



S.C. Medical Equipment Services Association
2010 Annual Meeting and Trade Show
May 26/ 27/28
Springmaid Beach Resort and Conference Center

SURVIVOR
DME ISLAND
“Outplan-Outbid-Outlast”
AGENDA
Wednesday, May 26

6:00 PM—7:00 PM Roundtable Discussion (Sarah Hanna, Peggy Walker, Mark Higley)

Thursday, May 27

9:00 AM S.C. State Senator [Vincent Sheheen](#)
9:15 AM [Sarah Hanna/Peggy Walker](#)
“Back to the Basics”
(Sarah Hanna is VP of ECS Billing & Consulting
Peggy Walker is the Reimbursement Consultant, VGM
12:00 Noon Lunch (Exhibits area)
1:30 PM [Mark Higley](#), **“HME 2010 and Beyond: Predictions,
Forecasts, Prophecy”**
(Mark Higley is VP-Development, VGM Group)
2:45 PM Legislative Committee Presentation, **“2010/2011 Strategy
to Eliminate State Sales Tax”**,
3:30 PM [Sarah Hanna/Peggy Walker](#)
“Back to Basics” (continued)

4:45 PM Annual Business Meeting & Election of Officers
5:15PM Adjourn
6:00 PM Vendor Appreciation Reception (Exhibits area)
7:30 PM Exhibits Close

Friday, May 28

8:30 AM [Mark Higley](#), VP, VGM
“Legislative Update and Commentary”

9:30 AM [Jeffery S. Baird](#), Esq, Brown & Fortunato, P.C.
(Chair of the Health Care Group, Author and National Lecturer) *“Health Reform Legislation, RAC’s, Red Flags Rule, Consignment Closets & Other Hot Button HME Issues”*

10:30 AM Break

10:45 AM [Jeffrey S. Baird](#), Esq, *“Marketing, Joint Ventures and Arrangements with Referral Sources: Many Opportunities Within Legal Parameters”*

12:00 Noon Lunch (Exhibits Area)

1:00 PM [Sarah Hanna/Peggy Walker](#) *“Back to Basics”*
(continued)

3:30 PM Door Prize Drawings

3:45 PM Wrap Up and Adjourn

4:00 PM New Board of Directors Meeting

4:30 PM Board Meeting Adjourn

MEETING SPONSORS

- [Invacare, VGM, Pride Mobility](#)
- [Invacare Supply Group, Respironics](#)
- [\(Sarah Hanna sponsored by QSI & RemitDATA\)](#)



Annual Meeting Registration Form

**S.C. Medical Equipment Services Association
2010 Annual Meeting & Trade Show**

May 26/27/28, 2010

**Survivor
DME ISLAND
“Outplan—Outbid—Outlast”**

**Springmaid Beach Resort & Conference Center
3200 South Ocean Blvd, Myrtle Beach, SC 29577
1-800-770-6895**

Company: _____

First Attendee

Name: _____

Additional Attendee(s), same company

City: _____ Phone _____

SCMESA Member First Attendee: \$225 _____

Each Additional Attendee, same company \$150 _____

Spouse (non-employee) \$100 _____

Non-Members: Double the cost for members \$ _____

Total Due: _____

Complete and return with check to: SCMESA, P.O. Box 3284, West Columbia,
29171..WE NOW ACCEPT VISA AND MASTERCARD!

Questions?..call the office at 803-926-1772 or email: bhorton1@sc.rr.com