



**ACHCA**  
American College of  
Health Care Administrators  
**Ohio Chapter**

Sponsored by American Health Associates  
Phil McConnell (2) Scholarships

The Ohio Chapter invites you to attend

**5 CEU's** @ The Kenwood by Senior Star

5435 Kenwood Rd Cinti., Ohio 45227 11 a.m. to 5 p.m.

**Competitive Advantages that Generate Census Growth**

**By Luke Fannon Premier Coaching and Training**

**NAB Program ID # A25651 pending**

**Annual Walleye Fish Fry**

**and Phil McConnell Scholarship Fundraiser**

**Thurs. September 22, 2016 6-10 p.m.**

**Hosted by Jim and Bobbie Farley**

**(located in Indian Hill, Cincinnati's most upscale  
neighborhood)**

**6075 Redbird Hollow Lane**

**Cincinnati, Ohio 45243**

**Hotel (Special Rate)**

**Crown Plaza**

**5901 Pfeiffer Rd.**

**Cincinnati, Ohio 45242**

**513-793-4500**

6 p.m. Welcome, Music & Reception poolside by Hillebrand

7 p.m. Wine Tasting, pool area

7:30 p.m. Walleye Fish Fry/Dinner

By Montgomery Care & Mt. Washington Care Centers

8:15 p.m. Desserts By Friendship Village & Bayley Place

8:30 p.m. Auction

# About Phil McConnell

“Why would I support the Phil McConnell Scholarship Fundraiser?”

Well actually there are several reasons. First, it is a great party, hosted by an ACHCA past national president and advocate, Jim Farley. Secondly, many administrators and associates who feel strongly about the advancement of individuals in the field of Long Term Care will be there to network with you. However, if that isn't reason enough, then let's get to the good stuff.

Going to the Fundraiser is a noble thing to do. After all aren't we all, as administrators interested in doing noble things? I answer that, empathically, yes! Now, why is it noble? It is noble because the proceeds support a corpus that was developed for the sole purpose of encouraging young administrators to be involved in an organization that underscores personal education, networking, and ethical behavior as a basis of excellence in the arena of health care administration.

Phil McConnell was that person. He, along with a few select others in the early 70's started the Ohio Chapter of the ACHCA as Charter members. Although the principles had been spelled out by the national organization, Phil worked in Ohio with a passion. When the organization was up and running, Phil was just beginning. Phil was the guy who made phone calls tirelessly to see that everyone was coming, and maybe bringing someone new. Also, he spoke with his heart regarding the value of membership, but more importantly he spoke with the spirit of generosity, and the action of his wallet. When someone wasn't able to afford the conference fees or the room, then he just took care of it, and suddenly a face that would have been missed was present and involved. Often he would organize dinner and a great networking session after hours, and during the evening those that faced challenges of their own would be encouraged with answers or stories relating to similar problems, and possible answers with positive outcomes. Finally, the bill came for dinner, he almost always took care of that as well.

All who knew Phil benefited from their association with him. Phil passed away in 1999, and because of his life and the lives he touched the Phil McConnell Scholarship fund was established for a noble reason, to send others to the annual convocation, just as he would have done. So put your noble self on, and join a great bunch of noble people in Cincinnati on September 24th for a great time. Please join in!

Our Presentor:

Luke Fannon, founder and CEO of Premier Coaching and Training, began his healthcare sales and marketing career at Bryn Mawr Rehab Hospital in Malvern PA developing and maintaining healthcare referral source networks and educating consumers about acute rehabilitation services. Mr. Fannon's experience includes senior leadership roles in adult day healthcare and assisted living where he created innovative marketing strategies and sales techniques resulting in significant census and revenue growth. Luke was also responsible for operations in adult day healthcare and was a Regional Operations Manager for Sunrise Senior Living. Luke started his consulting firm in 2005 to help clients in long-term care and healthcare achieve budgeted census through the improvement of admissions processes, development of healthcare referral relationships, execution of marketing strategies and education of consumers about products and services. In 10 years Premier Coaching and Training has worked with hundreds of clients in all segments of the long-term care industry to train and coaching team members resulting in increases in qualified referrals, admissions and census. Luke is a frequent speaker at state, regional and national conferences and his unique training programs and topics have been customized to meet the needs of numerous clients. He has had over 20 different training programs on various sales, marketing, leadership and customer service topics approved by NAB and Nation Association of Social Workers.

## Thank you to our Sponsors!

American Health Associates

Montgomery Care Center, Cincinnati Ohio

Mount Washington Care Center, Cincinnati Ohio

Hillebrand Nursing and Rehab, Cincinnati Ohio

Bayley Place, Cincinnati, Ohio

Friendship Village, Dayton Ohio

Complete Pharmacy Solutions

[www.achca-oh.org](http://www.achca-oh.org)



# Registration Form

## RSVP by Fri. Sept. 10th

Please return to:  
Matt Walters  
4000 Singing Hills Blvd.  
Dayton, Oh 45414  
Phone: 937-674-6453

Make checks payable to: ACHCA Ohio Chapter

Please check where appropriate:

This covers your entrée, drinks and desert

- ACHCA Member           \$ 50 (\$40 by Sept 4<sup>th</sup>)(CEU add: \$25.00)
- Non Member/Vendors   \$100 (\$75 by Sept 4<sup>th</sup>)(CEU add: \$50.00)
- Student Member         \$ 25 (\$20 by Sept 4<sup>th</sup>)
- Student Non Member    \$ 75 (\$50 by Sept 4<sup>th</sup>) (\$20 if you join ACHCA)
- Spouse                    \$ 25 (\$20 by Sept 4<sup>th</sup>)

▶ Event Brite <http://philfest2016.eventbrite.com>

All participants are encouraged to bring an item to donate for the Auction. Bring your checkbook for a tax deduction for your contribution. Please consider sending a donation if you are unable to attend.

- ▶ Gift Cards
- ▶ Ipads
- ▶ Vacation locations
- ▶ Basket variety
- ▶ Entertainment tickets



Name: \_\_\_\_\_

Member #: \_\_\_\_\_

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

City/Zip/State: \_\_\_\_\_

Day Phone # \_\_\_\_\_ Email \_\_\_\_\_

Facility: \_\_\_\_\_