So much has happened in long-term care over the last year. Between steep payment cuts and a greater emphasis on therapy assessments, the strain on skilled nursing facilities is greater than ever. To better meet your needs, HCPro is pleased to introduce its inaugural **Long-Term Care Solutions Catalog** to provide the resources and support to help your facility thrive in spite of your limited time and budget.

Inside you will see the many ways we partner with providers to achieve regulatory compliance, manage facility operations, and protect the bottom line. And, as a special thank you, we are offering you a $25 discount on your order of $100 or more. We appreciate your business!

Throughout our catalog, you’ll find a complete suite of offerings designed to help you stay on top of changing regulations and ongoing staff training. And in keeping with our budget-friendly philosophy, we are excited to offer several cost-effective product bundles, which give you access to top-notch resources at a special price! Also, check out our calendar of events on the back cover of the catalog so you can easily plan all of your training needs for 2012.

**2012 highlights include:**

- **HCPro Advisory Services:** outcome-driven, individualized solutions to meet your most complex regulatory, financial, and operational challenges.

- **CPRA Certification:** the brand-new credential for the entire MDS 3.0 team, demonstrating interdisciplinary competence in resident assessment with a special focus on converting clinical theory into practice.

- **MDS 3.0 Essentials Boot Camp—Online:** an economical Web-based course that can be completed in two days and provides students with the skill set to support a resident-centered approach to the MDS.

- **Custom Education:** we can modify any of our live training programs and bring them to your facility as a cost-effective, efficient way to train all staff.

In addition, we offer frequent webcasts, which provide practical insights and tips on ways to manage common but difficult regulatory issues that can plague even the best-run long-term care facilities.

HCPro's mission is to become your facility's complete long-term care solutions provider. From staff education to regulatory guidance, and from creating operational efficiencies to helping your business grow, you can count on HCPro to deliver quality products that meet all of your needs and provide value to your facility.

So please, flip through our catalog and keep it on your bookshelf to reference throughout the year. Thank you for choosing HCPro as your full-service partner in regulatory, financial, and operational success.

Diane L. Brown, BA, CPRA
HCPro Regulatory Expert

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CUSTOMIZED GUIDANCE FROM A TRUSTED SOURCE

The demands on long-term care providers have never been greater. HCPro’s Advisory Services are outcome-driven, individualized solutions to meet your most complex regulatory, financial, and operational challenges. From coding audits to compliance program development, our team of advisors provides flexible, comprehensive support to our clients so you can focus on yours.

Our value lies in the unique partnership we build with providers and the results we help them achieve. There is nothing standardized about our approach—we will evaluate your current processes and outcomes, create action plans to improve them, build tools to use in practice, and implement a system for sustainable results.

Our team of advisors offers a full range of services to long-term care providers, including:
- Documentation improvement review
- MDS 3.0 & RUG-IV review
- Survey preparation and response
- Compliance program development
- Case-mix analysis
- Medicare coding and billing audits

To discuss your needs with lead advisor Diane L. Brown, BA, CPRA, please call 877/233-8828 for a free, no-obligation conversation about how HCPro Advisory Services can benefit you today.

HCPro ensure regulatory compliance | improve financial health | balance quality and efficiency

www.hcpro.com/LTCadvisory
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Medicare Boot Camp®–Long-Term Care Version
Overcome steep payment cuts and therapy changes in the SNF PPS, navigate payment under RUG-IV, improve documentation, ease the transition to ICD-10, and avoid audit risk. This course also covers all the latest Medicare regulations and rules to ensure that your staff is up to date and properly billing for services. Medicare Boot Camp®–Long-Term Care Version follows a Medicare patient from preadmission through discharge, addressing the function of each department and uncovering the pitfalls along the way.
Visit www.hcprobootcamps.com for dates, locations, details, and to register!
Order Code: Depends on date and location
Price: $1,299

MDS 3.0 Boot Camp: Beyond the Basics™
Establish the assessment as the core driver of your clinical and business decisions. Your interdisciplinary team will learn to improve processes, enhance communication, and execute clinical pathways to achieve premium person-centered care, quality outcomes, and accurate payment. The agenda is packed with case-based learning modules and instructs on the most up-to-date MDS 3.0 and SNF PPS information.
Visit www.hcprobootcamps.com for dates, locations, details, and to register!
Order Code: Depends on date and location
Price: $999

CPRA
Introducing the most accurate measure of interdisciplinary competence in resident assessment with a special focus on converting clinical theory into practice. CPRA recognizes professional and academic achievement by individuals involved in the long-term care resident assessment process. The exam was designed by long-term care experts whose experiences reflect the broad base of knowledge required for interdisciplinary competence. For more details see page 17.
Visit www.CPRAonline.com for details and to register!
Order Code: CPRAFEE
Price: $299 ($129 for attendees of MDS 3.0 Boot Camp: Beyond the Basics™)

MDS 3.0 Essentials Boot Camp™–Online
The MDS 3.0 Essentials Boot Camp™–Online is designed to fit the training needs and schedules of MDS coordinators and interdisciplinary team members. This economical online course can be completed in two days and furnishes students with the skill set they need to support a resident-centered approach to the MDS. ONLINE training sessions begin every four weeks!
Order Code: Depends on date
Price: $499

For a list of benefits for each course, plus a calendar of dates, please see the inside back cover of this catalog.
**Long-Term Care Skilled Services: Applying Medicare’s Rules to Clinical Practice**

Learn when to skill a resident based on government regulations, Medicare updates, the MDS 3.0, and proven strategies. Discover the role played by nurses, therapists, and MDS coordinators in the application and documentation of resident care. Collect the reimbursement you deserve with this compilation of examples and explanations of the right way to manage the skilled services process.

**Order Code:** MDSLTC  
**Price:** $129

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**The Long-Term Care Compliance Toolkit**

Develop or strengthen a compliance program with more than 40 tools that deliver efficient ways to train and educate staff, perform internal auditing and monitoring checks, develop self-correcting actions, and stay on top of changing regulations. This comprehensive book will help you withstand the QIS process and Medicare audits, and improve your overall operation’s efficiency and productivity.

**Order Code:** BCPLTC  
**Price:** $149

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**MDS 3.0 RAI User’s Manual**

Don’t pay more than necessary for the most up-to-date version of the *RAI User’s Manual*. You’ll be able to complete the MDS using the government’s word-for-word instructions, and continue to complete assessments, ensure proper reimbursement, and provide quality care.

**Order Code:** UMDS3.4  
**Price:** $59

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**PPS Survival Package**

The **PPS Survival Package** includes a seat at any of our Medicare Boot Camp®—Long-Term Care Version programs, as well as the book *Long-Term Care Skilled Services: Applying Medicare’s Rules to Clinical Practice* and unlimited access to our popular and informative webcast **Financial Implications of the 2012 SNF PPS Final Rule**. As an added bonus, you’ll get a FREE copy of the most recent *RAI User’s Manual* to ensure accurate completion of the resident assessment.

**Order Code:** pkPPSSP  
**Price:** $999  
**SAVINGS:** $687

Order online at [www.hcmarketplace.com](http://www.hcmarketplace.com) or call 800/650-6787 to choose which Boot Camp location you want to attend.
MDS 3.0 Care Plans Made Easy
Designed to assist the long-term care interdisciplinary team in making the transition to person-first care plans. This book contains more than 100 proven, person-centered care plans that you can modify to fit the individual needs of your residents. You’ll be able to satisfy requirements of the new assessment process while care planning more efficiently.
Order Code: RCCP
Price: $149

Interviewing Essentials for MDS 3.0 and QIS: A Training Handbook for LTC Professionals
Give staff members an upper hand in the survey process by exposing them to potential situations that may arise during a QIS interview. This 48-page training guide cuts through the theory and delivers step-by-step ways to build and improve interviewing skills. Author Diane L. Brown, BA, CPRA, provides guidance on the various ways to conduct an interview and the different situations that may arise.
Order Code: LTCRIIH
Price: $99

Medicare Part B Billing Manual for Long-Term Care
Billing for just one allowable Part B service will more than pay for this book! See how Medicare Part B billing breaks down into separate revenue streams, and see examples of how to fill out the UB-04 form to submit claims. This manual covers Medicare Part B billing rules, which services you can bill for, and documentation requirements.
Order Code: MCPBBM
Price: $129

Medicare Audits in Long-Term Care: A Guide to MACs, RACs, and ZPICs
Take a proactive approach to Medicare audit preparation and response. This book contains detailed descriptions of what you can expect during the different types of Medicare audits, how to conduct an internal audit, and what to do once you have been audited. Learn risk areas and vulnerabilities that may be present in your facility, and understand where to focus internal compliance efforts.
Order Code: NHGMA
Price: $149

The Complete Guide to Long-Term Care Medicare Billing
Easy-to-understand guidance that helps long-term care facilities correctly file Medicare Part A and Part B claims. This book breaks down the consolidated billing process, clarifies the appropriate use of beneficiary notices, and offers practical solutions for billing under RUG-IV.
Order Code: GMBLTC
Price: $99

Breaking the ADL Code: A Team Approach to MDS 3.0 Documentation
This comprehensive, 20-minute video can train your entire nursing team on ADL documentation requirements. Familiar scenarios illustrate the ADL coding changes, provide examples of each level of scoring, and walk CNAs and RNs through the correct ways to code the late-loss ADLs. MDS coordinators will discover how to tabulate the ADL scores of each resident to come up with the final ADL codes.
Order Code: VADLUMDSVDVD
Price: $199
**PPS Alert for Long-Term Care** provides how-to advice to enable you to better understand regulations and streamline your processes.

**Billing Alert for Long-Term Care** provides important clarification of major billing changes and initiatives to help protect your reimbursement dollars.

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**MDS 3.0 Update**

**MDS 3.0 Update** is a **FREE** bi-weekly e-newsletter that provides MDS coordinators and skilled nursing facility staff members with up-to-date information regarding the MDS 3.0. It goes beyond the regulations and provides real-world advice and tips to help you evaluate your processes under the MDS 3.0. Every other week you can expect:

- A question-and-answer section written by HCPro regulatory specialist **Diane L. Brown, BA, CPRA.** Diane takes your questions via e-mail and provides the answers in her column.
- An MDS 3.0 tip that could save you time and money.

Sign up today at [www.hcmarketplace.com/free](http://www.hcmarketplace.com/free).

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**FREE E-NEWSLETTER!**

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For a FREE, no-obligation consultation on custom training and advisory services, call: **877/233-8828**
Critical Thinking in Long-Term Care Nursing: Skills to Assess, Analyze, and Act

Develop a culture of critical thinking, from coaching new grads through bad resident outcomes to encouraging experienced nurses by setting expectations and reducing medical errors. Nurse managers and educators will discover how to teach these valuable skills to their staff. Perfect for orientation and beyond, this book and CD-ROM includes tools and resources for ongoing development.

Order Code: CTLTCN
Price: $99

The CNA Trainer’s Manual, Second Edition

The most comprehensive CNA in-service training program on the market is packed with games, training tools, and tips that will change the way you do training. This updated version features lesson plans for staff trainers, interactive lessons for CNAs, and many more activities and tools. Minimize the amount of time you spend preparing for in-services while maximizing the effectiveness of each exciting session.

Order Code: pkCNATS2
Price: $249

The CNA Training Solution Caregiver’s Workbook, Second Edition

Equip CNAs in your facility with this 65-page workbook to follow along and get involved in the training process. The workbook contains 10 lessons, each with activities to make learning fun and interactive. Written in simple terms, each lesson focuses on a different care topic that CNAs need to understand in order to be effective caregivers.

Order Code: CNATS2
Price: $69

CNA Training Advisor

Save time and money with your in-service training! Get fresh ideas, lesson plans, course materials, and quizzes with a subscription to CNA Training Advisor. Each month this publication offers you a complete four-page in-service training lesson delivered to your inbox or mailbox! Every newsletter includes:

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- Easy-to-follow instructions for program preparation
- A brief summary of the lesson’s key elements
- A quiz to document CNA training hours

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Price: $149

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January: Quality Indicator Survey preparation
February: Special conditions: Cancer, post-polio syndrome, and multiple sclerosis
March: Culture change
April: Fall prevention
May: Customer service
June: Depression and sleep disorders
July: ADL assistance
August: Infection control and bloodborne pathogens
September: Wandering and elopement
October: Preventing rehospitalizations
November: Teamwork: Nurse/CNA collaboration
December: Mental illness
CNA Training Solution Video Kit
Provide high-quality in-services on today’s most essential topics. You’ll receive 10 video training programs compiled on one DVD, plus complete lesson plans for each in-service, handouts, posttests, and certificates of completion. Developed specifically by and for long-term care professionals, staff trainers can use these eight-to-10 minute videos to demonstrate essential skills in an actual long-term care facility. Purchase the kit and save nearly $300, or buy each video individually for just $99.

Order Code: VCNAKDVD  Price: $695

Elder Abuse
Descriptions and examples of the different types of elder abuse, including physical abuse, sexual abuse, emotional abuse, neglect, and financial exploitation. Also included are the signs of each type of abuse and what a CNA can do if he or she suspects a resident is being abused.

Order Code: VCNAEADVD  Price: $99

Falls Prevention
A training on how CNAs can help prevent resident falls, teaching them to recognize and address risk factors.

Order Code: VCNAFPDVD  Price: $99

End-of-Life Care
Exploration of how CNAs can help residents with the issues they face at the end of their lives. Learn about the different models of end-of-life care and receive advice about coping with the death of a resident. Includes a section on the rights of dying residents, including the right to refuse treatment and the right to die pain free.

Order Code: VCNAELDVD  Price: $99

Depression and Anxiety
Examination of the definitions, causes, and signs of depression and anxiety in the elderly. Long-term care facility staff should learn to recognize the symptoms of these conditions since they often can be mistaken for dementia. Descriptions of the five major types of anxiety and their symptoms are included.

Order Code: VCNAADADV  Price: $99

Survey Preparation
This primer on the long-term care survey process explains what CNAs can expect from a survey and educates them on how to prepare. This video also looks at common areas on which surveyors focus.

Order Code: VCNASPDVD  Price: $99

Resident’s Rights, Restraints, and Confidentiality
An explanation of how CNAs can protect and promote resident rights. This video takes a hard look at restraints, privacy, confidentiality, ethics, and HIPAA. It also explores professionalism and how it can affect resident care.

Order Code: VCNARRDVD  Price: $99

Pain Management
A look at how pain can affect residents’ lives. The program also examines how to recognize the signs and symptoms of pain, describes the different types of pain, and explores how pain is commonly treated.

Order Code: VCNAPMDVD  Price: $99

Safe Lifts, Transfers, and Mobility Assists
An illustration of how CNAs can protect themselves and their residents by using proper lifting techniques. This video describes how to safely transfer residents and looks at how to help residents ambulate.

Order Code: VCNASLDVD  Price: $99

Infection Control and Bloodborne Pathogens
A look at the role CNAs should play in infection control by exploring the different methods of disease transmission, hand washing techniques, standard precautions, and personal protective equipment.

Order Code: VCNACDADV  Price: $99

Alzheimer’s Disease
A review of the stages of Alzheimer’s disease, teaching CNAs to recognize the symptoms of the disease and the special considerations of working with afflicted residents.

Order Code: VCNADDVD  Price: $99
The CNA Training Solution Video: Orientation
CNA trainers can save time developing effective orientation materials while providing students with a quality orientation that is vital to their success. A companion CD-ROM features a lesson plan, a post test, and a certificate of completion. This video is great for an instructor-led program, or it can be used as a self-study lesson for each student. Train your frontline staff on topics such as:

- Fire safety
- Resident rights
- Infection control
- HIPAA
- Falls prevention
- Caring for residents with dementia

**Order Code:** VCNASODVD  
**Price:** $199

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Restorative Nursing and You: Helping Residents Help Themselves
This 20-minute video helps CNAs administer proper care and empowers them to use restorative care to improve residents’ lives. Highlighting communication, ambulation, bathing/grooming, eating/dining, range of motion, and transfers, this video presents real-life scenarios to illustrate how CNAs can help residents maintain independence. It comes with a complete lesson plan and a comprehension quiz to make sure CNAs absorb the information.

**Order Code:** VRNYDVD  
**Price:** $199

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F-Tag 373: Feeding Assistance: A Video Training Guide
Ensure that feeding assistants are trained and work within their roles to avoid CMS survey citations. This 20-minute training video uses familiar nursing home scenarios to provide easy-to-understand training on F-tag 373 that can withstand surveyor scrutiny, and provides efficient training for both CNAs and paid feeding assistants. It includes a bonus CD-ROM with a complete in-service and a quiz to test staff knowledge.

**Order Code:** VLTCFATDVD  
**Price:** $199

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LTC Nursing Assistant Trainer
Do you find it hard to develop new training techniques? With LTC Nursing Assistant Trainer, a **FREE** biweekly e-newsletter, you’ll no longer struggle to devise new teaching tools because we do it for you. It arrives automatically in your e-mail inbox and provides you with training advice on patient care, including how to prevent patient and staff injuries, how to care for patients with hearing loss, understanding the stages of Alzheimer’s disease, and more!

Sign up today at [www.hcmarketplace.com/free](http://www.hcmarketplace.com/free).
ADMINISTRATION AND OPERATIONS MANAGEMENT

The Comprehensive Guide to Nursing Home Administration
Learn the nuts and bolts of how to be an effective SNF administrator. This book serves as your blueprint to managing staff, developing a budget, and navigating the regulatory environment. Complete with an emphasis on high-focus OIG survey targets, this book also contains 870 test questions to ensure administrators are prepared to improve operational efficiency.

Order Code: SNHA  Price: $149

The Long-Term Care Director of Nursing Field Guide, Second Edition
Whether your goal is certification, recertification, or on-the-job training, this guide helps improve quality of care, cut costs, and sharpen your leadership and management skills. New and veteran DONs will benefit from this updated edition, which includes guidance on quality indicator surveys, MDS 3.0, audit threats, and more.

Order Code: DONFG2  Price: $149

Ending Hospital Readmissions: A Blueprint for SNFs
Avoid the pitfalls that cost SNFs billions each year in preventable rehospitalizations. This book delivers practical strategies you can employ to combat this problem, such as enhanced resident assessment and documentation policies. It illustrates the financial consequences of unchecked resident readmission and provides you with the tools to address this problem.

Order Code: PRLTC  Price: $129

Clinical Accountability in Long-Term Care: Six Strategies to Build a Culture of Commitment
Discover strategies to empower staff to take more ownership and responsibility in their jobs. Quantifying an intangible concept such as accountability can be difficult, but the author reveals her six-step plan to achieve measurable results. This manual provides helpful tools to set expectations for behavior and standards of practice.

Order Code: NALTC  Price: $129

Infection Control for Nursing Homes: A Guide to Government Standards
This updated book helps directors of nursing, staff educators, and long-term care administrators update their current infection control plans and training to meet government requirements and ensure resident safety. You’ll get guidance, policies, and staff training tools your facility needs to prevent the spread of infection and avoid one of the most common survey deficiencies in the industry.

Order Code: ICNH2  Price: $99

Competency Management in Long-Term Care: Skills for Validation and Assessment
This practical, easy-to-use manual and CD-ROM set provides the logic behind competency validation and offers guidance to instructors about how to test staff competencies effectively and efficiently. This toolkit provides a wide range of long-term care nursing competencies.

Order Code: EBCMLTC  Price: $149

Satisfied Customers Seldom Sue: A Guide to Exceptional Customer Service in Long-Term Care
Cultivate strong customer service skills in your long-term care nurses, frontline staff, and any other staff member who interacts with residents and families. This book and CD combo helps you understand the five-star rating system, understand the relationship between the MDS 3.0 and customer service, and access training tools such as PowerPoint® presentations, in-services, and templates to meet your facility’s needs.

Order Code: ECSLTC  Price: $149
Evidence-Based Practice in Long-Term Care: Solutions for Successful Implementation

This guide explains everything you need to know to successfully implement evidence-based practice (EBP). Carefully progressing from the fundamental facts to full application, the book tells you exactly what EBP is and describes how to create a culture of EBP. To ensure a smooth transition to EBP, you'll get case studies and exercises to familiarize you with EBP, helpful checklists to reinforce the text, and examples from to help you implement EBP in your own facility.

To order please call customer service at 800/650-6787.
Price: $149

Care Area Assessments: Culture Change for Process and Outcome Improvement

Maximize your existing resources to improve your care area assessment (CAA) processes and facilitate culture change by involving your entire interdisciplinary team. The author breaks down all 20 CAAs, providing you with a plan of what to look for during your assessments and how to accurately and efficiently complete them.

Order Code: CAA
Price: $129

The Long-Term Care Nursing Assistant’s Guide to Advanced Restorative Skills

Ensure that nursing assistants provide quality restorative care and document accurately. This book includes a CD with dozens of tools that illustrate methods to train nursing assistants to provide restorative care and promote resident independence and well-being. You’ll also discover the most common survey citations and declines related to restorative care and how to prevent them.

Order Code: CNARNG
Price: $149

Pressure Ulcers: Long-Term Care Clinical Manual

Full of strategies to prevent and treat pressure ulcers, this resource helps staff overcome documentation problems and better assess wounds and infections. This book comes with a customizable CD featuring more than 50 forms and resources to save time in clinical practice and staff education.

Order Code: PUPMG
Price: $149

BUNDLE & SAVE

The Roadmap to Resident Assessment

Complete the resident assessment and develop person-centered care plans that involve collaboration between your entire interdisciplinary team. HCPro’s Roadmap to Resident Assessment is a multimedia package containing the books MDS 3.0 RAI User’s Manual, Care Area Assessments: Culture Change for Process and Outcome Improvement, and MDS 3.0 Care Plans Made Easy, plus unlimited access to the on-demand webcast CAA Process Improvement: An Interdisciplinary Approach to Person-Centered Care. This bundle provides the blueprint you need to accurately complete MDS assessments, improve care area assessment processes, and execute a compliant plan of care.

Products sold separately: $536
Roadmap to Resident Assessment: $399
Order Code: pkTSGRA
SAVINGS: $137
The Long-Term Care Restorative Nursing Desk Reference
Develop a resident-centered restorative nursing program. This all-inclusive desk reference, written by Barbara Acello, MSN, RN, describes the clinical aspects of restorative nursing in detail and provides a much-needed guide for nurses in a long-term care facility. This book provides explanations of how restorative nursing affects QIs, QMs, care planning, and reimbursement; restorative approaches to preventing declines, falls, and eliminating restraints; and examples of restorative dining programs, bariatric care, and activities.

Order Code: LTCRNR
Price: $149

The Long-Term Care Nursing Desk Reference, Second Edition
This resource is packed with practical resident care information, essential policies and procedures, and vital regulatory and safety requirements specific to long-term care. Written by Barbara Acello, MSN, RN, it provides detailed information about common long-term care clinical issues, updated regulatory requirements to help you provide regulation-compliant care, and a CD containing vital tools and forms that help nurses save time and effort.

Order Code: LTCNDR2
Price: $149

Long-Term Care Pocket Guide for Infection Control: A Resource for Frontline Staff
Carry infection control precautions in your pocket with this resource that helps staff comply with the Centers for Disease Control and Prevention’s infection control standards. You can refer to it at any time to learn about a variety of infection control precautions, complications, and vaccines, and receive advice to prevent the spread of MRSA, scabies, urinary tract infections, septicemia, sepsis and septic shock, necrotizing fasciitis, legionella, and more.

Order Code: ICPKTG
Price: $49

The Big Book of Resident Activities
This book features more than 100 activities and care plans that facilities can use to keep residents active and engaged. It saves activity coordinators time spent searching for new activities for residents with a wide range of needs. No matter what the clinical condition or cognitive limitation, The Big Book of Resident Activities offers activities that suit each resident’s distinct needs.

Order Code: BBACT
Price: $129
Clinical Pain Management: An Essential Handbook for Long-Term Care Nurses
This comprehensive resource helps clinicians identify, assess, and treat resident pain using procedures that comply with CMS regulations. Written from the clinical perspective of Barbara Acello, MSN, RN, this book illustrates how to develop an effective care plan, provides descriptions of different pain treatments, side effects, and protocols, and includes a CD with 10 different pain scales and 50 additional resources on pain.
Order Code: PMUFT
Price: $129

Essential Nursing Procedures for Long-Term Care
Every nursing home needs procedures to ensure quality care is provided. This 200-page binder includes more than 180 nursing procedures for nearly every clinical issue encountered in long-term care. Use it as a quick reference when treating patients, to prepare for your CMS survey, or for training new long-term care nurses. The companion CD-ROM enables you to customize all procedures in the book.
Order Code: ENPLTC
Price: $129

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Recent data* indicates the number of deficiencies found during a Quality Indicator Survey (QIS) is up nearly 200% from 2010—making survey preparation and training vital. *Navigating the QIS* includes three crucial resources you need to create a survey-savvy organization: *The Quality Indicator Survey Manual, The QIS Mock Survey Guide,* and the training DVD *QIS in Action: Establish a Culture of Continuous Readiness.*

* from the Indiana Association of Homes & Services for the Aging

Products sold separately: $547
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- Foster the culture change necessary to deliver high-quality, resident-centered care
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- Use MDS 3.0 data to maintain profitability, reduce staff turnover, and improve referrals
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- Benchmark your facility’s performance against state and national standards
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- Advancing in their career and potential earning power by demonstrating leadership, initiative, and a desire for continued professional growth and development

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- Improve quality, retain customers, and grow business by employing a forward-thinking staff that are committed to a high level of patient-driven service and the bottom line
- Employ the most competent and highest-qualified IDT, which translates to more fiscal and operational stability during times of regulatory change

The MDS 3.0 Boot Camp: Beyond the Basics teaches all the material covered on the CPRA exam; however, attending the Boot Camp is NOT mandatory to earn your CPRA credential. Boot Camp attendees receive a discount on the cost of the exam. For a complete list of benefits and to register, visit www.CPRAonline.com.