

**2012**

*Spring Classes*

# Advanced training for better clinical and financial outcomes

HCP<sup>ro</sup>

# MDS 3.0

## Beyond the Basics

# Boot Camp<sup>SM</sup>

**Use the MDS 3.0 to  
grow your business  
and improve  
quality of care**

Now offering  
interdisciplinary resident  
assessment certification!

HCP<sup>ro</sup>  
**CPR**A ✓  
certified professional  
in resident assessment

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

## RETHINK THE WAY YOU USE THE MDS 3.0

Harness the potential of the MDS 3.0 to deliver outcomes that will grow your business. In just three days, HCPro's **MDS 3.0 Boot Camp: Beyond the Basics** will 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.

This advanced Boot Camp goes beyond filling out the MDS 3.0 form; through an agenda packed with case-based learning modules, you will be able to instill the culture change your facility needs to thrive in a time of heightened compliance scrutiny, sicker residents, and shrinking revenue. Attend the only MDS 3.0 program that instructs on the most up-to-date MDS 3.0 and SNF PPS information.

### BENEFITS OF ATTENDING

**Using a combination of instruction, class discussions, case studies, and role-play exercises, this intensive three-day course will help you:**

- Validate your assessment expertise through HCPro's new Certified Professional in Resident Assessment (CPRA) certification
- Ensure that the interdisciplinary team—not just the resident assessment coordinator—is accountable for quality outcomes in the MDS 3.0
- Use MDS 3.0 data to maintain profitability, reduce staff turnover, and improve referrals
- Reduce error rates using internal data, time management techniques, and internal review processes
- Prevent payment denials by validating the MDS and supporting documentation based on outcomes
- Benchmark your facility's performance against state and national standards
- Improve documentation and communication by clarifying the RAI and eliminating misinformation

**Network with peers to discover best practices in process and outcome improvement**

## MDS 3.0 Boot Camp: Beyond the Basics— See the HCPro Difference for Yourself.

This isn't just any MDS 3.0 course. Our best-in-class program uses case-based scenarios to teach the most up-to-date practices—including the impact of SNF PPS updates—so you learn to value the MDS 3.0 as a business tool and unite quality outcomes with appropriate payment.

This intensive three-day course:

- Offers CPRA certification to validate interdisciplinary competence in resident assessment
- Boasts a quality curriculum unmatched by competitors
- Is the only MDS class that shows how to reduce rehospitalizations through clinical assessment
- Connects students to the most credible and knowledgeable instructors
- Provides one-of-a-kind ongoing support after you've returned to your organization

# COURSE AGENDA

## DAY 1

### Module 1: Mastering MDS Assessments

- Types of assessment: OBRA and Medicare
- Balance the number of assessments required with the number of hours in a day
- Frequency of assessment process
  - Scheduled assessments
  - Unscheduled assessments
- Combined assessments
- Medicare assessment windows and completion rules

### Module 2: The MDS 3.0: Your Core Business Tool

- Conquer the challenges of supporting MDS documentation
- Uncover problematic coding and communication areas
- Demonstrate how the interview process can foster patient satisfaction
- Improve data gathering techniques to ensure MDS integrity
- Introduce operational enhancements to your MDS process
- Identify opportunities to expand customer service

## DAY 2

### Module 2: The MDS 3.0: Your Core Business Tool (cont.)

### Module 3: A Meaningful Approach to the CAA and Care Plan Process

- Streamline your CAA and care plan processes
  - Real-time risk factor identification
  - Distributing data captured throughout the assessment process
  - Using tools, evidence-based resources, and worksheets
  - Use your software to accommodate an improved CAA process
- Complete a CAA
- Care plan components and requirements

### Module 4: Quality Outcomes and Culture Change

- Quality measurement authority and overview
- Analyzing outcome reports for linkage to the MDS
- MDS impact on the survey process
- MDS impact on the Five-Star Quality Rating System
- Use the MDS process and outcomes to direct facility culture change
- Culture change for organizational performance
- Connecting the customer dots to truly provide person-centered care

### Module 5: MDS Team Proficiency and Management

- Interdisciplinary and team-based approaches and processes
- Use CQI principles to build your team
- Build the MDS team
  - Team building from the top down
  - Role of the MDS coordinator
  - The value of a case-mix coordinator
- Use resource tools that work
  - Team-building case study

## DAY 3

### Module 6: Connecting Medicare Coverage Requirements to the MDS and SNF PPS

- Relating skilled needs and documentation to the MDS process
- Build communication policy and procedures between the MDS team and the billing team
- Rate composition and determination
- Review of categories and reimbursement
  - Short-stay methodology calculation
  - Therapy minutes calculation
  - Impact of ADL coding and process
  - The art of ARD selection
  - Impact of patient interviews and staff communication on reimbursement
- Ensure that your MDS process and outcomes withstand audit scrutiny
  - Trigger points that may flag an audit or review
  - Ensure that documentation matches the MDS, the medical record, and the care plan

### Module 7: Diagnosis Coding and the MDS

- Determine how to utilize ICD-9-CM diagnosis codes for completion of the MDS, monthly billing, and medical records
- Introduction to ICD-10

### Module 8: Converting the MDS and Clinical Theory Into Practice

- Track and prevent the top five hospital readmissions
- Identify clinical educational opportunities for your IDT
- Guidelines for clinical assessments of comorbidities
- Tie clinical pathways into your care planning process
- Documenting and communicating clinical changes

### Module 9: Build Your Action Plan for Process Improvement

- Determining and prioritizing goals
- Establish a timetable
- Implementation—getting staff buy-in
- Q&A

Course agenda subject to change

# INTRODUCING CPRA CERTIFICATION!

## WHO SHOULD ATTEND

- Resident assessment coordinators
- RNs and LPNs/LVNs
- DONs/ADONs
- Administrators
- Staff educators
- Therapists
- Social service professionals
- Activities professionals
- Dietary professionals
- Quality assurance professionals
- Clinical reimbursement specialists
- Case managers
- Medical records professionals
- CFOs
- CEOs
- Executive directors
- Physicians
- Advanced practitioners

## ON-SITE EDUCATION

Bring a customized version of the **MDS 3.0 Boot Camp: Beyond the Basics** to your organization. If you have a group to train, holding an HCPro Boot Camp at your organization is easy and cost-effective. Eliminate travel costs and enjoy a group discount while ensuring that your staff is up to date on the latest regulations and guidelines. Contact a client manager at 877/233-8828 to learn more about this opportunity.

## ADDITIONAL SEMINARS

**Medicare Boot Camp—Long-Term Care Version**, by HCPro, 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. Call 800/780-0584 or visit [www.hcprobootcamps.com](http://www.hcprobootcamps.com) to register!

### What is CPRA certification?

The CPRA credential conferred by HCPro is the new standard for MDS certification in long-term care. The CPRA exam is the most accurate measure of interdisciplinary competence in resident assessment with a special focus on converting clinical theory into practice.

### What does CPRA certification cost?

Attendees of **MDS 3.0 Boot Camp: Beyond the Basics** pay the discounted price of \$129 (regularly \$299).

### How do I get my CPRA certification?

You will take an online certification exam at your convenience. The exam is not administered at the live Boot Camp location. While you do not need to attend the Boot Camp to qualify for certification, the Boot Camp teaches all of the material covered on the exam and is an excellent way to ensure that you're fully prepared for both the exam and your work. For complete details, visit [www.CPRAonline.com](http://www.CPRAonline.com).



For more information, visit  
[www.CPRAonline.com](http://www.CPRAonline.com)

Have other questions about the

## ALTERNATIVE TRAINING

Not ready for the advanced course?

New coordinators can learn the fundamentals of the MDS with **MDS Essentials Boot Camp—Online!**

HCPro  
**MDS3.0  
Essentials  
Boot Camp**<sup>SM</sup>  
**ONLINE**

The **MDS 3.0 Essentials Boot Camp—Online** can be completed in just two days and furnishes attendees with the complete skill set and critical thinking tools they need to do their job well. You will learn how to complete the MDS, and discover how the assessment impacts a facility's financial performance and its role in determining quality outcomes.

The format of this program enables HCPro to provide the most current information available, as the course is modified as soon as CMS issues changes to the RAI.

Four week ONLINE training sessions begin every month! Register today at [www.hcprobootcamps.com](http://www.hcprobootcamps.com).

## HCPRO ADVISORY SERVICES

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

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 schedule a free, no-obligation conversation with lead advisor Diane L. Brown, BA, CPRA, please make an appointment at 877/233-8828.

Visit [www.hcpro.com/LTCadvisory](http://www.hcpro.com/LTCadvisory) for more information!

the course? Find all your answers at [www.hcprobootcamps.com](http://www.hcprobootcamps.com)!

# 2012 DATES AND LOCATIONS

Location

Class Dates

## Tampa, FL

March 12–14, 2012

Courtyard Tampa Westshore/Airport

3805 West Cypress, Tampa, FL 33607 | 813/874-0555

Room Rate: \$139 | Hotel Cutoff Date: February 15, 2012

## Las Vegas, NV

April 16–18, 2012

Hilton Garden Inn Las Vegas Strip/South

7830 South Las Vegas Boulevard, Las Vegas, NV 89123 | 702/453-7830

Room Rate: \$94 | Hotel Cutoff Date: March 16, 2012

## Dallas, TX

May 14–16, 2012

Hyatt Place Dallas North/by the Galleria

5229 Spring Valley Road, Dallas, TX 75254 | 972/716-2001

Room Rate: \$109 | Hotel Cutoff Date: April 27, 2012

Class times are 8:30 a.m.–5:00 p.m. each class day.

## FOR MORE DATES AND LOCATIONS

VISIT [www.hcprobootcamps.com](http://www.hcprobootcamps.com).

### COURSE FEE

The registration fee for the **MDS 3.0 Boot Camp: Beyond the Basics<sup>SM</sup>** is \$999, which includes all three days of comprehensive training plus a course workbook. In addition, attendees can register to sit for the CPRA exam for the discounted price of \$129 (regularly \$299). 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).

### SPECIAL ROOM RATES AVAILABLE!

Limited Availability—Register Early!

### HOTEL RESERVATIONS

We have negotiated a special rate for a limited number of rooms at each course location. Rooms are available on a first-come, first-served basis and may sell out. For the special discounted room rate, reservations must be made by the date mentioned above. Be sure to identify yourself as a participant of the HCPro **MDS 3.0 Boot Camp: Beyond the Basics<sup>SM</sup>** program.

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

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

# REGULATORY EXPERTS



**Diane L. Brown, BA, CPRA, regulatory specialist**, is a long-term care educator, consultant, editor, and author with more than 25 years of operational experience in healthcare. In her current role at HCPro, Inc., in Danvers, MA, she develops quality educational programs, serves as an advisor to facilities, and leads the advisory board for HCPro's Certified Professional In Resident Assessment (CPRA) program. She is a regulatory specialist and lead instructor for **HCPro's Medicare Boot Camp®-Long-Term Care Version, MDS 3.0 Boot Camp<sup>SM</sup>: Beyond the Basics**, and **MDS 3.0 Essentials Boot Camp<sup>SM</sup> Online**.



**Frosini Rubertino, RN, CRNAC, C-NE, CDONA/LTC, CPRA**, is a registered nurse with more than 30 years of experience in the healthcare industry. She is currently a clinical services consultant for an Arkansas-based clinical consultant group. As a nationally recognized leader in long-term care education and training, Rubertino uses her vast knowledge and experience to improve quality of care, quality of life, and revenue. She serves as an HCPro regulatory specialist, is the primary trainer for the Arkansas Health Care Foundation's Director of Nursing Training Program, and is a clinical process advisor to numerous organizations across the country.

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, planners, or contributors have any relevant financial relationships to disclose related to the content of this educational activity.

## WHAT STUDENTS ARE SAYING ABOUT THE MDS 3.0 BOOT CAMP

*"Diane is a wealth of reliable, current, and pertinent information. Anyone in LTC will find something applicable and useful to their position. She addresses the resident/patient with respect for their needs/wishes while illustrating how to get the money every facility requires to survive. What a refreshing approach! Thank you!"*

—Jean Whitson, RNAC, Lutheran Social Services, Hanover, PA

*"Had an excellent experience! MDS is no longer walking on a rope... This is not just about the what. The how to approach helps complete the process without having to second guess. HCPro gave the tools on how to do it right the first time. It's up to the participant now on how to use it... It guarantees a sure success if given the right attitude."*

—Cecile Gayanilo, Owner/Administrator, Integrity Healthcare, Toms River, NJ

*"Frosini is so energetic and knowledgeable about the material. She has a strong grasp on all aspects (i.e., personal, professional, etc.)."*

—Valkyrie Troy, LN, Providence, Kirkland, WA

# COURSE REGISTRATION FORM

Please mail or fax the completed form to:

HCPPro, Inc.  
P.O. Box 3049  
Peabody, MA 01961-3049  
Phone: 800/780-0584  
Fax: 800/738-1553

## Registration Rates: Register 30 days in advance and save \$200!

- \$799 Early Bird Rate
- \$999 Standard Rate

# HCPPro™ Boot Camps™

75 Sylvan Street  
Suite A-101  
Danvers, MA 01923

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 HCPPro, 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)).