



IMS EXPERTS 2016 NEWSLETTER

February 2016

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Welcome 

Jennifer & Kyleigh



IMS Experts In-Network list is now available on our website. Click on the icon below to view current 2016 list.



OUR TEAM

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S5 Arm-adillo Shoulder Stabilizer

HCPCS Code L3660



Indications:

Recommended for grade I & II ACL separation, pre/post-surgery for grade III separation, rehabilitation of shoulder injuries, pre/post bicep and tricep repair, help prevent/limit subluxation caused by hyperextension

Features and Benefits:

Two 1"x3" Hook Straps Originating from bicep are to attach to body of brace
 Fits Right or Left shoulder
 Custom Sizing Available
 1/8" VelPlush Neoprene

SIZE	CHEST CIRCUMFERENCE	Bicep-Measurement	Straps
XS	22" - 25"	10" - 13"	2" X 16" & 2" X 18"
SMALL	25" - 28"	11" - 14"	2" X 18" & 2" X 20"
MEDIUM	28" - 31"	11.5" - 14.5"	2" X 20" & 2" X 22"
LARGE	31" - 36"	12" - 14.5"	2" X 21" & 2" X 23"
XLARGE	36" - 40"	12.5" - 15.5"	2" X 22" & 2" X 24"
2XL	38" - 43"	13" - 16"	2" X 23" & 2" X 25"
3XL	42" - 48"	13.5" - 16.5"	2" X 25" & 2" X 27"
4XL	47" - 52"	14.5" - 17.5"	2" X 27" & 2" X 29"



NEW OPTIONS OA BRACE

HCPCS Code: K0901



Indications:

Mild to moderate levels of unicompartmental osteoarthritis of the knee

Features and Benefits:

Pull up buttress knee sleeve with proximal and distal closures

Ezy-hinge provides OA relief with extension control

Foam covered thigh and calf paddles provide control

Low profile lightweight design allows to be worn under clothing

Available in XS-4X

SIZING CHART:

(Measure around the center of the knee with leg extended)

X-Small	12"-13"	Large	15"-16"	XXX-Large	20"-22"
Small	13"-14"	X-Large	16"-18"	XXXX-Large	22"-24"
Medium	14"-15"	XX-Large	18"-20"	Custom	24" + UP

10 SURPRISING SALES TIPS BY SALES GURU TOM HOPKINS

1. **Covet your time.** Time is precious--only 86,400 seconds in a day. Average people waste most of those seconds in unproductive or unrewarding ways. Successful people [manage their time efficiently](#). They are aware of how they spend it and make conscious choices to use it wisely whether to work, relax or regenerate with family.
2. **Have a personal mission statement.** Hopkins has his personal mission statement at his desk: *I must do the most productive thing possible at every given moment.* Mine is peppered throughout my published writing: *Inspire people to pursue [the awesome experience](#)*. Successful people identify what they are about and make their choices accordingly.
3. **Spend 5 minutes a day prioritizing.** Without prioritization, it's difficult to be efficient and productive. Hopkins suggests taking 5 minutes at the end of every day to sit down, assess and choose the 5 or 6 priorities for tomorrow so you can begin with clarity. [Successful people](#) don't squander effort and energy on unimportant issues.
4. **Surround yourself with likeminded people.** Wealth, status and accomplishment have their own rewards, but the more success you attain, the lonelier you can become, since others may no longer feel comfortable or relate to your lifestyle. Successful people are careful about who shares their time. They look for people with a similar outlook, who can help them [grow emotionally and spiritually](#).
5. **Be a follow up specialist.** Many people talk a good game and then never deliver. Sometimes the cause [is hypocrisy](#) and sometimes it's simply being sloppy and careless. Successful people do what they say they'll do, and they pay close attention to detail so small issues don't get neglected and become major catastrophes.
6. **Take the best of the past to create the future.** The world is full of shiny new toys and methods. It's easy for humanity to get lost in the glitz and glamour of modern technology. Successful people embrace modern tools for [communication efficiency](#) and continue to use traditional and rare methods like handwritten thank-you notes to enhance connections.
7. **Don't be a lemming.** If you are always heading the same direction as everyone else, you may move forward, but you'll have little [control of your destiny](#). Successful people often figure out what everyone else does only to do the opposite, which many times puts them ahead of the pack.
8. **Keep a thick skin about rejection.** For many each no is like taking a punch in the gut or a slap in the face. The way to get up and keep going is to remember that [it's just business](#). Successful people know that the key to getting life's few brilliant "yeses" is to positively cope with the many "noes" you get on the way to receiving them.
9. **Make others feel important.** The greatest craving of most people today [is recognition](#). Unfortunately, so many people are so tightly focused on their own status and problems they are ignorant to the needs of others. Successful people recognize, support and encourage others on their journey, which brings synergy, energy and satisfaction to all involved.
10. **Strive for more.** Tom Hopkin's overall philosophy for success can be best summed up by his commitment on how to live life: "I commit to learn more, thus I'll serve more, thus I'll build more, thus I'll earn more, thus I'll save more, and thus I'll be able to bless others by giving more."

THIS VALENTINE'S DAY, SHOW YOUR HEART SOME LOVE



Although popular love songs might tell you otherwise, a broken heart can't kill you—but [heart disease](#) can. Heart disease is the leading cause of death in the United States for both men and women, taking more than 600,000 lives each year.

You might not be able to avoid Cupid's arrow, but you can take steps to lower your risks and prevent heart disease. Start by scheduling an appointment with your doctor to discuss whether you're at risk for heart disease.

Medicare covers a [cardiovascular disease screening](#) at no cost to you every 5 years. The screening includes tests to help detect heart disease early and measures cholesterol, blood fat (lipids), and triglyceride levels. If you and your doctor discover that you're at risk for a heart attack or stroke, there are steps you can take to help prevent these conditions. You might be able to make lifestyle changes (like changing your diet and increasing your activity level or exercising more often) to lower your cholesterol and stay healthy.

February is American Heart month, so start it off right by visiting the [Million Hearts® Healthy Eating & Lifestyle Resource Center](#). Million Hearts is a national initiative to prevent 1 million heart attacks and strokes by 2017. The resource center was developed in partnership with *EatingWell* magazine, and features lower sodium, heart-healthy recipes and family-friendly meal plans to help manage sodium intake, a major contributor to high blood pressure and heart disease. All the recipes include nutritional facts and average cost per serving information. Use the search and filter options to quickly find the right meal for yourself and your family based on prep time, cuisine, course, number of servings, and your health needs.

This article is from <http://blog.medicare.gov/>



CMN REMINDER

CMS has issued their annual We IMPACT lives reminder for completion of CMN's. Certificates of medical necessity, commonly known as CMNs, are documents used by the DME MACs to assist in gathering information about the medical necessity of an item. It is your responsibility to determine both, the medical need for, and the utilization of, all healthcare services.

Suppliers of durable medical equipment, prosthetics, orthotics and supplies (DMEPOS) are your partners in caring for your patient. They will not receive payment for their services until you return the completed, signed and dated CMN. If you have ordered equipment or supplies as part of your patient's treatment plan, completing the CMN accurately and in a timely manner helps insure that your treatment plan will be carried out.

Moreover, your cooperation is a legal requirement as outlined in the Social Security Act, the law governing Medicare. Section 1842(p) of the Act provides that: [i]n case of an item or service...ordered by a physician or a practitioner...but furnished by another entity, if the Secretary (or fiscal agent of the Secretary) requires the entity furnishing the item or service to provide diagnostic or other medical information in order for payment to be made to the entity, the physician or practitioner shall provide that information to the entity at the time that the item or service is ordered by the physician or practitioner.

CMN's are required for TENS Units, Bone Growth Stimulators & Pneumatic Compression Devices.

Printable Copies of the CMN are available at <https://www.cms.gov/medicare/cms-forms/cms-forms/cms-forms-list.html>

Remember, everyone has tight cash flow these days – help IMS Experts continue good service to your patients by prompt completion and return of the CMN.

Limited Time Only!

Be the first to save 40% off regular prices



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40% OFF

Visit us online at www.imsexpertsretail.com

Congrats!

Parker!



Congrats to Kim & Craig and their oldest son Parker Welch who committed to Valparaiso University on January 26th. Parker is a receiver/safety at Arlington Oakridge. He will major in business and business analytics where Valparaiso is in the top 5 percent business schools in the world.

Read the article which features Parker on dfw.com

<http://www.dfw.com/2016/02/02/1071911/farrar-switches-to-oklahoma-humphrey.html>