

NURSES CAN EARN 9.25 CONTACT HOURS.

LEARN TECHNIQUES THAT WILL MAKE YOU  
A MEDICARE MASTER!

REGISTER  
EARLY AND  
SAVE!

— 2011 —  
**MASTERING  
MEDICARE**

**COMPLIANCE, QUALITY, AND PAYMENT**

A SEMINAR FOR HOME CARE PROVIDERS *SPONSORED BY:*



# 2011 MASTERING MEDICARE

## COMPLIANCE, QUALITY, AND PAYMENT

### Manage service delivery to capture the payment you deserve

In the face of major PPS cuts, new requirements, and increased regulatory scrutiny, three things stand out as factors for success: OASIS-C accuracy, appropriate coding and billing, and bulletproof documentation.

Combat the challenges 2011 brings with efficient agency management and service delivery. Knowing the rules and educating staff will protect the Medicare payments you've earned while avoiding the threat of an audit.

#### What do new rules and rates mean to your homecare agency?

- Better documentation is required to support services
- Clinicians, coders, and billers must work together
- OASIS and coding accuracy is mission critical
- Payment reductions may result in agency reorganization
- It is more important than ever to educate staff, manage your agency, and deliver appropriate and efficient homecare services

#### Register NOW for this important seminar to:

- Prevent common mistakes that cost thousands in lost productivity and payments
- Learn simple strategies that ensure success in the face of regulation and scrutiny
- Replace misconceptions, myths, and outdated facts with clear, current, and correct information
- Use what you learn to guide and train your agency staff

Join Beacon Health's homecare and hospice regulatory specialist **Paula Long, RN, CHCE**, for a Mastering Medicare seminar, held at select cities throughout the country. You'll learn practical tips and unique insights to manage these critical issues.

#### Continuing education credits

Visit us at [www.beaconhealth.org/medicare2011.html](http://www.beaconhealth.org/medicare2011.html) for complete information about continuing education credits.

TO REGISTER

Call 800/553-2041 or visit [www.beaconhealth.org/medicare2011.html](http://www.beaconhealth.org/medicare2011.html)

Beacon Institute members must call to receive their discount.

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# Discover the Methods of **MEDICARE MASTERS** That Will Immediately Pay Dividends

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- ▶ Identify the impact of revisions and updates to the PPS on your agency's financial health
- ▶ Strengthen knowledge and application of fundamental Medicare coverage criteria
- ▶ Illustrate the requirements for therapy services and documentation
- ▶ Discuss the impact of clinical and operational updates and revisions
- ▶ Validate your agency's documentation
- ▶ Integrate OBQI, OBQM, and Home Health Compare into your quality program
- ▶ Discuss audit prevention practices, risks, and red flags
- ▶ Identify strategies to avoid survey traps
- ▶ Discuss the importance of efficient episode management, the HHRG Four-equation Model, and the Supply HHRG
- ▶ Explain diagnosis coding updates
- ▶ Prepare for ICD-10 implementation
- ▶ Summarize your knowledge of OASIS assessment requirements and techniques

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## Take Advantage of These Outstanding **EXTRAS**

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- ▶ Receive specially designed tools and unique handouts to help you tackle Medicare issues
- ▶ Earn 9.25 contact hours
- ▶ Network with your peers
- ▶ Obtain special seminar pricing in our bookstore
- ▶ Enjoy a continental breakfast on both days, lunch on the first day, and refreshments during breaks

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# SEMINAR AGENDA

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## Day 1\*

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### Medicare Coverage, Service Delivery, and Updates to the PPS

**8:30 AM–11:45 AM**

Welcome

Review of Medicare Coverage and Service Delivery

Revisions and Updates to the PPS

- Payment Updates
- Additional Claims Data

**1:00 PM–4:00 PM**

Clinical and Operational Updates and Revisions

- Provider Enrollment
- Physician Encounters
- Therapy Services and Documentation
- Quality Reporting
- HHCAHPS

Effects on Agency Management

Questions and Wrap-Up

\*Agenda subject to change without notice.

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## Day 2\*

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### Audit Prevention, Diagnosis Coding, and OASIS-C

**8:30 AM–12:00 PM**

Audit Scrutiny and Prevention

- RACs (Recovery Audit Contractors)
- MACs (Medicare Administrative Contractors)
- CERT (Comprehensive Error Rate Testing)
- ZPICs (Zone Program Integrity Contractors)
- PSCs (Program Safeguard Contractors)
- Prevention Techniques

Diagnosis Coding

- ICD-9 Update
- ICD-10 Preparation

OASIS-C Strategies and Tips

- Strategies for Accuracy
- Process Improvement

Questions and Wrap-Up

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## WHO SHOULD ATTEND?

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**Homecare administrators and directors** who want to ensure compliance and full payment for services provided

**Clinical managers and educators** who supervise or teach care delivery and documentation

**Financial managers** who want to learn about key clinical issues that can improve financial success

**Quality improvement leaders** who monitor and evaluate an agency's care delivery and compliance

**Homecare nurses and therapists** who need to know how the regulations impact patient care

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## WHAT ATTENDEES ARE SAYING ABOUT MASTERING MEDICARE

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“Excellent workshop. Information was presented in a clear, organized manner. I have worked for four years in homecare without a formal education in Medicare. This workshop pulled it all together for me. I now have a greater understanding of Medicare PPS regulations for homecare. Thank you!”

Kathy Watts, Nurse, Barre, VT

“I would recommend this seminar to any home health provider!”

Lea Jerpseth, Agency Owner, Advantage Health, Yuma, AZ

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## AUDIENCES LOVE PAULA LONG!

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“Paula is exceptionally knowledgeable in homecare operations, finances, and administration. She knows how to incorporate the multitude of rules and regulations into the day-to-day responsibilities of homecare agencies. Paula articulates her knowledge in simple, straightforward style and synthesizes the complex requirements for her audience. She keeps her presentations interesting by interjecting humor, which makes for a lively experience and a fun way to retain information.”

Katie Wehri, Compliance Consultants

“Paula was my lifeline when I took over the position of Home Care Director. She patiently led me through rules and regulations, taught me how to deal with recalcitrant physicians, problem employees, and was a rock during my first State and Federal survey. Paula’s knowledge, experience, and teaching ability is superb.”

Beth Davis, RN, Director, Home Health Care, Woodlawn Hospital

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**ARE YOU A MEMBER OF THE  
BEACON INSTITUTE?  
IF NOT, JOIN TODAY AND SAVE  
ON YOUR REGISTRATION FEE!**

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The Beacon Institute™ is a members-only resource center for homecare and hospice providers. Benefit from a wide array of time and cost-saving educational tools, medical references, and training programs for you and your staff!

Membership begins at just \$395 per year!

For details, call 800/553-2041 or visit us

online at [www.beaconhealth.org](http://www.beaconhealth.org)!



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# LOCATIONS and HOTELS

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## San Antonio, TX

March 7–8, 2011

Hyatt Place San Antonio/Riverwalk, 601 South St. Mary's Street, San Antonio, TX 78205, 210/227-6854  
**\$129/night**

Situated on the serene San Antonio River, Hyatt Place San Antonio/Riverwalk is located within a downtown metroplex of government and commercial offices and is within easy walking distance of the famous Riverwalk entertainment district, the San Antonio Convention Center, the Alamo, restaurants, and shopping.

## Las Vegas, NV

April 4–5, 2011

The Flamingo Las Vegas, 3555 Las Vegas Boulevard, South Las Vegas, NV 89109, 888/373-9855  
**\$45/night (room block discount expires March 4, 2011)**

From a wildlife habitat to a 15-acre Caribbean-style water playground, the Flamingo Las Vegas resort has everything that visitors to Vegas could want or need, including a great location on the corner of Flamingo Road and Las Vegas Boulevard. The Flamingo Las Vegas hotel offers great service and great gaming in the 77,000-square-foot action-packed Caribbean-style casino.

## Chicago, IL

May 2–3, 2011

The Hyatt Lodge, 2815 Jorie Boulevard, Oak Brook, IL 60523, 888/421-1442  
**\$125/night (room block discount expires April 10, 2011)**

The Hyatt Lodge at McDonald's Campus offers exemplary amenities in an unparalleled setting. A new spa, family scavenger hunts, health club, 70-foot lap indoor pool, indoor and outdoor dining options, and cozy fireplaces add the perfect touches to our resort-like hotel, making your stay exceptional.

## Pittsburgh, PA

June 13–14, 2011

Omni William Penn Hotel, 530 William Penn Place, Pittsburgh, PA 15219, 412/281-7100  
**\$149/night (room block discount expires May 13, 2011)**

Celebrated for its ultra comfortable guest room accommodations, award-winning cuisine, and exquisite banquet space, this Pittsburgh luxury hotel has been lavishly restored to its original grandeur. It is located in the heart of downtown Pittsburgh within walking distance of restaurants, shopping, as well as cultural and sporting venues.

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# MEET YOUR PRESENTER

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### PAULA LONG, RN, CHCE

Paula Long, RN, CHCE, is the homecare and hospice regulatory specialist for Beacon Health. She serves as educator, advisor, and author of Beacon's regulatory and clinical management offerings, including the national Mastering Medicare seminar series, monthly audio conferences, subscription newsletters, and the Beacon Institute, a membership program for providers. Prior to joining Beacon Health, she was director of both Sullivan County Community Hospital Home Health and Hospice of Sullivan County. She has more than 15 years of clinical, regulatory, and operational experience in home health and hospice and serves on the regulatory subcommittee of the National Association for Home Care and Hospice.

**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.

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# 2011 MASTERING MEDICARE REGISTRATION FORM

**REGISTER EARLY!** Space is limited and likely to sell out.  
Reserve your hotel room early before the room blocks expire.

	REGISTRATION RATE		BEACON INSTITUTE MEMBER RATE	
	Regular	Early Bird*	Regular	Early Bird*
First person	\$845	\$745	\$676	\$626
Each additional person <small>(from SAME agency)</small>	\$795	\$695	\$635	\$585

\* Refer to the Early Bird discount deadline (below) that applies to the seminar you wish to attend.

## Please select the seminar location you wish to attend:

- |   |  |
|---|--|
| <input type="checkbox"/> <b>SAN ANTONIO</b>   March 7–8 | Early bird deadline has expired        |
| <input type="checkbox"/> <b>LAS VEGAS</b>   April 4–5   | Early bird deadline: February 21, 2011 |
| <input type="checkbox"/> <b>CHICAGO</b>   May 2–3       | Early bird deadline: March 21, 2011    |
| <input type="checkbox"/> <b>PITTSBURGH</b>   June 13–14 | Early bird deadline: April 25, 2011    |

When registering, be sure to reference the source code above your name on the mailing label.

### YOUR SOURCE CODE IS:

#### Beacon Institute member number:

Include your member number here to be eligible for the Beacon Institute price.

### CONTACT PERSON NAME:

Attending the seminar:  Yes  No

Title: \_\_\_\_\_ Dept: \_\_\_\_\_

Organization: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_ **FEE:** \_\_\_\_\_

### NAME OF REGISTRANTS: (Seminar confirmation will be sent via e-mail.)

#### 1st Name:

Title: \_\_\_\_\_

E-mail: \_\_\_\_\_ **FEE:** \_\_\_\_\_

#### 2nd Name:

Title: \_\_\_\_\_

E-mail: \_\_\_\_\_ **FEE:** \_\_\_\_\_

#### 3rd Name:

Title: \_\_\_\_\_

E-mail: \_\_\_\_\_ **FEE:** \_\_\_\_\_

#### 4th Name:

Title: \_\_\_\_\_

E-mail: \_\_\_\_\_ **FEE:** \_\_\_\_\_

#### 5th Name:

Title: \_\_\_\_\_

E-mail: \_\_\_\_\_ **FEE:** \_\_\_\_\_

**TOTAL FEE:** \_\_\_\_\_

SELECT YOUR METHOD OF PAYMENT:  Bill my credit card (check one):  VISA  MC  AmEx  Discover

Check enclosed (payable to HCPPro, Inc.)

Signature \_\_\_\_\_ Account # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Required for authorization

Your credit card bill will reflect a charge from HCPPro, Inc.

You must be registered and prepaid to attend. Full payment must accompany all registrations. Fee includes continental breakfasts, lunch on the first day, and all conference materials. **Cancellation Policy:** Please visit [www.beaconhealth.org](http://www.beaconhealth.org) and click on our "Seminar Cancellation Policy" link in the "About Beacon Health" section in the bottom left corner. \*Agenda subject to change without notice.

### FOUR WAYS TO REGISTER:

**CALL:** 800/553-2041 **FAX:** 800/639-8511 **ONLINE:** [www.beaconhealth.org/medicare2011.html](http://www.beaconhealth.org/medicare2011.html)

**MAIL:** Beacon Health, A Division of HCPPro, Inc., 75 Sylvan Street, Suite A-101, Danvers, MA 01923

2011

# MASTERING MEDICARE

COMPLIANCE, QUALITY, AND PAYMENT

An intermediate/advanced seminar to help you manage Medicare's biggest challenges, demonstrate compliance, and retain more of the payment you've earned.

REGISTER  
TODAY!

Early-bird  
rates available!

**SAN ANTONIO** March 7–8

**LAS VEGAS** April 4–5

**CHICAGO** May 2–3

**PITTSBURGH** June 13–14

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