

OUR DISTINGUISHED SPEAKERS



Jeffrey S. Baird, Esq. is Chairman of the Health Care Group at Brown & Fortunato, P.C., a law firm based in Amarillo, Texas. Mr. Baird represents pharmacies, HME companies and other health care providers throughout the United States. He works closely with governmental agencies. Mr. Baird has authored numerous articles and is a frequent lecturer throughout the country. He serves on the Medtrade Education Advisory Board and the AAHomecare Regulatory Council. Mr. Baird earned a B.B.A. from the University of Iowa and received his law degree from the University of Tulsa College of Law. Mr. Baird is Board Certified in Health Law by the Texas Board of Legal Specialization.

John E. Gallagher is Vice President of Government Relations for the VGM Group, Inc. where he is responsible for advocating on behalf of VGM members/DME providers to Congress, the Administration, and federal agencies. Gallagher has also amassed thousands of miles, traveling across the country to educate both the state associations and independent providers on regulatory and government issues. Additionally, Gallagher has worked tenaciously to promote upstanding service within the home medical equipment industry. He is a board member of both the Healthcare Quality Association for Accreditation (HQAA) and the Fraud Eradication Advisory Team (FEAT). John received his undergraduate degree from the University of Northern Iowa and a master's degree in management from the State University of New York – Binghamton. Prior to his 2002 employment with VGM, John served as a U.S. Army Signal Corp. Officer from 1983 to 1989. He also held a number of executive positions in the medical equipment industry.



Mark Higley is Vice President of Regulatory Affairs of the VGM Group with responsibilities including corporate business development, market research and industry analysis. His current projects include analysis of governmental, regulatory and compliance issues affecting the DMEPOS industry, including national competitive bidding, health care reform, and other current home medical equipment provider concerns. He sits on the AAHomecare Regulatory Council, on the board of the Healthcare Quality Association on Accreditation (HQAA), and is a regular speaker/panelist/consultant at numerous HME industry events. Mark received his master's of business administration in marketing research from the University of Iowa, and earned undergraduate degrees in Finance and Economics. Prior to his 1998 employment with VGM, Mark held a variety of executive positions with the Arena Football League, Chicago, IL, and as a financial analyst with Deere & Company, Moline, IL.

Miriam Lieber is an independent consultant and trainer specializing in homecare reimbursement and operations management. Her extensive experience with Medicare and other third party payers has brought her national recognition in the homecare industry. With over 25 years experience in the homecare field, Miriam is a featured author of many articles in the areas of operations management and leadership. She is also a nationally known speaker for many homecare trade associations. In her consulting practice, Ms. Lieber's clientele includes, home health care companies, managed care organizations, hospitals, wholesalers, pharmacists and manufacturers. She is known to have practical approaches to complex reimbursement matters and assists her clients with the nuts and bolts of running a profitable business.

