



2026 ACHCA Convention & Expo – ROI Justification Toolkit

Event Information

Event: ACHCA Convention & Expo – April 20 – 23, 2026

Employee: [Your Name]

Title: [Your Title]

Purpose of Attendance

Attending the ACHCA Convention & Expo will provide access to proven strategies, regulatory updates, and leadership tools that directly support high-quality care delivery and operational excellence. The Convention & Expo offers actionable insights and an implementation plan that ensures measurable value for the organization.

Organizational Benefits

Regulatory & Compliance Risk Reduction

- Access to the most current regulatory guidance and survey readiness strategies
- Best practices from high-performing facilities
- Proactive solutions for reducing deficiencies and penalties

Projected Impact: Reduced survey risk, fewer citations, and improved compliance readiness.

Innovation & Emerging Technologies

- Sessions on emerging technologies transforming post-acute and long-term care Cost-control approaches
- Practical guidance on using, managing, and governing AI in daily operations
- Tools for evaluating tech ROI and improving workflow efficiency

Projected Impact: Increased innovation capacity, improved efficiency through automation, and stronger readiness for future regulatory and technology trends.

Operational & Financial Improvement

- Efficiency strategies for staffing and scheduling
- Cost-control approaches
- Revenue optimization techniques

Projected Impact: Operational improvements that may offset or exceed the cost of attendance within 6–12 months.

Workforce Stability & Leadership Development

- Leadership skill enhancement
- Retention and engagement strategies
- Recruitment best practices

Projected Impact: Improved team performance and decreased turnover-related costs.

Networking & Relationship Building

Attending the ACHCA Convention & Expo provides direct access to peer executives, solution partners, and industry thought leaders whose experience can accelerate organizational improvement. A targeted engagement plan — implemented before, during, and after the event — will be used to maximize relationship-building opportunities. This approach ensures new connections are translated into actionable insights, collaborative opportunities, and long-term organizational value.

Return on Investment Strategy

- Attend sessions aligned with our top three organizational priorities
- Provide a written executive summary within one week of return
- Present key takeaways to the leadership team
- Identify a minimum of three actionable improvements with implementation steps
- Share relevant tools and resources with department managers

Summary

Participation in the ACHCA Convention & Expo supports excellence in leadership, regulatory readiness, operational efficiency, and workforce stability. The insights, tools, and strategies gained will be adapted and shared across the organization to ensure long-term impact and value.

Estimated Investment Worksheet

Expense	Estimated Cost
Registration	\$ _____
Travel	\$ _____
Lodging	\$ _____
Meals	\$ _____
Total Estimated Investment	\$ _____

Other Considerations

[ADD YOUR OWN COMMENTS]

Networking & Relationship-Building Strategies

This networking strategy document delivers a structured, repeatable approach for maximizing relationship-building outcomes at the ACHCA Convention & Expo. It outlines clear objectives, preparation steps, on-site engagement methods, and post-event conversion practices that support the development of qualified contacts, adoption of proven practices, and evaluation of potential partners—each of which is reflected in the broader networking framework within the toolkit.

Objectives

- Build a vetted peer network for rapid problem-solving on regulatory, workforce, and financial challenges.
 - Identify 2–3 technology or service partners aligned with our priority initiatives (e.g., staffing efficiency, quality improvement).
 - Source at least 5 peer-validated practices that can be adapted within 60–90 days.
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Targeting & Preparation (Pre-Event)

- Review attendee lists, speakers, and exhibitors; prioritize a Top 15 outreach list (peers, regulators/policy experts, and vendors aligned to our needs).
- Schedule short meetups around sessions and expo hours to ensure purposeful conversations.
- Prepare 3–4 focused questions tied to our goals (e.g., “What has most reliably reduced agency spend in the last 12 months?”).

On-Site Engagement (During Event)

- Attend structured networking sessions, roundtables, and chapter meetups to expand peer connections.
- Visit prioritized exhibitors with an evaluation checklist (problem fit, implementation timeline, ROI evidence, references).
- Capture key insights and contact details using a simple template (Problem → Practice/Tool → Expected Impact → Contact → Follow-up Date).

Post-Event Conversion (After Event)

- Within one week, schedule debriefs with top contacts to share data, tools, and sample SOPs.
 - Coordinate two peer “office hours” calls to deepen knowledge transfer for our team.
 - Request references and case materials from 2–3 qualified vendors for side-by-side comparison.
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This networking strategy helps make sure that relationship-building activities at the ACHCA Convention & Expo lead to meaningful organizational benefits. By using a clear, organized approach—focused on thoughtful preparation, active engagement during the event, and intentional follow-up afterward—the organization can turn new connections into practical insights, collaborative opportunities, and high-impact improvements. The following Networking Key Performance Indicators (KPIs) & Expected Value outline the outcomes this strategy is built to achieve:

Networking Key Performance Indicators (KPIs) & Expected Value

- 15–20 qualified new contacts across operations, clinical quality, compliance, and technology.
- 5 adoptable practices documented with owners, timelines, and success metrics.
- 2–3 vendor options advanced to structured evaluation (with cost–benefit summaries).

This approach helps make sure that the networking done at the ACHCA Convention & Expo leads to lasting improvements for the organization and builds strong, meaningful professional connections.