

**2012**  
SCHEDULE

+HCP Pro  
**Medicare  
Boot Camp<sup>®</sup>**  
***LONG-TERM CARE VERSION***

**Achieve compliance, quality,  
and payment in the SNF PPS**

Earn Nursing & Nursing Home  
Administrator CEUs!

**LOOK INSIDE  
FOR DATES  
AND LOCATIONS!**



**REGISTER 30 DAYS IN ADVANCE AND SAVE \$200.  
CALL HCPRO AT 800/780-0584 TO RECEIVE YOUR DISCOUNT.**

# Medicare Boot Camp®

—Long-Term Care Version

The HCPro-designed program, **Medicare Boot Camp®—Long-Term Care Version**, offers the help you need to 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. Our exceptional instructors provide positive reinforcement and ensure that every student learns, regardless of experience level.

Prepare your staff to seamlessly absorb the new unscheduled assessments while keeping up to date on the latest Medicare regulations and rules. The HCPro **Medicare Boot Camp®—Long-Term Care Version** enables you to:

- Reconcile your revenue projections resulting from the confusion between prospective-paying assessments and retroactive-paying assessments
- Avoid putting your revenue at risk under ICD-10 by preparing now for the new coding system
- Allocate your resources to withstand the reimbursement cuts in the SNF PPS
- Determine the correct RUG-IV payment category driven by MDS 3.0 for billing accuracy
- Enhance your Medicare “skilling” process and foster improved documentation practices
- Identify the dollars you deserve and prevent payment denials
- Improve interdepartmental communication to increase productivity and reduce compliance missteps and payment pitfalls
- Find the answers to your most troublesome Medicare questions
- Develop ways to reduce the stress on staff caused by the additional workload of increased documentation requirements

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# FAQs

## Who should attend?

- Reimbursement directors and staff members
- Finance directors and staff members
- Business office managers and staff members
- Directors of nursing and nursing department staff members
- Therapy staff members
- Administrators and owners
- MDS coordinators
- Quality assurance managers and staff members
- Compliance officers and auditors
- State surveyors
- Carrier/fiscal intermediary personnel
- Long-term care lawyers, consultants, and CPAs
- Legal department personnel

## Continuing Education Credits

Continuing education credits are provided with this program. Visit us at [www.hcprobootcamps.com](http://www.hcprobootcamps.com) for complete information.

## Are there any prerequisites?

Due to the fast-paced nature of the course, it is recommended—but not required—that participants have at least one year of experience working in a SNF. However, the course starts with Medicare fundamentals and does not assume that participants have any particular background or experience. This course is taught on a basic to intermediate level.

***Medicare Boot Camp*<sup>®</sup>—Long-Term Care Version**  
**See the HCPRO DIFFERENCE FOR YOURSELF.**

This isn't just any Medicare compliance course; this program covers everything from admission, skilled coverage, assessment, and reimbursement determination to accurate billing, payment, medical review, and appeals.

## Check out all the benefits of the HCPRO Boot Camp:

- **Focus on the actual rules**—The course focuses on learning how to find and apply CMS rules and guidelines to ensure skilled nursing services furnished to Medicare beneficiaries are assessed and billed accurately and appropriately.
- **Hands-on learning**—At the conclusion of each course module, participants work through a set of exercises to ensure they understand the concepts and know how to apply them to real-world situations.
- **Custom-designed course materials**—Materials are developed by instructors and editors specifically for this intensive learning format. Each participant receives comprehensive course materials and convenient access to current Medicare statutes, regulations, and guidelines.
- **Small class size**—Class size is limited to ensure individual attention.
- **Highly rated**—Course participants consistently give the course an overall rating of 4.8 or higher (on a 5-point scale).
- **Well-established program**—We currently conduct more than 60 **Medicare Boot Camp**<sup>®</sup>—Long-Term Care Version courses each year.

# COURSE AGENDA

## DAY 1

### Module 1: Overview of the Medicare Program/ Research

- Types of Medicare programs
- Eligibility requirements
- Medicare regulation research:
  - End your confusion over the CMS website and find what you need

### Module 2: SNF Coverage and Documentation

- Technical Medicare requirements for admission to a SNF
- Starting and ending a benefit period
- “Skilling” basics
- Identify covered services and document appropriately

## DAY 2

### Module 3: The Resident Assessment Instrument and MDS 3.0

- Critical review of the MDS 3.0
- Concepts and constructs
- Coding for accuracy, coding for payment
- Problematic assessment and communication areas
- Linkage between interviews, culture change, and repeat business in the SNF
- Scheduling challenges posed by the new OMRA assessments (COT, EOT, SOT)

### Module 4: SNF PPS Payment

- RUG-IV—acuity-based reimbursement
- Link payment items to the MDS assessment and ADLs
- Compute RUG rates
- Challenges of RUG-IV
  - Determining payment days with both prospective and retrospective assessments
  - Revenue projection challenges
- Strategies to bring in repeat business

## DAY 3

### Module 5: SNF Billing Under Part A

- Accurate UB-04 coding
- Billing challenges related to retrospective assessments
- Specialty claims: LOA, benefits exhaust, no pay
- Utilization of Medicare days

### Module 6: SNF Consolidated Billing

- Knowing what is and what is not the responsibility of the SNF under consolidated billing

### Module 6: SNF Consolidated Billing (cont.)

- Build your internal bill review processes

### Module 7: Part B Outpatient Therapy and Billing

- Rules, regulations, documentation requirements for Part B therapy
- Completing the UB-04
- Adhering to the NCCI edits (-59 modifier, etc.)

### Module 8: Part B Ancillary and DMEPOS

- Examine the facility requirements for each type of billable service
- Facility billing options
- Documentation requirements

## DAY 4

### Module 9: Diagnosis Coding for SNFs

- ICD-9-CM coding conventions and structure
- Coding examples
- Proper use of V codes
- Decision-making process regarding which codes to include on the UB-04
- Overcome transition challenges to ICD-10 and 5010

### Module 10: Beneficiary Notices Initiative

- Types of notices: SNF ABN, ABN, NEMB, expedited review
- When and how to issue an ABN

### Module 11: Medicare Medical Review and Appeals Process

- Preparing for external reviews: MAC, CERT, RAC, ZPIC
- Trigger points that may flag an audit or review
- Tips to reduce audit likelihood
- Audit case study for discussion
- Levels of appeal
- Timing

### Module 12: Medicare Compliance and Risk Management

- Components of a compliance plan
- Ensuring data accuracy
  - Triple check
  - Attestation
- How to audit a record
- Documentation tips
- Education and training

## REGULATORY EXPERTS



**DIANE L. BROWN, BA, CPRA**, regulatory specialist at HCPro, Inc., is a long-term care educator, consultant, editor, and author with more than 25 years of operational experience in healthcare. In her current role, she develops quality educational programs, provides custom training to facilities, and investigates new opportunities for business development. She is the lead instructor for HCPro's **Survey Prep Boot Camp<sup>SM</sup>—Long-Term Care Version**, **Medicare Boot Camp<sup>®</sup>—Long-Term Care Version**, and **MDS 3.0 Boot Camp<sup>SM</sup>: Beyond the Basics**. Brown's strong leadership, problem-solving, and team-building skills inspire possibilities, define innovative solutions, and motivate for outcomes.



**FROSINI RUBERTINO, RN, CRNAC, C-NE, CDONA/LTC, CPRA**, is a registered nurse with more than 30 years of experience in the healthcare industry. A former member of Arkansas Health Association's Education Committee, she is currently a clinical services consultant for an Arkansas-based clinical consultant group. She received her executive management certificate from the Weatherhead School of Management at Case Western Reserve University and her Continuous Process Improvement training in Cleveland. As an HCPro faculty member, she brings her experience in risk management, Medicare and regulatory compliance, clinical systems, and education into the classroom.



**CAROL MARSHALL, MA**, is a risk management specialist based in Fort Worth, TX. For the past 18 years, she has trained managers and staff members in long-term care facilities across the country about the benefits of exceptional customer service and risk management. She has offered training programs at numerous state conferences, professional groups, and individual facilities.

Biographical information for HCPro's other instructors is available on our website. To find out which instructor is scheduled to teach a particular class, please contact us at 800/780-0584 or visit [www.hcprobootcamps.com](http://www.hcprobootcamps.com).

Faculty subject to change.

**Faculty Disclosure Statement:** HCPro, Inc., has confirmed that none of the faculty presenters or contributors have any relevant financial relationships to disclose related to the content of this educational activity.

# Achieve compliance, quality, and payment in the PPS

## Earn Nursing & Nursing Home Administrator CEUs!

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## POST-PROGRAM SUPPORT

Two weeks after the program, you'll have the opportunity to participate in a follow-up call with your instructor, in which you can ask additional questions about what you learned, address any implementation issues, or get help prioritizing your to-do list.

## ON-SITE EDUCATION

Bring the **Medicare Boot Camp®—Long-Term Care Version** or **MDS 3.0 Boot Camp<sup>SM</sup>: Beyond the Basics** to your facility. If you have a group to train, holding a Boot Camp at your organization is easy and cost-effective. Eliminate travel costs and enjoy a group discount while ensuring your staff is up to date on the regulations and guidelines that matter most to you. Call 800/650-6787 to find out how you can bring a Boot Camp to your facility!

## HCPRO CONSULTING

**HCPRO Consulting** is a personalized approach to help you overcome daily and long-term challenges. Experienced consultants such as **Diane L. Brown, BA, CPRA**, will partner with you to achieve customized solutions in areas such as reimbursement/case-mix analysis, Medicare compliance, survey preparation, and documentation review. To schedule a free, no-obligation conversation with Diane Brown, please make an appointment at 781/639-1872, Ext. 3207.

## MDS 3.0 BOOT CAMP<sup>SM</sup>: BEYOND THE BASICS

**MDS 3.0 Boot Camp<sup>SM</sup>: Beyond the Basics** helps you establish the MDS 3.0 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. You can also earn our new CPRA credential, which will demonstrate your interdisciplinary competence in resident assessment! Visit [www.hcprobootcamps.com](http://www.hcprobootcamps.com) for more information on these programs.

## TESTIMONIALS

“What an excellent opportunity to learn what billing does and how everything comes together. Diane is a very knowledgeable speaker. She has so much info in her brain it should explode.”

—Janet Gordon, RNAC, Lutheran Senior Life St. John, Mars, PA

“Diane is very easy to listen to and understand. Course material was extensive but presented in a user-friendly manner.”

—Michelle Dolby, Community Liason, Vincentian Collaborative System, Pittsburgh, PA

“Well organized and delightfully presented. This material can be tedious but Diane's knowledge of the information and her approach to teaching was exceptional. I am grateful!”

—Teresa White, Director of Nursing, Lutheran Senior Life – Passavant

## 2012 DATES & LOCATIONS

January 16–19 . . . . .	Orlando, FL
Homewood Suites by Hilton Orlando, 407/248-2232	
February 6–9 . . . . .	Dallas, TX
Hyatt Summerfield Suites Dallas, 972/831-0909	
March 5–8 . . . . .	Las Vegas, NV
Hilton Garden Inn Las Vegas Strip South, 702/453-7830	
April 16–19 . . . . .	Nashville, TN
Homewood Suites by Hilton Nashville-Brentwood, 615/377-3332	
May 7–10 . . . . .	Chicago, IL
Hyatt Place Schaumburg, 847/330-1060	
June 18–21 . . . . .	Seattle, WA
SpringHill Suites Seattle Downtown, 206/254-0500	
July 9–12 . . . . .	Minneapolis, MN
Homewood Suites by Hilton, Mall of America, 952/854-0900	
August 20–23 . . . . .	Denver, CO
Homewood Suites by Hilton Denver-West, 303/716-5737	
September 17–20 . . . . .	Philadelphia, PA
Hyatt Summerfield Suites Philadelphia, 610/313-9990	
October 8–11 . . . . .	San Diego, CA
Homewood Suites by Hilton San Diego Airport, 619/222-0500	
November 5–8 . . . . .	Charlotte, NC
Hilton Garden Inn Charlotte/Ayrsley, 704/970-5000	
December 3–6 . . . . .	Phoenix, AZ
Homewood Suites by Hilton Phoenix/Scottsdale, 480/368-1200	

**Class times are: 8:30 a.m. to 5:00 p.m. Monday–Thursday**

**Call hotel for special discounted room rates.**

**Most discounts expire four weeks prior to the Boot Camp start date.**

Select the class that's best for you!

**REGISTER TODAY!**

VISIT [www.hcprobootcamps.com](http://www.hcprobootcamps.com) or CALL 800/780-0584.

**SPECIAL ROOM RATES AVAILABLE!**

**LIMITED AVAILABILITY—REGISTER EARLY!**

**Hotel Reservations:** Make your hotel reservations immediately to guarantee the hotel rate and availability, and be sure to identify yourself as a participant of HCPro's **Medicare Boot Camp®—Long-Term Care Version.**

**COURSE FEE IS \$1,299**

The fee includes the course workbook. For information regarding administrative policies, such as cancellations, transfers, refunds, or comments, call 800/780-0584 or visit [www.hcprobootcamps.com](http://www.hcprobootcamps.com).

## COURSE REGISTRATION FORM

**REGISTER 30 DAYS IN  
ADVANCE AND SAVE \$200!**

Call customer service  
to receive your discount.

Please mail or fax the  
completed form to:

HCPro, Inc.  
PO Box 3049  
Peabody, MA 01961-3049  
Phone: 800/780-0584  
Fax: 800/738-1553

**REGISTRATION RATE:**  \$1,299

Course Location

Course Dates

Name

Nickname

Organization

Title

Address

City

State

ZIP

Phone

Fax

E-mail Address

### PAYMENT TYPE

- A check for my course fee is enclosed (made payable to HCPro, Inc.)  
 Charge my course fee to (circle one): VISA MasterCard American Express Discover

Name on Card

Signature

Cardholder Street Address

ZIP

Card Number

Exp. Date

Upon receipt of this form and your course fee, we will send confirmation of your registration, including hotel information and information about any manuals/texts required for class (this information is also available on our website at [www.hcprobootcamps.com](http://www.hcprobootcamps.com)).

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