

## **“State of the Industry”**

**Name:** Patrick Kochanowski

**Phone #:** 724-325-0079

**Email:** pkochanows@aol.com

**Employer:** KHIC, Inc.  
A Miracle-Ear Franchise

**Financial Disclosure:** I do not have any financial interest or gain in this presentation.

**Bio:** Patrick S. Kochanowski received his Bachelor of Science degree from the Indiana University of Pennsylvania, he is a Certified Audioprosthologist and is Nationally Board Certified in Hearing Instrument Sciences he owns a multi-unit Miracle-Ear Franchise and has over 27 years of dispensing experience. He is a Past President of the Pennsylvania Hearing Healthcare Association and is also the current President of the International Hearing Society

**Course Title:** “State of the Industry”

### **Course Description:**

- FDA regulations for OTC devices, what to expect going forward
- Proposed Congressional approval of hearing aids dispensed/administered through Medicare
- The Federal Trade Commission-- -Unbundle Services?
- Do you stock OTC devices? — Will it be a Negative if you do not?

### **Learner Outcomes:**

Participants will be able to summarize effectively where the FDA Regulations and Congressional approval for hearing aids through Medicare stand currently.

Participants will be able to describe 3 dynamic changes occurring in our Industry.

Participants will be able to demonstrate 3 ways to best position their individual practices to provide their patients with exceptional service and outcomes.