office, including anaphylaxis, diabetic crises, and wound infections.

2:00pm-2:30pm

Legal and Ethical Aspects of Podiatric Care | 0.5 PMAC*John Leardi, Esq.*

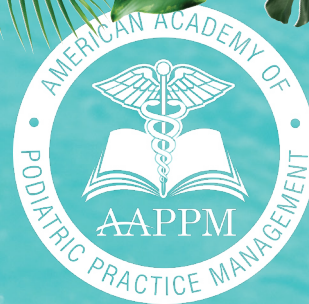
An overview of patient privacy laws, the scope of practice for podiatric medical assistants, and the importance of maintaining ethical standards in care.

2:30pm-3:00pm

Podiatric Technology: Digital Tools and Advancements in Foot Care | 0.5 PMAC*Don Pelto, DPM*

A discussion on the latest technologies used in podiatry such as laser treatments, AI, and 3D Imaging, and the role of medical assistants in supporting these innovations.

PICK A
TRACK



CODING AND COMPLIANCE 🦶

Saturday, November 8 | 1:00pm – 3:45pm

1:00pm-1:30pm

Strategic Revenue Management

Mary-Ellen Schimmoller

Shrinking reimbursements require practices to be stealth and strategic in maintaining revenue streams. This session will review factors such as payer mix, payer contracting, and effective billing and collection processes for enhancing revenue.

1:30pm-2:00pm

Ethics in Coding | 0.5 CECH

Alex Dellinger, DPM

This lecture provides a framework for providers to code their claims in an ethical and compliant manner.

2:00pm-2:30pm

Confused No More: Top Common Codes in Clinic and When and How to Use Modifiers | 0.5 CECH

Bela Pandit, DPM, FACFAS

Learn the ins and outs of office visits with procedures. When and how to code properly. Determine best practices to avoid denials and secure proper reimbursement.

2:30pm-3:00pm

Examples in Podiatry That Meet Modifier 25 | 0.5 CECH

David J. Freedman, DPM, FACFAS, FASPS, CPC, CPMA

Learn the “ins and outs” to be compliant and accurate when using Modifier 25.

3:00pm-3:30pm

Coding and Policy Changes Over the Last Year | 0.5 CECH

Jeffrey Lehrman, DPM, FASPS, MAPWCA, CPC, CPMA

Every year there are important changes to diagnosis codes, treatment codes, HCPCS level II codes, and our coverage policies. This session will cover recent changes most pertinent to podiatrists. AAPPM event attendees should always have the most updated information and never fear they are relying on outdated guidance and this session will ensure that is the case.

3:30pm-3:45pm

Coding & Compliance Q&A

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