



Automotive Mobility Solutions

National Mobility Equipment Dealers Association
www.nmeda.com



CAMS-HP Outreach Programs:

Which program do I choose?

How do we make it a successful event?



Today's Presenters:

National Mobility
Equipment Dealers
Association



Cassy Churchill

Store Manager
M.C. Mobility Systems, Inc.

Leah Belle

OTR/L, CDRS, CDI
Driver Rehabilitation Program Coordinator
Greenville Health System
Roger C. Peace Rehabilitation Hospital

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Overview of the CAMS Outreach Programs

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- CAMS-HP 7 Hour CEU Courses for Health Professionals
- CAMS-ADED 3 Hour CEU Course for Health Professionals
- CAMS-HP 3 Hour CEU Online Course for Health Professionals
- CAMS-HP 1 Hour CEU Lunch & Learn Courses for Health Professionals
- CWTA 1 or 3 Hour CEU Courses for Health Professionals



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NMEDA Support:

Outreach Program	CAMS-Regionals	CAMS-ADED	CAMS-Lunch & Learns
Time	Full Day	Half Day	2 Hours
Audiences	Healthcare Professional Influencers	Healthcare Professional Influencers	Healthcare Professional Influencers
CEU accreditations	AOTA ADED CCMC RESNA AKTA	AOTA ADED CCMC	AOTA CCMC
CEU Contact Hours	7	3	1
Cost to Produce or Sponsor	~\$3000	~\$600	~\$300
Attendance Size	Up to 30	12-18	< 10
Instructors	NMEDA provides	NMEDA-ADED provides	Dealer provides
Support	Full	Partial	None (Grassroots-DIY)



TERMINOLOGY

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CAMS-HP: Comprehensive Automotive Mobility Solutions Course for Health Professionals

ADED: Association for Driver Rehabilitation Specialists

CDRS: Certified Driver Rehab Specialist

CWTA: Conducting Wheelchair Transportation Assessment Courses

AOTA: American Occupational Therapy Association

CCMC: Commission for Case Manager Certification

AKTA: American Kinesiotherapy Association





TARGET AUDIENCE

National Mobility
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Continuing Education

Provider: NMEDA

Target Audience: OT, OTA, PT,
PTA, Case Managers, ATP,
Students and Other Health
Professionals

AOTA Classification

Code: Category 2 Occupational
Therapy Process

Topic: Intervention

Education Level: Introductory

National Accreditations: AOTA,
ADED, CCMC, AKTA

Referral Sources: BVR, DME, VA,
BWC, etc.



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CAMS-HP Regional Event

Course Description and Outline:

This introductory level continuing education course contains a range of topics pertaining to personal automotive mobility solutions. It will assist the allied health care practitioner in understanding and advocating for individuals seeking automotive vehicle modification solutions, while also teaching practitioners about the unique process involved in evaluating, selecting and purchasing appropriate automotive options.





CAMS-HP Regional Event

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Learning Objectives and Outcomes:

- Understand and identify the unique process involved in researching, evaluating, selecting and purchasing automotive mobility solutions.
- Differentiate and list the key industry professionals and organizations involved with the automotive mobility equipment industry.
- Identify and list valuable resources to assist your patients in the available automotive transportation options.
- Understand and list the negative ramifications consumers/patients may face with poor awareness about this unique process in the automotive mobility arena.
- Identify and differentiate the pros and cons of various common automotive mobility solutions for accessible vehicles and adaptive equipment.
- Identify and learn how to establish a solid and positive working relationship with your local Mobility Equipment Dealer

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Event Highlights

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- Duration: 7 Hours
- Meals: Light Breakfast, Lunch and Snacks
- Attendance Size: Up to 30 (more possible for additional sponsorship)
- Cost: \$3,000 approx.
- Presenter: NMEDA Certified Trainer (healthcare professional)
- Scheduling: work with NMEDA, no dates until 2018
- Benefits:

Hosted at your facility

Showcase vehicles and other products

NMEDA Support for logistics including participant packets.

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Testimonial: Adaptive Driving Access

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Katie Larsen – Marketing & Events
Coordinator

Mike Murphy – Corporate Sales
Manager



- Hosted 7 CAMS-HP Presentations since October 2015
- Achieved highest score on record: 4.97/5.00
- Achieved all time high attendance: 50
- Average attendance: 40
- Attendee Targets: OT, PT, Case Managers, Driver Evaluators, VR Officers, and Independent Living Services Agencies



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CAMS-ADED 3 Hour Course

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Course Description and Outline CAMS-ADED:

This introductory level educational course is aimed at providing allied healthcare professionals with an overview of a patient's automotive mobility challenges, automotive mobility solutions, and the practitioner's role in advocacy and referral. Patient assessment, chronic illnesses and disabilities analysis, adaptive solutions and the role of specialists will be reviewed.



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CAMS-ADED 3 Hour Course

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Learning Objectives and Outcomes:

- Appreciate driving as a means of independence and the necessity of mobility solutions
- Understand the need for automotive mobility solutions and the current industry status
- Comprehend the spectrum of driver rehabilitation services
- Review chronic illnesses that might require automotive solutions
- Learn about automotive mobility equipment and adaptive products
- Understand the importance of working with highly trained professionals and certified vendors
- Differentiate and list the key industry professionals and organizations involved with the automotive mobility equipment industry
- Identify and differentiate advantages/challenges of various automotive mobility solutions for accessible vehicles and adaptive equipment
- Understand and identify the unique process involved in researching, evaluating, selecting and purchasing automotive mobility solutions
- Identify valuable resources to assist clients
- Explore a road map for assessment and advocacy in the mobility process

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Event Highlights

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- Duration: 4 Hours
- Meals: One Meal (breakfast or lunch) and light snack
- Attendance Size: 12-18
- Cost: \$600-700 approx
- Presenter: CDRS/OT ADED/NMEDA certified trainer
- Scheduling: dates available for 2017, contact NMEDA
- Benefits:

Hosted at your facility

Showcase vehicles and other products

Lower cost than regional event and cost is less

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Testimonial: Clock Mobility

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Dawn Lubben



"On the Road to Independence"

- CAMS-HP and CWTA Lunch and Learn Instructor
- Hosted CAMS-ADED event with 20 attendees
- Feedback on Event
- Return on Investment



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Testimonial: United Access

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Scott Walker



Hosted CAMS-ADED event with 32 in attendance
Feedback on Event
Return on Investment



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CAMS-HP Lunch & Learn

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Course Description and Outline

This Lunch & Learn course contains a range of topics pertaining to personal automotive mobility solutions. It will assist the allied health care practitioner in understanding and advocating for individuals seeking automotive vehicle modification solutions, while also teaching practitioners about the unique process involved in evaluating and purchasing appropriate automotive options.



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Learning Objectives and Outcomes:

- Understand and identify the unique process involved in researching, evaluating, selecting and purchasing automotive mobility solutions.
- Differentiate and list the key industry professionals and organizations involved with the automotive mobility equipment industry.
- Identify and list valuable resources to assist your patients in the available automotive transportation options.
- Understand and list the negative ramifications consumers/patients may face with poor awareness about this unique process in the automotive mobility arena.
- Identify and differentiate the pros and cons of various common automotive mobility solutions for accessible vehicles and adaptive equipment.
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CWTA: Conducting Wheelchair Transportation Assessments Courses

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The Conducting Wheelchair Transportation Assessments (CWTA) course is a Continuing Education course for health professionals. The CWTA course is available in two convenient formats. The Lunch and Learn version is approximately 1.5 hours, is accredited by AOTA, ADED, and the CCMC for 1.0 CEU, and is usually scheduled around a noon meal. The Regional version is approximately 3.5 hours, is accredited by AOTA, ADED, and the CCMC for 3.0 CEU, and is usually scheduled either as a morning or afternoon session with a meal or snack.

All Lunch & Learn and Regional Trainers are experienced mobility equipment professionals who have successfully completed NMEDA's CWTA Lunch & Learn Trainer or Regional Trainer Certification process.



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CWTA: Conducting Wheelchair Transportation Assessments Courses

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Learning Objectives

- Participants will be able to identify appropriate vehicle modifications for wheelchair & scooter access
- Participants will be able to discuss appropriate equipment for occupied wheelchair & scooter tie downs.
- Participants will be able to identify appropriate equipment for transporting unoccupied wheelchair & scooters.
- Participants will be able to refer to relevant safety guidelines and standards.
- Participants will be able to identify available sources to assure the most effective wheeled mobility transportation outcomes.

Benefits:

- Useful info and live demos of automotive mobility solutions for your clients.
- .1-.3 AOTA CEU (1-3 contact hours) at NO COST to you!
- Networking opportunities with other healthcare and mobility professionals.
- All of this in a convenient 1.5-3.5 hour scheduling format.
- FREE LUNCH! (or breakfast/snack at some locations)



Testimonials

An attendee at our Portland, Oregon training said:

"I liked the case study and hands on experience with the equipment...there was a lot of helpful information."

An attendee at our Winamac, Indiana training said:

"I liked that all presenters were very well versed and very willing to answer all questions."

An attendee at our Denver training said:

"...a wealth of information & sharing professional & multiple disciplines, & great resources."

An attendee at our Vancouver, BC training said:

"The walk around was very useful, last clinical reasoning case good as well."

An attendee at our Houston training said:

"Great course, great speaker!"

An attendee at our Phoenix training said:

"I liked best the product review and demos portion-- super cool technology!"

An attendee at our Hartford, Conn. Training said:

"Very well done!"





Testimonial

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Testimonial

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Q & A

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Contact Information

National Mobility
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Dealer Testimonials:

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