



MAMES FALL Conference & Display Hall

October 1-3, 2025 WEDNESDAY-FRIDAY

TREASURE ISLAND RESORT & CASINO, WELCH, MINNESOTA

Thank you 2025 MAMES Annual Premier Partners!



MAMES PREMIER SPONSOR



Amazing Networking

- All provider registrations include all education and networking events.
- Wednesday evening dinner and Back to the go's Party
Entertainment by: BellaDiva
- Thursday Networking Breakfast and Luncheon.
- Full access to the Thursday afternoon Display Hall Reception.
- Access to prescheduled 1 on 1 private vendor meetings—Thursday afternoon.
- Friday Networking Breakfast.

Premier Education

Designed by Providers for Providers!

Education sessions Wednesday 1pm to Friday 11am

- Operations, Reimbursement, Management & more
- Acclaimed Moderated Medicare Session
- State of the States & State Breakouts

Full Exhibit Hall

- Newest products and services
 - Display Hall Reception
- Plus our famous MAMES giveaways!

ALL PROVIDERS ARE WELCOME!

REGISTRATION - NOW OPEN

www.mames.com

Attendee Registration form

Three easy ways to register:

1. **Online:** www.mames.com, click on **Events** tab. If you are a member please log in for lowest rate!
2. **Call:** Email completed form to info@mames.com and call 651-351-5395 with payment information
3. **Mail:** Mail completed form with payment information to: **MAMES, PO Box 3007, Duluth, MN 55803**

Registration Open

Registration Type

MAMES Provider Attendee (each)

(non-mbrs: \$199)

\$179.00

Display Hall-Only **

FREE!

(**DME Providers only—MAMES does not allow non-exhibiting vendors in the display hall at this rate)

Payment Information

___ Check (payable to MAMES) Check #: _____

___ Charge my: ___ Visa ___ MasterCard ___ AMEX

CC#: _____

Exp. date: _____ Security code: _____

Name on CC: _____

Billing address: _____

Email for receipt**: _____

Cardholder Signature: _____

Attendee Information

Company Name: _____

All information is required for every attendee for registration and attendance:

Name: 1. _____ Telephone: _____

Title: _____ Email: _____

Attending Wednesday Evening Event: Yes:___ No:___ Are you a 1st Time attendee: Yes:___ No:___

Name: 2 _____ Telephone: _____

Title: _____ Email: _____

Attending Wednesday Evening Event: Yes:___ No:___ Are you a 1st Time attendee: Yes:___ No:___

Name: 3 _____ Telephone: _____

Title: _____ Email: _____

Attending Wednesday Evening Event: Yes:___ No:___ Are you a 1st Time attendee: Yes:___ No:___

Name: 4 _____ Telephone: _____

Title: _____ Email: _____

Attending Wednesday Evening Event: Yes:___ No:___ Are you a 1st Time attendee: Yes:___ No:___

Company Address: _____

City/ST/ZIP: _____

Registration Deadline: October 2, 2025

Cancellations must be received in writing at the MAMES office no later than September 8, 2025 to qualify for a refund less a \$35 processing fee. There will be no refunds after September 8, 2025 due to hotel guarantees.

By registering for this event you attest that you and your companies registrants agree to the registration terms and conditions as described in this brochure.

All events will be held at:

Treasure Island Resort & Casino

5734 Sturgeon Lake Road, l Welch, Minnesota 55089

Reservations may be made by calling 888-867-7829.

The overnight room rate is \$139.00 plus applicable taxes & \$10 resort fee.

Cut Off for MAMES room block has been extended! Call for availability

Please specify that you are with the Midwest Association for Medical Equipment Services

MAMES 2025 - Wednesday, October 1st - Schedule of Events

Wednesday Afternoon General Education Sessions: Open to Provider Registrants, MAMES Annual & Event Sponsors.

12:20—12:40pm New Member and 1st Time Event Attendee Orientation

1:00—1:15pm Welcome: Matt Flatt, President MAMES plus Platinum Sponsor Recognition

1:15—2:15pm Keynote Speaker: Jasmine Brett Singer: Seize Your Well-Being—Navigate Beyond Burnout: The modern workplace can be a source of significant stress and dissatisfaction, leading to burnout and a sense of disengagement. *"Seize Your Well-Being"* is a transformative program that encourages individuals to confront these challenges head-on and to find balance and joy in their professional lives.

Jasmine offers insights and practical strategies for navigating workplace stressors, promoting resilience, and rediscovering the fulfillment that comes from meaningful work and personal achievement.

Audiences Will Be Inspired To:

- Cultivate a resilient mindset that embraces challenges as opportunities for growth
- Implement stress-reduction techniques that foster mental and physical health
- Reignite their passion for their work and find purpose in their daily tasks
- Achieve professional goals while maintaining a healthy work-life integration

2:15—2:30pm A Special Member Recognition

2:30—3:45pm The Power of Story: Showcasing the Value of HME: Ashley Plauche', Sr. Director Brand Marketing, American Association for Homecare

Our industry delivers more than products – we provide independence, dignity, and critical support where people need it most: at home. However, policy changes at the state and federal levels create significant challenges for the Industry and threaten access to care. This session will give you a brief update on the latest policy challenges – including the return of Competitive Bidding and potential Medicaid cuts – then shift focus to how we fight back.

You'll leave energized and equipped with powerful, ready-to-use tools to highlight your company's value, elevate the role of HME in the care continuum, and mobilize your customers, referral partners, and caregiver communities. Together, we can change the narrative and ensure the HME benefit remains strong for the millions who depend on it.

This is storytelling with purpose, and your company plays a leading role.

3:45—4:00pm Gold and Silver Event Sponsor Recognition

4:00—5:00pm State of the States: In our State of the States session we will learn what successes and threats are happening across the MAMES territory that can help you in your home state. Get an overview of the payor environment as well as the Insurance/Medicaid/Legislative workings in the states.

State Meetings: Dive into the details at the individual state level as we break into state/regional groups to discuss what is happening in your area and plans to work together on the issues. This is an outstanding opportunity to meet and network with other attendees from your state or area. Learn what is happening and meet some new friends here at the event! Don't be bashful - MAMES Members are a pretty cool and welcoming group of folks!

See next page for Wednesday Evening "Back to the 90's—A Pop Culture Explosion Details!"

Thank you to our MAMES 2025 Platinum Conference Sponsors!



2025 MAMES Fall Conference & Display Hall

*Join us Wednesday evening for social hour, dinner and our:
MAMES Back to the '90s – A Pop Culture Explosion!*

Sponsored by:  **rifton**®

Think neon colors, boomboxes, slap bracelets, and Tamagotchis. This party is a tribute to everything that made the '90s iconic—from grunge to girl power, Saturday morning cartoons to dial-up internet.

So come dressed in your favorite '90s style:

- Grunge: Flannel shirts, ripped jeans, Doc Martens
- Hip-Hop: Tracksuits, bucket hats, gold chains
- Pop Princess/Heartthrob: Crop tops, butterfly clips, frosted tips
- TV Icons: Dress as characters from *Friends*, *Saved by the Bell* or *Clueless*

featuring:

BellaDiva



This event is included in all DME Provider registration fees!

All events will be held at:
Treasure Island Resort & Casino
5734 Sturgeon Lake Road
Welch, Minnesota 55089

Reservations may be made by calling **888-867-7829**.

The overnight room rate is **\$139.00** plus applicable taxes & \$10 resort fee.

Cut Off for MAMES room block: September 8, 2025 or when block sells out!

Please specify that you are with the Midwest Association for Medical Equipment Services

Thank you to our 2025 MAMES Corporate Partners!



Thank you to our 2025 MAMES GOLD Event Sponsors!



MAMES 2024 - Thursday Oct 2nd Education Sessions

9:00 - 10:30am

Two Concurrent Sessions:

Details of Sessions 1A and 1B - [click here](#)

- **Session 1A:** DME Jeopardy: Policy, Claims & Audit Edition: Ronda Buhrmester, CRT, Sr. Director of Payer Relations & Reimbursement, VGM Group. **Sponsored by the VGM Group:**
- **Session 1B:** Competitive Bidding, Accreditation, and More: a DME strategy brief for Rule CMS-1828 Andrea Stark. MiraVista, LLC, Managing Member: **Sponsored by Allegiance Group**

10:45am - Noon

Two Concurrent Sessions:

Details of Sessions 2A and 2B - [click here](#)

- **Session 2A:** Successful Medicare Audit and Appeal Strategies Noel Neil Chief Compliance Officer – ACU-Serve: **Sponsored by: ACU-Serve**
- **Session 2B:** Show Me the Money: How to Turn your Referrals into Revenue, Trey Holterman, CEO, Tennr: **Sponsored by Tennr**

Noon - 1:00pm:

Thursday MAMES Networking Luncheon: Conference Sessions will break together for the MAMES Networking Luncheon. Join us and enjoy lunch with your peers. Compare notes on your morning sessions and enjoy lunch!

1:00 - 2:30pm

Two Concurrent Sessions:

Details of Sessions 3A and 3B - [click here](#)

- **Session 3A:** Low-Tech Strategies for Better Managed Care Eligibility Accuracy: Andrea Stark, MiraVista, LLC, Managing Member. **Sponsored by the Allegiance Group**
- **Session 3B:** The Payor Push: How Digital Mandates Are Reshaping HME Workflows: Reid Berman, Sr. Director, Business Development, Parachute Health, Munish Khaneja, Chief Medical Officer, Parachute Health, Whitney Hyde, Director of Operations and Integrations, VieMed Healthcare, **Sponsored by Parachute Health**

2:45 - 4:00pm

General Session:

- **Session 4:** Becoming Who You Choose to Be: Embracing Change, Growth, and Possibility in the Workplace & in Life: Michael, "Ike" Isaacson, SVP, Government & Regulatory Relations. VGM & Associates: **Sponsored by VGM Group** In today's dynamic business environment, adaptability, self-awareness, and continuous growth are essential to personal and organizational success. This presentation invites leaders and to reframe how they view change—not as disruption, but as opportunity. Drawing on the idea that each moment defines who we are and offers a chance to choose who we want to become, we'll explore how embracing change, learning from every experience, and recognizing our untapped potential can drive meaningful impact at work and beyond. Attendees will gain insights into cultivating a growth mindset, fostering resilience, and leading with intention—empowering them to navigate complexity with confidence and purpose. **Sponsored by the VGM Group and Rifton**

Also available Thursday Afternoon:

1:00—3:15pm: 1 on 1 Vendor Meetings: Many vendors will be offering private 1 on 1 meetings in the display hall. These meetings must be scheduled in advance with the vendor. This is the perfect opportunity for you or your procurement staff to meet privately with your current and prospective vendors in attendance. Meetings are normally 20—30 minutes long and will be held at the vendor's display in the hall. **Please note:** *The Display Hall is not open to general traffic during this time.*

Complimentary DME Provider Display Hall Tickets are available through mames.com and the ticket does include access to these one on one meetings!

Thank you to our 2025 MAMES Silver Event Sponsors!



1:00—3:15pm: 1 on 1 Vendor Meetings: Many vendors will be offering private 1 on 1 meetings in the display hall. These meetings must be scheduled in advance with the vendor. This is the perfect opportunity for you or your procurement staff to meet privately with your current and prospective vendors in attendance. Meetings are normally 20—30 minutes long and will be held at the vendor's display in the hall. **Please note:** *The Display Hall is not open to general traffic during this time.*

3:45—4:00 Telephone and Email Break

4:00—7:00pm: MAMES Display Hall: The MAMES Display Hall is famous in the industry for a reason! Join us in the largest regional display hall in the country where **SEVENTY-TWO** of our amazing event sponsors (all of whom are MAMES Members) will be displaying the newest products and services from across the spectrum of our industry!

Have a beverage and grab a snack from our full appetizer selection, register for our famous MAMES door prize drawings—over \$3000 in prizes! And visit with each displaying vendor in the largest state or regional association display hall in the country! The best of the very best are here for you!

You won't find this caliber of vendors all in one place at any other show this fall! Your buyers and purchasing managers need to be here and they may attend the display hall with a free display hall ticket available at mames.com. The private meeting option above is included in this free display hall ticket.

7:30 - 10:00pm: MAMES 15th Annual Bowling and Pizza Party: *Join us for an evening of fun, laughter and pizza as we show our ineptitude at bowling while making new friends, renewing old friendships and letting the good times roll! You don't have to bowl to come and enjoy the fun! Social hour starts at 7:30 and bowling opens at 8pm!*

Schedule is subject to change.

Can't Make the Entire Event?

All DME Providers, Buyers, Purchasing Managers and Staff can Register for complimentary tickets to visit this Premier Display Hall and visit with our SEVENTY Displaying Members from across the country for **FREE!**

Includes 1 on 1 meeting access!

**Register today at
www.mames.com**

Thank you to our 2025 MAMES VIP Partners!



Board of
Certification/Accreditation



Join the best of DME in the MAMES Display Hall: Thursday 4—7pm

ALL PROVIDER REGISTRATIONS INCLUDE ACCESS TO OUR FAMOUS MAMES DISPLAY HALL!

Display Hall-only tickets are FREE for Providers!

You will not find any other show with the very best of the best in the industry all together like this!

This is the most cost effective way to get your buyers & purchasing managers a chance to meet with the vendors they need to see—all in one location!

Free tickets to the MAMES Display Hall are available through the MAMES office or at: www.mames.com



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COLLECT^{Plus} is your secure, compliant, patient-pay billing and collections solution that lets you spend less time and effort recovering more money.

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TURNING EVERY PATIENT INTO A PAYING PATIENT™

MAMES Associate Members have made a significant investment in this event as Event Sponsors and Exhibitors, allowing us to lower your registration fees and to bring you THE premier display hall in the country this spring.

Providers registered to attend ANY education have full access to the display hall at no additional charge.

AND

Your Buyers, Purchasing Managers and Staff can Register for complimentary tick-ets to visit this **Premier Display Hall** and visit with our **Premier Exhibitors** from across the country for **FREE!**

Includes 1 on 1 meeting access!

Stop by different Booths to earn chances to win door prizes.

Over \$3,000 in giveaways will be awarded!

There are FIVE "Mystery Booth" Door Prizes in the exhibit hall—check in at every booth to win!

Check out the latest products and services to benefit you and your patients and say thank you to the exhibitors who have made this event possible!

***Register for tickets at www.mames.com
or call Jim at the MAMES office: 651-351-5395***

Please join us in supporting our MAMES Associate Partners and Members!

Their support has made this event possible!

Platinum Sponsors:

ACU-Serve
Armory DME
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Compass Health Brands
Chapman DME Billing
CU/Tims
Fisher & Paykel
GEMCO Medical
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rtNOW
SleepCoaches
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Zomee

**MAMES ALSO WELCOMES THE FOLLOWING NON-DISPLAYING
VENDORS: HME360, INOGEN, NOTABLE SYSTEMS**

NOTE: 9:00 AM Start on Friday

8:30—9:00am: Danish and coffee will be provided in this mornings session.

THIS IS A CANNOT MISS SESSION THAT WON RAVES AT OUR SPRING EVENT!

9:00—10:30am: Medicare Jurisdictions B and D - A Virtual Panel Discussion:

Moderated by: Noel Neil, ACU-Serve Corp.,

NOTE: Medicare will join us virtually via zoom due to travel restrictions.

This is an opportunity to have back and forth discussions with Medicare on the challenges you may be having with policies, billing and audits, etc.

All attendees are asked to provide the hot topic you would like to have discussed with Medicare. We will spend the appropriate amount of time on each hot topic. An overview of the topic will be provided. Noel would then ask a series of questions related to the topic being discussed and will then open up for questions from the audience. Any questions asked that there is not an answer for, will be placed in a "parking lot" that will be followed up on and provided after the conference.

ACTION NEEDED: Please send the topics you want to have discussed along with any specific questions/concerns you may have to the MAMES office, info@mames.com, by Friday, September 12, 2025.

MAMES Fall 2025 Conference & Display Hall will adjourn when session ends.

DID YOU KNOW?

MAMES offers FREE Display Hall tickets for all DME Providers, Staff!

MAMES offers FREE Display Hall tickets to your referral sources! Share our hall access!

All Display Hall tickets include access to the pre-scheduled 1 on 1 vendor meetings!

All Display Hall tickets include an invitation to our Thursday evening 15th Annual Bowling & Pizza Party!

The MAMES Fall Conference Display Hall will host 72 vendor companies!

MAMES gives away over \$3000 in door prizes in our hall to Provider attendees!

MAMES conference registration rates for providers are the lowest in the country due to this incredible vendor support!

MAMES currently has 97 Associate Members supporting our association!

This is the most cost effective way to get your buyers & purchasing managers a chance to meet with the vendors they need to see—all in one location!

Thursday, October 2nd

1 on 1 Vendor Meetings: 1pm—3:30pm

Display Hall Open to all: 4pm—7pm

15th Annual Bowling & Pizza Party 7:30pm—10pm

MAMES 2025: REGISTRATION TERMS AND CONDITIONS

REGISTRATION TERMS and CONDITIONS:

- **Cancellations** must be received in writing at the MAMES office no later than April 1, 2024 to qualify for a refund less a \$35.00 processing fee. **There will** no refunds after September 12, 2025 due to hotel guarantees. Upon receipt and acceptance of this registration by MAMES, this registration shall become a binding agreement between the Attendee and MAMES. The Terms and Conditions set forth are hereby incorporated by reference. The Attendee acknowledges that no portion of the registration fee is refundable except as expressly set forth in the Terms and Conditions.
- **MAMES reserves the right** to cancel meetings due to emergencies, pandemics, insufficient registrations, etc. PLEASE NOTE: Should MAMES need to cancel this event due to current healthcare concerns, all registrations will be moved to the next scheduled event unless a request for refund is received within 15 days of the cancellation notice.
- **MAMES takes pride in** presenting speakers on topics of interest, and the speakers we offer are widely recognized as experts in their field; however, the MAMES staff, its officers, and Board of Directors are not able to evaluate the accuracy and content of their presentations, which are highly technical in nature and often require professional judgments. For this reason MAMES and its staff, officers, and directors assume no liability growing from advice and information such speakers present.
- **Consent to Use Photos:** Registration, attendance at, or participation in MAMES meetings and other activities constitutes an agreement by the registrant to MAMES' use and distribution (both now and in the future) of the registrant's or attendee's contact information, image or voice in photographs, videos, electronic reproductions, and audio tapes of such events and activities.
- **Exhibitors and Sponsors** at this event will receive the attendee list prior to and after this event in order to follow up with you after the show. By registering for this event you approve the sharing of your contact information including address, email, phone & fax, with the exhibitor/sponsor.
- **Attendee expressly assumes,** and releases MAMES and any affiliates from, all risks, claims, damages, losses, costs and expenses, whether or not reasonably foreseeable, associated with, resulting from or arising in connection with Attendee's participation, presence or sampling of any products at the Event, including, without limitation, all risks of harm, damage, illness (including viruses or illness from any communicable disease or from any sampled products) or injury (including death) to or related to Attendee and his or her person or property.
- **MAMES will follow** CDC guidelines and state requirements in place at the time of the event. MAMES reserves the right to remove any attendee from the event for failure to adhere to the required COVID-19 health and safety measures and other protocols for attendance at the event.

Thank you to our 2025 MAMES Speaker Sponsors



Thank you to our 2025 MAMES Diamond Event Sponsors



Thank you to our MAMES Premier Partners & Platinum Sponsors!

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to help suppliers confidently navigate Medicare audits
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AI Intake by Parachute Health Now Driving Results for Providers



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"Using Parachute AI Intake has been a game changer... the way it integrates fax orders into a digital process means we get all the efficiencies we need without the extra hassle. With order-specific chats and status updates, our customer service stands out."

— Barbara Timo,
North Coast Medical Supply (Advanced Diabetes)

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Orders that start in Parachute are amazing, but our biggest challenge is referral adoption. With Parachute's AI Intake and ePrescribing combined, we can request documentation on faxed orders in a way that encourages referrals to use the platform—giving them an easier way to transition to digital.

— Maria Fesman, Med Mart

Learn More: www.eprescribe.parachutehealth.com/ai-intake

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A truly multi-position stander featuring 30° of independent hip abduction and fully adjustable legs. Now available in small, medium, and large.



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Tennr processes patient paperwork for you. So you can capture more referrals faster, however you get them. eFax, email, e-portal, e-prescribe. **Tennr handles it all.**

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Chapman DME Billing reduces denials, speeds up reimbursements, and ensures compliance—so you can focus on patient care.

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- Denial & Audit Support – Recover lost revenue
- Prior Authorizations – Get approvals faster
- Compliance Monitoring – Stay ahead of payer changes
- Staff Training – Experts at your fingertips

MAMES PREMIER PARTNER



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The Future is Calling...

Synthpop Voice Agent now available for MAMES members!
Minimize repetitive tasks for faster patient care

Voice Agent for Patient Calls

- ✓ notifies patients of delivery status
- ✓ makes resupply order calls
- ✓ answers frequently asked questions

Voice Agent for Payor Calls

- ✓ verifies insurance benefits
- ✓ checks patient eligibility
- ✓ determines need for prior auth

— “ —
“Manual phone calls take anywhere from
20 minutes to 3 hours.
With Synthpop, we can focus on calls that truly
need a manual touch and complete patient
setups much more efficiently.”
Robert, VP of Operations
— ” —

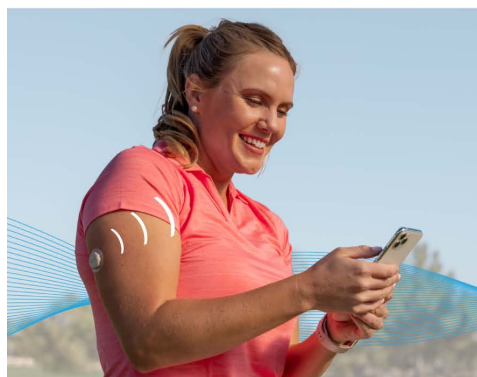
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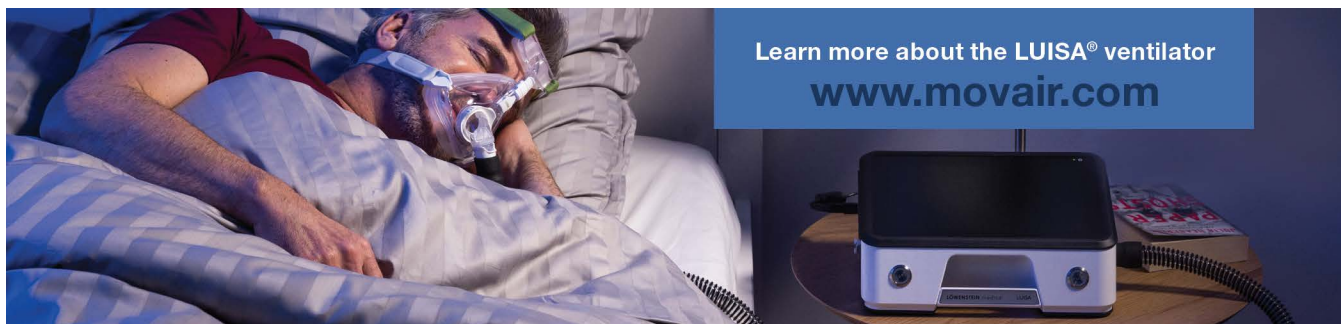
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The LUISA offers all standard ventilation modes with the addition of high flow therapy for your physicians and their patients.

When more personalized therapy is needed **LUISA offers many unique Comfort Settings designed to help your patients breathe better and live better.**



The LUISA has been authorized by the FDA under an EUA but has not been FDA cleared or approved. The LUISA is authorized only for the duration of the declaration that circumstances exist justifying the authorization of the emergency use under section 564(b)(1) of the Act, 21 U.S.C. § 360bbb-3(b)(1), unless the authorization is terminated or revoked sooner. U.S. federal law restricts this device to sale by or on the order of a physician.

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Breath | Life | Empowered

Is Your Resupply Team Ready for Q4?

As deductibles are met and year-end volumes spike, now's the time to lock in support.

Why DMEs Trust SOS for Resupply:

- ✓ End-to-end patient outreach and order management (CPAP + more)
- ✓ Flexible programs that fit your systems and workflows including S3, Connect, and Snap
- ✓ Proven results: higher resupply sales and better patient adherence

We Catch What Others Miss:

- ✗ Invalid and inactive insurance
- ✗ Invalid quantities based on payer frequency limitations
- ✗ Product mismatches, wrong mask, seal, or cushion combinations
- ✗ Failure to identify all eligible supplies
- ✗ Errors that force your staff to rework orders



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WWW.TIMSHME.COM

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One mask doesn't fit all

That's why our CPAP mask
guidance helps you find
the right option for
your patients

[Learn more](#)



Thank you to our MAMES Premier Partners & Platinum Sponsors!

F&P full-face masks.
Powered by curiosity.

F&P Healthcare full-face CPAP
masks – born from curiosity,
designed for a great night's sleep.

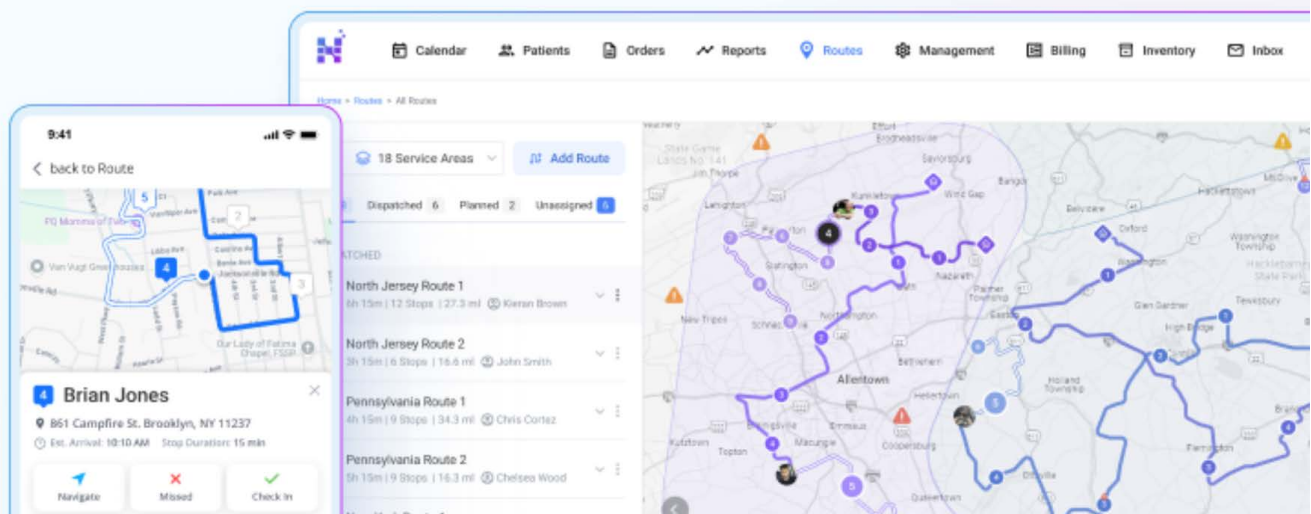
fphcare.com/curiosity

Smarter Routes. Faster DME Deliveries. Maximum Efficiency.



Streamline delivery through billing in one seamless
workflow, no delays, just completed orders.

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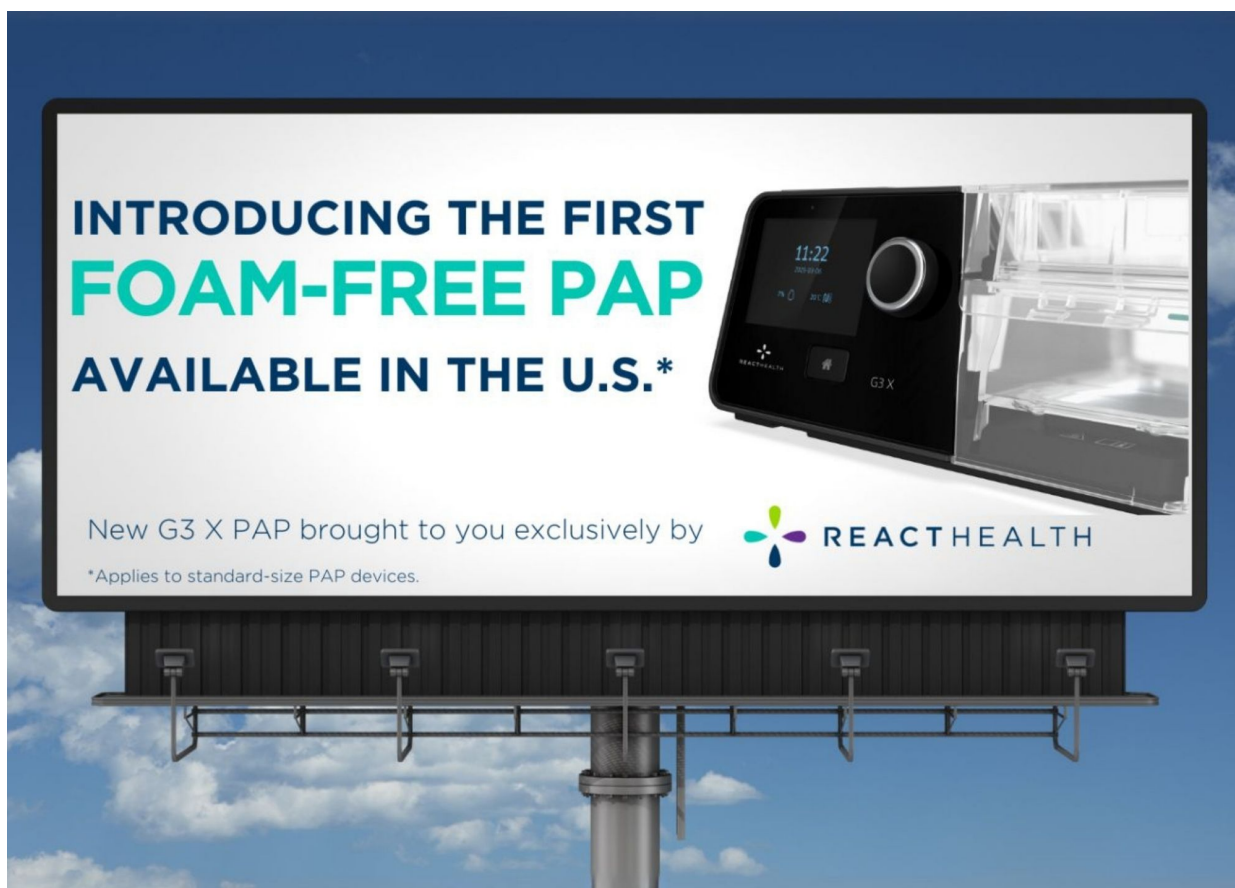
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A billboard advertisement for the first foam-free PAP device. The billboard is set against a blue sky with white clouds. The text on the billboard reads: "INTRODUCING THE FIRST **FOAM-FREE PAP** AVAILABLE IN THE U.S.*". To the right of the text is an image of the G3 X PAP device, which is a black machine with a digital display showing "11:22" and "2023-03-06". Below the text, it says "New G3 X PAP brought to you exclusively by" followed by the REACTHEALTH logo, which consists of a stylized four-leaf clover in green, yellow, and blue. A small footnote at the bottom left of the billboard reads: "*Applies to standard-size PAP devices."

INTRODUCING THE FIRST
FOAM-FREE PAP
AVAILABLE IN THE U.S.*

New G3 X PAP brought to you exclusively by  **REACTHEALTH**

*Applies to standard-size PAP devices.



An advertisement for Brighttree by ResMed. The top half of the image shows a smiling woman with curly hair, wearing a yellow cardigan over a white shirt, in a clinical setting. Below this, on a blue background, is the text: "Minimize your staff's workload and maximize your payment process with Automated Calling Services." At the bottom left is the Brighttree logo, which includes a stylized 'b' made of two squares and the text "brighttree by ResMed". At the bottom right is an orange button with the text "Find out how".

Minimize your staff's workload and
maximize your payment process
with Automated Calling Services.

 **brighttree**
by ResMed

Find out how

Thank you to our MAMES Premier Partners & Platinum Sponsors!



COMPASSHEALTH

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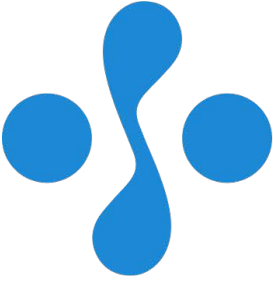
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