

In a heated political season, and in the shadow of looming CMS decisions, our industry suffers because legislators and the national media do not understand exactly the services we provide and the care we give.

Wrought with allegations of fraud and unprofessionalism, and a national perception that we are overpaid deliverymen, **it is NECESSARY that we, the legitimate businesses in the industry, ACT!**

It is up to us to change the face of the HME industry.

During our AMEPA conference in Fort Lauderdale two weeks ago we discussed our plans which include interfacing with elected officials and their staffs, developing articles demonstrating the positive side of medical equipment companies and revealing the actual face of HME.



We hope to create demonstration tools using photographs of actual patients, combined with

their stories of how you, their provider, have helped them at crucial times, in off hours, with unique problems, putting their health before your company's bottom line. You are a provider of equipment, but more importantly you are a provider of services and care.

We are asking oxygen providers to:

1. Have your patients fill out the attached form.
2. Sign a photo release form.
3. Take their picture while using their equipment.
4. Photograph their equipment before it is serviced.

[Click to Download the Patient Service Summary](#)

[Click to Download the Photo Release Form](#)

With those tools we can visit our legislators and change our current image from that of greedy criminals, to important providers of health care.

Once you forward this information we will be able create a data base and media kits which will be used to change the face of our industry.

Please participate, it will benefit you and the future of Home Medical Equipment Providers nationwide.