



Dr Comfort Updates – June 13, 2008

To Accredited or Not To Accredited – That is an Easy Question

Look – no one is happy that we have to go through this accreditation process. But unless the laws change for DPM's (which many leading members of the APMA are working toward, but are also saying that it is a long-shot) anyone dispensing DME products will need to become accredited.

So - the question you will next ask yourself is whether it is worth it for your business to become accredited, right? ***The answer is easy – it's a big YES.*** Here's why. (And while you are reading this, remember that you make, on average, \$200 for one pair of shoes and three pairs of inserts)

- You buy a manual from ARC for \$99 (\$1,200 value normally)
- You read through it and realize that you have most of this in place already
- You tune up your office procedures for the areas that are a little weak
- You call ABC Accreditation and apply for the accreditation through this source (or if you have other specific DME needs, they will get you to the proper accrediting body). You pay them \$825 on this application.
- You show DrC that you have paid the \$825 to ABC and we will provide you with a credit on your next two pair of shoes and inserts (a billing value of up to \$720)
- OK – so in this first phase, you have spent about \$200 (remember the one pair of shoes and three pair of inserts?).

The ongoing costs with ABC are \$600 per year – this is the profit you make on 3 pairs of shoes and inserts! From a financial standpoint – there is not another portion of your practice that you make this kind of money with as little risk.

Someone is going to sell shoes to your patients – if not you, someone else will. Why risk losing a patient next year (with all of their other services that you provide) because you will tell them to go down the road to buy their shoes? There will be plenty of foot care professionals that will be accredited. You should be one of them.

Call us to get set up with the ARC Manual – **and then call ABC** to determine the best path towards accreditation for your business.

ABC Contact Information

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So – this really is an easy question to answer.

YOU CAN NOW ORDER SHOES AND INSERTS ONLINE!