



Spring 2014 News

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Every year, Spring gives us new hope for new opportunities and change. At J&L Medical Services, we welcome new opportunities to bring our customers one step closer to a better quality of life. We work hard to make sure your health is the forefront of our business. We do so by staying on top of the latest legislative changes and how it affects you, as well as offering the very latest in products within our industry. As always, the team here at J&L thanks you for your patronage and will continue to provide exceptional patient care. *Happy Spring!*

J&L Medical Services

Legislative Update

Are You Prepared for Face to Face Requirements?

On September 9, 2013, the Centers for Medicare & Medicaid Services (CMS) announced that it would begin enforcing, and would expect full compliance with new DME face-to-face requirements on a date to be announced in Calendar Year 2014. We are now a few months into the New Year, are you prepared?

The law requires that a physician must document that a physician, nurse practitioner, physician assistant or clinical nurse specialist has had a face-to-face encounter with the patient. The encounter must occur within the 6 months before the order is written for the DME. The date of the face-to-face evaluation, must occur before the date of the written order. (i.e.: If you have a patient in need of a hospital bed, you should recommend setting up an appointment for a face-to-face evaluation, prior to placing the order.)

Also keep in mind, the face-to-face evaluation should be for the condition that supports the DME item being ordered. For example: If a patient needs a wheelchair, but was recently seen by the physician for a flu shot, a wheelchair cannot be added to that encounter's notes. An appointment should be scheduled with the physician, to evaluate the specific need for the wheelchair.

Points To Remember When Ordering

1. Documentation Requirements

- Must receive Face to Face notes on all affected items prior to delivery
- FTF must include notes to support need for all items being ordered
- FTF should also include:
 - An evaluation of the beneficiary
 - Needs assessment
 - Treatment of the beneficiary for the medical condition that supports the need for each item being ordered
 - Must be current notes within 6 months of delivery

2. Face to Face Assessment done by:

- Must be an MD or DO only
- APRN, PT, OT, etc. can document clinical notes, but an MD and/or a DO must have physically seen the patient and signed or co-signed Face to Face. *Please contact your J&L Representative with any questions!*



Featured Recipe

Eight Layer Dip with Chips

Try this healthy alternative to the traditional layer dip this Spring!



Recipe courtesy of www.coachgallouise.com

For the Chips:

1 pkg. tortillas
olive oil
salt/pepper
spices

For the Dip: (layer in order)

8oz. hummus
1 cup fresh spinach
1 cup roasted peppers
1 6oz. jar artichoke hearts, quartered
1 cup plain greek yogurt
1/2 cup olives, ex. kalamata
1/2 cup chopped green onions
1/4 cup feta

Directions:

1. preheat oven to 425 degrees
2. cut tortillas in eighths
3. mix seasonings together with olive oil
4. brush tortillas with mixture
5. bake for 5 minutes (they cook fast so keep watch!)
6. season with salt and enjoy!



What's New

J&L Medical Offers Tool to Help Sleep Apnea Patients Take an Active Role in their CPAP Treatment

SleepMapper, from Respironics, is a mobile and web-based system designed to help OSA patients enhance their sleep therapy experience. The SleepMapper program can be easily downloaded to either the patient's home PC or mobile device via the web. Once program is downloaded, data from the patient's CPAP device can be transmitted via an SD card or Bluetooth module to the patient's home PC or mobile device respectively. SleepMapper provides feedback on patient's therapy usage, mask fit and apnea hypopnea index (AHI). Patients can also access videos and guides to learn more about obstructive sleep apnea and their sleep therapy equipment. In addition, patients can set and see their therapy goals. SleepMapper is currently only available to Respironics System One patients. Please contact your J&L Representative for more details.

North East Sleep Society

J&L Medical Services will be attending NESS once again this year. North East Sleep Society is a non-profit educational organization originally founded in 1985. They run an annual meeting for health care professionals to network and present the latest innovations in sleep disorders. Please stop by our booth to meet our company representatives and see the various sleep products and services J&L Medical Services provides.



J&L Medical's new website and resource center for patients and referrals

Benefits for our valuable patients:

1. *Payments made easy*

Did you know how easy it is to make payments at J&L Medical? Payments can now be made online by clicking **MAKE A PAYMENT** on our home page.

2. *Medical Supplies*

Are you interested in viewing the large quantity of products offered by J&L? J&L Medical has a large selection of medical equipment for every day use as well as respiratory related supplies. Visit our home page and select **MEDICAL SUPPLIES** to view a complete list.

3. *Schedule an Appointment*

Want to schedule an appointment at one of our locations? Select **STORE LOCATION** and find the one closest to you.

4. *Provide Feedback*

Want to leave feedback on your experience with J&L? Your feedback is important to us. By selecting **GIVE US YOUR OPINION** on our home page you can talk about your experience.

Benefits for our loyal referrals:

5. *J&L University*

Do you need further education credits? J&L offers CEU credits for case management, nursing and respiratory staff. Select **RESOURCES** at the top of the home page and **J&L UNIVERSITY** in the drop down box. A user name and password is required to login so contact Stephanie George at 203-757-4991 ext 404 to get started.

6. *Contact J&L Medical*

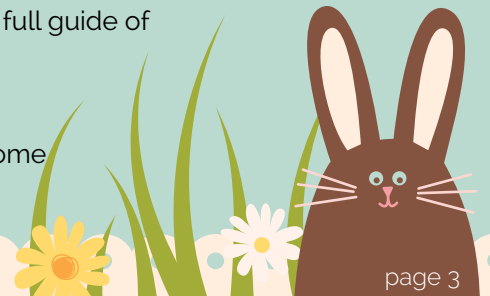
Do you ever have a quick question but no time to make a phone call? J&L now offers live chat. Send an inquiry by going to **CONTACTS** or use **LIVE CHAT** in the bottom right corner.

7. *Medicare Help*

Have questions on Medicare qualifications? Click on the **MEDICARE** tab and see a full guide of Medicare qualifications for each product.

8. *Meet the Team*

Want to learn more about the employees at J&L? Click on the **ABOUT** tab on the home page and select **MEET THE TEAM**.





“As I left a patient’s home this morning feeling extremely pleased and gratified with how we have impacted his life, I had to share his story.”



Irish's Corner

This patient is in his early seventies and has been married to his wife for over fifty years. He has a history of heart disease and has been **diagnosed with COPD** ten years ago. To say that life has been a struggle for him would be an understatement. He has had knee surgery which has made it difficult for him to get around and he has also had two surgeries on his heart. He has gone to see his primary care physician and pulmonologist on a regular basis but stated that he constantly felt exhausted and sluggish. He communicated this to his physicians but his blood work and in office oximetry **always showed that everything was fine.**

At the beginning of October we received an order from his pulmonologist to perform an overnight oximetry for this patient. **This was a day that changed his life.** Overnight oximetry is a service that J & L provides that is able to give information to the physician as to how the patient is doing at night while they sleep. **We deliver an oximeter to the patient’s home,** they sleep with the probe on their finger, it monitors their oxygen levels while they are sleeping and we provide those results back to the physician. Oxygen desaturation can put a patient at a higher risk for stroke and heart disease as well as many other conditions. It can also be a reason why a patient feels exhausted throughout the day.

The oximetry for this patient showed a substantial desaturation at night. In turn, his pulmonologist ordered him two liters of nocturnal oxygen. **The results for this patient after using just two liters of oxygen have been absolutely amazing.** As he was telling me of the **improvement in the quality of his life** he literally had to contain himself from jumping up and down. It was extremely heartwarming to see. He had not slept in the same bed as his wife in years because he was up and down so many times. He is now back in his room with his wife and states he sleeps better than he ever has. He also states that he has no problem keeping up with her now during the day. He goes shopping with her now and out to lunch which is something they have not been able to do in years. Although he does sometimes still take his “afternoon nap”, he no longer feels sluggish and tired throughout the day. He stated over and over that he can’t get over the change and **that he “feels like a new man”.** He wishes that J & L would have been able to intervene a long time ago. He thanked me over and over for making such a difference in his life. He also stated that **everyone that he has dealt with at J&L has been both professional and very helpful** as well.

I left this patient’s home feeling extremely uplifted. It’s amazing to me how just a little bit of oxygen at night can make such a profound impact in a patient’s life. It is also **tremendously fulfilling** to know that **what we do on a daily basis is making such a difference.**



Employment at J&L Medical Services

J&L Medical Services is always looking to add talented and experienced individuals to our team. If you are interested in applying or inquiring about employment opportunities at J&L Medical Services, please email your resume to Gordon Worley at gworley@jandlmedical.com.



NOTICE: Watertown Ave. location is now closed. Visit our Middlebury location where many of our products are available.



Middlebury
199 Park Rd Extension, Suite A

Wethersfield
640 Silas Deane Highway

Fairfield
35 Kings Highway East

Torrington
1143 New Litchfield St., Unit D

West Springfield
201 Park Ave