Honoring Our Past... *Leading* Our Future

ACHCA
American College of
Health Care Administrators

23rd Annual
WINTER MARKETPLACE

December 9 - 11, 2016

Rio All-Suite Hotel & Casino | Las Vegas

www.achca.org

CONFERENCE PROGRAM

Plan Now to

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51st Annual Convocation & Exposition

APRIL 2-5, 2017

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ST. LOUIS, MISSOURI

24th Annual Winter Marketplace

DECEMBER 15-17, 2017

OMNI ATLANTA HOTEL AT CNN CENTER
ATLANTA, GEORGIA

23rd Annual WINTER MARKETPLACE

December 9-11, 2016 | Rio All-Suite Hotel & Casino | Las Vegas, Nevada

ABOUT ACHCA

Founded in 1962, the American College of Health Care Administrators (ACHCA) is the only professional association devoted solely to meeting the professional needs of today's post-acute and aging services leaders. Focused on advancing leadership excellence, ACHCA provides professional education and certification to administrators from across the spectrum of long term care. For more information about ACHCA, contact the national office at (202) 536-5120 or visit www.achca.org.

ACHCA IS GREEN

Conference Handouts Available Online

The 2016 Winter Marketplace speaker presentations and handouts are available on our website www.achca.org. You can obtain the educational information provided for those sessions with available handouts even though you were unable to attend all events.

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Join the Conversation

We invite you to use the official Winter Marketplace hashtag, #ACHCAWMP16 to tweet about your conference experience (@ACHCA). If you're on Facebook, share updates and photos from the conference and "tag" American College of Health Care Administrators in your post. ACHCA also has an Instagram account - be sure to follow us and post @achca_national.

Rio's DINING

UPSCALE

VooDoo Steak

Set on the 50th floor of Rio Las Vegas, VooDoo Steak offers a different approach to your average steakhouse.
Hours: Nightly 5pm - 10:30pm | (702) 777-7800 | Price Level $$$

CASUAL

Royal India Bistro

Spice up your dining experience with authentic North Indian cuisine at the Royal India Bistro at Rio Las Vegas.
Hours: Daily 11am - 11pm | (702) 777-2277 | Price Level $$

KJ Dim Sum & Seafood

KJ Dim Sum & Seafood Las Vegas Chinese Restaurant offers a signature fresh selection of seafood, prepared by chefs trained in the tradition of authentic Chinese cuisine.
Hours: Daily 10am - 2am | (702) 777-7777 | Price Level $$

All-American Bar and Grille

If you're looking for All American cuisine, this Las Vegas restaurant's name speaks for itself.
Hours: Daily 11am - 12am | (702) 777-7767 | Price Level $$

Pho Da Nang Vietnamese Kitchen

Its sweet goodness and tangy, savory flavorings makes this Vietnamese staple such a favorite.
Hours: Sun-Thurs 11am - 11pm, Fri & Sat 11am - 1am | (702) 777-7777 | Price Level $

Hash House A Go Go

One of Sin City's favorite eateries, Hash House A Go Go keeps food fun with farm fresh ingredients and a delicious twist on traditional recipes.
Hours: Mon - Fri 6am - 1pm, Sat & Sun 6am - 3pm | (702) 777-2761 | Price Level $$

Guy Fieri's El Burro Borracho

El Burro Borracho, or the Drunken Donkey in its literal translation, brings a vibrant, fun atmosphere with the Guy Fieri touch.
Hours: Daily 5pm - 10pm | (866) 746-7671 | Price Level $$

Wine Cellar & Tasting Room

Rio's Wine Cellar and Tasting Room is home to one of the most impressive public wine collections in the United States.
Hours: Mon - Thu 4pm - 10pm, Fri & Sat 3pm - 11pm, Sun 3pm -10pm | (702) 777-7962 | Price Level $$$

QUICK BITES

Sports Deli

Located right next to Rio's sports book, the convenient Sports Deli serves burgers, pizzas, homemade sandwiches and other comfort food specialties.
Hours: Daily 8am - 6pm | (702) 777-7777 | Price Level $

Smashburger

Whether you choose the Classic Smashburger or decide to create-your-own, the artisan buns, freshly chopped produce, flavorful sauces and variety of cheeses are designed to deliver a great-tasting, juicy burger you can taste in every bite.
Hours: Daily 8am - 4pm | Price Level $

BUFFET

Carnival World & Seafood Buffet

Seafood lovers – you just entered heaven. With the endless portions, you're sure to have a swimmingly good time.
Hours: Vary | (702) 777-7757 | Price Level $$

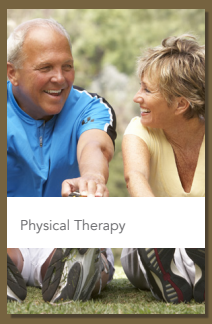
RIO ALL-SUITE HOTEL & CASINO
Meeting Facilities Map

FOCUS
ON FUNCTION

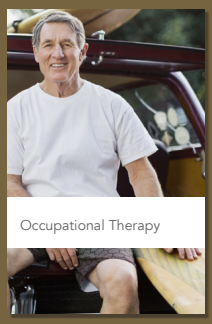
Designed by SRS's therapists, ***Focus On Function*** is a skilled therapy program for your Skilled Nursing Facility, and provides:

- Enhanced Clinical Interventions
- Patient Outcome Reports
- Skilled Therapy Documentation

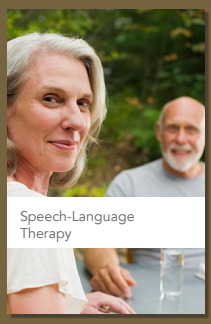
Our therapists work with your residents and their loved ones to develop customized plans designed to give your residents the best quality of life possible and ultimately return them safely to their preferred living environment.



Physical Therapy



Occupational Therapy



Speech-Language Therapy

Learn more at **srs4rehab.com**

Senior Rehab SOLUTIONS

23rd Annual WINTER MARKETPLACE SCHEDULE

FRIDAY, DECEMBER 9, 2016

Time	CEs				
7:30 am – 5:00 pm		Registration/Help Desk Open *(Salsa)*			
7:30 am – 8:30 am		Attendee Breakfast *(Amazon N-T)*			
8:30 am – 8:45 am		Welcome: ***Chair*** *(Amazon G)*			
Session Room		**Amazon G**			
8:45 am – 10:15 am	1.5	**100.** *Keynote:* The 3 Voices of Authentic Leadership ***Norma Hollis*** LD			
10:15 am – 10:30 am		Transition Break			
Session Room		**Amazon I/J**	**Amazon F/H**	**Amazon K/L/M**	**Amazon D/E**
10:30 am – 12:00 pm	1.5	**201.** Developing Data Stewardship within the Facility Management ***Leah Klusch, FACHCA*** CC, FN, LD	**202.** Census Growth: Developing and Executing a Strategic Marketing Plan ***Luke Fannon*** LD	**203.** The Endangered Heel-Prevention and Care ***Pamela Scarborough DPT*** CC, HR, LD, NS	Litigation Preparation in the Post-Acute World ***Robert Siebel, CNHA, FACHCA, Julian Rich, CNHA, FACHCA, Nicholas Lynn, Esq, Pat Sullivan, JD*** HR, FN, EV, LD
12:00 pm – 1:30 pm		Lunch on Your Own			
1:30 pm – 3:00 pm	1.5	**301.** Staff Retention Essential to Quality, Regulatory Compliance and Viability ***Susan Gilster, PhD, FACHCA*** CC, HR, FN, LD, NS	**302.** The Four Issues Impacting Medicaid Dollars and Eligibility ***Chad Bogar, JD*** CC, FN, LD	**303.** Opportunities to Advance Mentoring Across the Country ***Jim Farley, CNHA, FACHCA Doug Olson, PhD, FACHCA Michael Barry, CNHA, FACHCA; Cecilia Sepp, CAE*** LD, MNT	Litigation Preparation Track ***Siebel, Rich, Lynn, Sullivan*** HR, FN, EV, LD
3:00 pm – 3:30 pm		Refreshment Break with Exhibitors *(Amazon N-T)*			
3:30 pm – 5:00 pm	1.5	**401.** Focused Dementia Care Survey Outcomes ***Susan Gilster, PhD, FACHCA*** CC, HR, EV, LD, NS	**402.** Managed Care Business Office ***Susie Mix*** FN	**403.** The Launch of the National AIT/Preceptor Program and HSE Qualification Update ***Randy Lindner, CAE Margaret McConnell, Lisa Hahn, Jennifer Johs-Artisensi, PhD*** HR, LD	Litigation Preparation Track ***Siebel, Rich, Lynn, Sullivan*** HR, FN, EV, LD
5:00 pm – 6:30 pm		Networking Reception with Exhibitors: *(Amazon N-T)*			

SATURDAY, DECEMBER 10, 2016

7:00 am – 5:00 pm		Registration/Help Desk Open *(Salsa)*		
7:30 am – 8:30 am		Attendee Breakfast *(Amazon N-T)*		
Session Room		**Amazon G**	**Amazon D/E**	
8:30 am – 9:30 am	1	**500.** From Volume to Value: Are You Ready? ***Irving Stackpole, John Sheridan*** CC, LD, NS	Litigation Preparation Track ***Siebel, Rich, Lynn, Sullivan*** HR, FN, EV, LD	
9:30 am – 10:00 am		Refreshment Break with Exhibitors *(Amazon N-T)*		
10:00 am – 11:30 am	1.5	**600.** Idea Exchange *(Amazon G)*		
11:30 pm –11:45 pm		Transition Break		

23rd Annual WINTER MARKETPLACE SCHEDULE

SATURDAY, DECEMBER 10, 2016

Session Room		Amazon I/J	Amazon F/H	Amazon K/L/M	Amazon D/E
11:45 am – 12:45 pm	1	**701.** Integrating Your Interdisciplinary Team For Resident Outcomes ***Cydney Bare, CNHA, FACHCA*** CC, LD, NS	**702.** Antibiotic Stewardship –NHA's Role and Expectations ***Susan LaGrange*** CC, LD	**703.** Value of Medical Director and Attending Training ***Susan Levy, MD*** CC, LD, NS	Litigation Preparation Track ***Siebel, Rich, Lynn, Sullivan*** HR, FN, EV, LD
12:45 pm – 2:15 pm		Lunch with Exhibitors *Sponsored by Direct Supply and Carriage Healthcare Companies (Amazon N-T)*			
2:15 pm – 3:45 pm	1.5	**801.** 2016 MDS 3.0 Updates for Skilled Nursing Facility Leadership ***Leah Klusch, FACHCA*** CC, FN, LD	**802.** Research Supporting the Role of Nursing Home Administrators ***Elena Siegel, PhD*** HR, LD	**803.** The Alphabet Soup of Medicare Claim Audits ***Claudia Reingruber*** LD,NS	Litigation Preparation Track ***Siebel, Rich, Lynn, Sullivan*** HR, FN, EV, LD
3:45 pm – 4:00 pm		Transition Break			
4:00 pm – 5:30 pm	1.5	**901.** Why is Grandma Screaming? ***Barbara Speedling*** CC, NS	**902.** Planning an Active Shooter Full Scale Exercise ***Michael Barry, CNHA, FACHCA*** ***William Hervey, JD*** FN, EV, LD	**903.** ACHCA Professional Certification Readiness ***Sharon Colling, CNHA, CALA, FACHCA*** HR, LD	Litigation Preparation Track ***Siebel, Rich, Lynn, Sullivan*** HR, FN, EV, LD

SUNDAY, DECEMBER 11, 2016

7:30 am – 11:45 am		Registration/Help Desk Open *(Salsa)*		
7:30 am – 8:30 am		Attendee Breakfast *(Amazon N-T)*		
Session Room		**Amazon I/J**	**Amazon F/H**	**Amazon D/E**
8:30 am – 10:00 am	1.5	**1001.** Preventing Unnecessary Re-Hospitalizations ***Vickie Burlew*** CC, HR, LD, NS	**1002.** Navigating in a Bundled Payment World ***Ray Johnson, Chip Caldwell*** FN, LD	Litigation Preparation Track Siebel, ***Rich, Lynn, Sullivan*** HR, FN, EV, LD
10:00 am – 10:15 am		Transition Break		
10:15 am – 11:45 am	1.5	**1101.** When Worlds Collide: Long-Term Care vs. Consumerism ***Ryan Donohue, Rich Kortum*** LD	**1102.** PAC Strategies for Engaging in Value-Based Contracts ***Shawn Matheson, FACHCA*** FN	Litigation Preparation Track Siebel, ***Rich, Lynn, Sullivan*** HR, FN, EV, LD

LEGEND: DOMAINS OF PRACTICE

CC Customer Care, Supports and Services
HR Human Resources
FN Finance
EV Environment
LD Leadership and Management
MNT Mentoring
NS Nursing (indicates nursing credit will be issued by the Florida Board of Nursing)

Schedule subject to change

General Session Presentations

KEYNOTE SPEAKER

The Three Voices of Authentic Leadership

Norma Hollis

Friday, December 9, 8:45 - 10:15 am

"Finding your Authentic Voice is like discovering buried treasure: the change is immediate and life-altering."

Authentic leaders in health care environments have three voices they must express. One is to the employees, another to the organization and a third to the community. Leaders are most effective when they have one voice that speaks authentically to the needs of each group. In this session leaders will gain an understanding of how their voice impacts these groups and how the voices of these groups impact the leader. Employees offer ideas and suggestions that when valued by the leader, inspire employees to do more for the organization with higher levels of loyalty and engagement. The voice of the organization speaks to its clients, strategic alliances, organizational well-being, profitability and relationships with stakeholders. The community's perception of the organization is an important voice. Clients come from the community therefore when the community sees the authenticity of the company's brand, services and values, there are increased opportunities for success. Authentic leaders understand these voices and address each in honest and growth promoting ways. Learn how you can take the pulse of your three voices of authenticity while implementing concepts and practices that strengthen your organization and its relationships.

Norma Hollis is a human development specialist and entrepreneur who has consulted at Fortune 500 companies, directed large non-profits, coached C-suite executives, and written programs for authentic leadership, building dynamic teams and creating engaging corporate cultures. She spent 30 years researching human nature from multiple perspectives to determine what makes people and organizations 'authentic'. The result is her Authenticity Grid and Authenticity Assessment, tools she developed and uses to reveal how the nine dimensions of authenticity impact individuals and organizations. Norma offers cutting-edge delivery methodologies that provide the self-awareness needed for maximum success. She is the author of Ten Steps to Authenticity and numerous workbooks, audios and video training programs for self-awareness and authentic leadership. She was also identified by WELCOA as one of the Top 100 Professionals in the Health Promotions Industry in 2014 and received the National Collaborator of the Year Award from the Public Speakers Association.

CE ATTENDANCE VERIFICATION REQUIREMENT

To ensure attendees are exposed to the entire content of the session and benefit from the established learning objectives, CE credit cannot be granted to attendees who arrive more than a few minutes late or leave prior to the conclusion of the session, including the Q&A and interactive components of a session. ACHCA's ability to offer CE credits is dependent upon our adherence to the NAB attendance policy and verification procedures. ACHCA will verify CE credit eligibility by using the attendance data obtained onsite and email certificates of attendance within four weeks of the conference conclusion. If you have any comments about this program, please contact NAB through www.nabweb.org.

CONFERENCE OBJECTIVES

At the conclusion of the conference, participants will be able to:

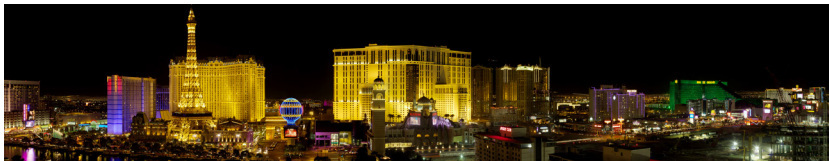
1. Apply leadership, management, and marketing concepts to post-acute and long term care administration.
2. Explore new protocols and practices for the management and treatment of post-acute and long term care residents.
3. Identify key changes in federal regulations affecting the post-acute and long term care field.

CONTINUING EDUCATION

The American College of Health Care Administrators (ACHCA) is a certified sponsor of professional continuing education with the National Association of Long Term Care Administrator Boards (NAB). This educational offering has been reviewed by the National Continuing Education Review Service (NCERS) of the National Association of Long Term Care Administrator Boards and approved for 15.50 continuing education clock hours.

ACHCA is an approved educational provider of continuing nursing education by the Florida Board of Nursing. This program has been approved for 14 general nursing hours.

State licensure boards have final authority on the acceptance of individual courses.



Certificate Program
Presentations

Litigation Preparation in the Post-Acute World: A Certificate Program

Presented by: Robert Siebel, CNHA, FACHCA, Julian Rich, CNHA, FACHCA, Nicholas J. Lynn, Esq, and Pat Sullivan, JD

Sessions run alongside the conference breakout sessions. Certificate program registrants will be able to attend the keynote presentation and Idea Exchange session and earn up to 15.5 CEs. Registrants must attend each certificate program session to earn their certificate.

A series of articles in the September 2015 issue of Provider magazine (e.g., "Navigating the Litigation Quagmire") focused on the frequency, complexity and impact of nursing home lawsuits. One article claimed that even the best facilities have a 40% chance of being sued. Furthermore, liability costs can be as high as $2,000 per bed and the average liability claim currently exceeds $200,000.

The above information suggests that nursing home executives must be able to understand the legal process before a lawsuit is filed and, most importantly, the processes involved, from the initial filing of a complaint, discovery, depositions and trial. This program will provide an overview of these processes including vulnerabilities, risks, and the involvement of experts, attorneys, insurance companies, and other participants. It deserves mention that a significant part of the course is an interactive mock deposition and trial.

At the completion of the program, attendees should be able to have an improved understanding of litigation so that the facility executives and appropriate staff as well as other interested and involved parties can "navigate" the system.

Robert Siebel, *is President of Carriage Healthcare Companies, Inc. A licensed administrator since 1971, Mr. Siebel has served as President of the American College of Health Care Administrators, as Chairman of the Long-Term Care Professional Technical Advisory Committee for the Joint Commission on Accreditation of Healthcare Organization, and has conducted seminars for nursing home professionals in over 45 states. Mr. Siebel has served as an expert witness in a dozen states, has published numerous articles on various aspects of long-term care, and an author of a book published in 2016 about the last 50 years of Long-Term Care.*

Julian Rich *is the founder of J RICH SOLUTIONS, a consulting firm serving the senior/long-term care field. He holds an M.A. in Health Care Administration from George Washington University and is a veteran leader with more than 40 years in the field. His expertise includes operational management, turnarounds, fund raising, marketing, and business/referral development. He has been a member of ACHCA for over 35 years and has achieved Fellowship and Certification status. He served on their national Board of Directors from 2001-2004. He has substantial experience as a speaker, teacher, mentor, consultant, expert witness, and volunteer.*

Nicholas J. Lynn *is the vice chair of Duane Morris' Health Law Practice Group and was a member of the firm's Partners Board from 1999 to 2015. He focuses his practice on pharmaceutical law, laws affecting the long-term care community, healthcare litigation, and regulatory compliance matters. A registered pharmacist with more than 30 years of experience in healthcare law, he is a former division chief and assistant chief counsel to the Illinois Department of Public Health and served as chief counsel to the Illinois Health Facilities Planning Board. Mr. Lynn is listed in Chambers USA: America's Leading Lawyers for Business, 2007-2016 editions.*

Pat Sullivan *graduated from Tufts University (BA), Columbia University (MA) and Marquette Law School (with honors). Mr. Sullivan is an AV rated lawyer by Martindale Hubbell and has been selected as a Wisconsin Super Lawyer and designated in The Best Lawyers in America. He is a frequent presenter at risk management seminars for healthcare providers across* Wisconsin.

Thank You

TO OUR EXHIBITORS AND SPONSORS

SPONSORS

Carriage Healthcare Companies - Saturday Lunch with Exhibitors Co-Sponsor

Cornell Communications ♦ - Lanyards + Tote Bag

Direct Supply ♦ - Saturday Lunch with Exhibitors Co-Sponsor

Excel Med -Keynote Sponsor

Senior Rehab Solutions ♦ - Board of Directors' Dinner

MARKETPLACE EXHIBITORS

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Aegis Therapies ♦

American Data

Avera eLTC

Comfort Matters

Cornell Communications ♦

GeneSight(Assurex Health)

Globela Pharma

HD Supply Facilities Maintenance ♦

MMCAP

Pathway Health

ProCare LTC Pharmacy ♦

Provider Effect

Reliant Post-Acute Care Solutions

Resistance Dynamics

Second Wind Dreams/Virtual Dementia Tour

Senior Rehab Solutions ♦

Talyst

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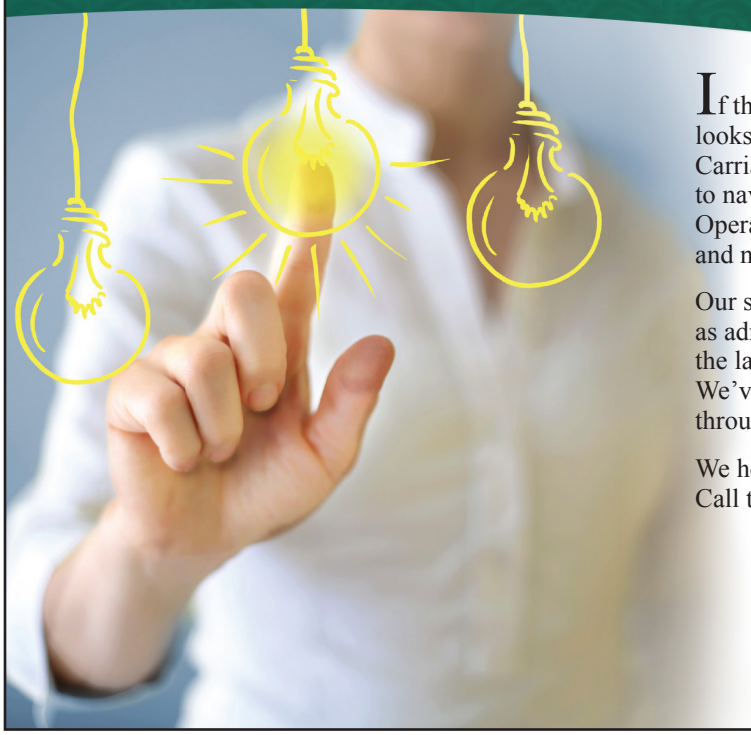
We've Got Bright Ideas For Your Success in Long Term Care

National Consulting & Management Experts



If the future of long term care looks a little dim from your facility's viewpoint, Carriage Healthcare can help. We provide the necessary tools to navigate the new health care environment including help with Operations, Human Resources, Benefits & Payroll, Marketing, Finance, and new Payment & Delivery Models.

Our senior management team, with over 100 years of combined experience as administrators, have developed proven management plans, have access to the latest IT tools, and provide educated insights into the future of elder care. We've successfully guided many skilled nursing and assisted living facilities through the red tape and market changes that challenge our industry.

We help you, so you can help families and seniors in need. Call today and find out more about our programs.

Carriage Healthcare Companies, Inc.

303-980-0611 www.carriagehealthcare.com

Introducing a Gold CINDY* Award-winning program:
When Someone You Love Can't Live At Home

Provide guidance and reassurance to families as they find the best long term care solution for their loved ones.

For families of individuals needing long term care, the experience of finding the right long term care setting can be emotional, overwhelming, and full of questions: There are so many options, which is right? How will this be paid for? How can we tell they're getting good care when they're not getting any better? Are we doing the right thing?

Public relations program *When Someone You Love Can't Live At Home* reduces confusion and anxiety while offering reassurance to viewers that finding a long term care solution is part of the process of caring for their loved ones and demonstrating their love for them. The program describes what needs to be done, what considerations to look at, and how to find the best fit for their unique situation.

By offering this video, you will help address these common concerns:

- Finding the right care option
- What to look for at a facility
- Costs and legal considerations
- Resident rights
- The natural process of aging

Most of all, *When Someone You Love Can't Live At Home* reminds viewers that even if their loved ones can't go home, they can still give them the love and care they need *now*.

DVD runtime: 23 minutes. © 2016

*The International Cinema in Industry CINDY Competitions is presented by the International Association of Audio Visual Communicators.

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Session DESCRIPTIONS

FRIDAY, DECEMBER 9, 2016

8:45 AM – 10:15 AM

100. The 3 Voices of Authentic Leadership

Norma Hollis | Amazon G

See page 6 for session description and speaker bio

10:30 AM – 12:00 PM

201. Developing Data Stewardship within the Facility Management

Leah Klusch, FACHCA | Amazon I/J

The data profile of skilled nursing facilities is under significant scrutiny by CMS. Data from the MDS submissions – billing submissions, regulatory activity, and payment files are all utilized by regulatory and payment agencies. This interactive session will discuss the content of the facility database as well as the management of data processes. Risk management strategies and database review will be discussed. A must do session for administrators, owners, and clinical and financial managers.

Leah Klusch, RN, BSN, FACHCA received her BSN from Capital University and continued graduate studies in curriculum at The Ohio State University. She is the Executive Director of the Alliance Training Center, a nonprofit educational foundation, providing solutions in the healthcare industry since 1989. Leah is a national speaker and trainer, consultant and author, traveling nationally. She received her Fellowship from ACHCA in 2009 and received their Education Award in 2011. Recently she has also launched a series of MDS web based programs for skilled nursing, rehab, specialty, hospice, and home health.

202. Census Growth: Developing and Executing a Strategic Marketing Plan

Luke Fannon | Amazon F/H

Maximizing census is critical to the success of for-profit and not-for-profit organizations alike resulting in financial and operational stability. Census Growth: Developing and Executing a Strategic Marketing Plan provides attendees with critical planning skills enabling them to determine the number of referrals and admissions needed to reach census goals. Attendees will also learn the sales and marketing strategies that have been proven to increase qualified referrals/inquiries, admissions and census. Best practices for creating a marketing plan, along with best practices to ensuring the consistent execution of a strategic marketing plan.

Luke Fannon founded Premier Coaching & Training, Inc. in 1995 to provide sales and marketing training, coaching, and strategic consulting services for skilled nursing facilities, assisted living communities, CCRCs, adult day healthcare centers, home care, hospices, and durable medical equipment providers. Mr. Fannon has operations experience for Sunrise and in adult day healthcare and held senior leadership positions in adult day healthcare and outpatient rehabilitation. Mr. Fannon is a frequent speaker at state and national conferences and has provided custom sales, marketing, leadership, and customer service training programs for numerous companies.

203. The Endangered Heel- Prevention and Care

Pamela Scarborough, DPT | Amazon K/L/M

Heels are the most common anatomical location for pressure injuries and subsequent wounds in the long-term care setting. This presentation will focus on the "endangered heel"; reviewing risk factors, heel anatomy and physiology, and current national and international guidelines for prevention and treatment of heel pressure injuries. In addition, content will review regulatory and legal risks and benefits of a pressure injury prevention and care program. Administrators and clinical management are the leaders that create the environment for exemplary clinical practice. This program will also speak to creating a culture of excellence for wound prevention and care in the LTC sub-acute setting.

Dr. Scarborough, the Director of Public Policy and Education for American Medical Technologies, has a career that spans over 35 years having practiced across the continuum of care. Her clinical experience includes traditional physical therapy, orthopedics, sports medicine, cardiac rehabilitation, and wound prevention and care. Dr. Scarborough is a prolific author having been published in various wound care books and periodicals. She presents nationally and internationally on topics such as wound prevention and care, diabetes management, and communication and presentation skills.

1:30 PM - 3:00 PM

301. Staff Retention Essential to Quality, Regulatory Compliance and Viability

Susan Gilster, PhD, FACHCA | Amazon I/J

Staff retention is essential for quality care, regulatory compliance, and impacts PBJ, customer satisfaction, person-centered dementia care, hospitalization and readmission. Despite costs involved, many leaders continue to "throw darts," using single programs or initiatives, yet a truly stable staff is found in organizations that have created and implemented a sustainable organizational strategy. This session will describe a successful organizational program resulting in high levels of staff satisfaction, retention, and savings.

Susan Gilster, PhD, RN, FACHCA is founder of The Gilster Group. Dr. Gilster has been a pioneer, creating innovative healthcare projects in the US and abroad, including the Alois Alzheimer Center, the first free-standing dementia facility in the US. Guided by her service-driven philosophy, Dr. Gilster developed a transformational leadership model promoting person-centered care for residents, families, and staff. Dr. Gilster's work includes creating effective, nurturing, service-oriented cultures resulting in improved employee satisfaction and retention.

Session DESCRIPTIONS

302. The Four Issues Impacting Medicaid Dollars and Eligibility

Chad Bogar, JD | Amazon F/H

This seminar will introduce and address the four issues that most impact Medicaid dollars and eligibility. We will focus on highlighting and analyzing the numerous remedies for each. Congress and CMS have specifically created these solutions for providers, with the intention that long-term care administrators can have these tools at their disposal to put an end to any or all of these roadblocks.

Chad Bogar is Schutjer Bogar's founder, managing partner, and CEO. Since graduating with honors from Gonzaga University and receiving his Juris Doctorate from the Dickinson School of Law of Penn State University, his practice has focused on Medicaid eligibility, civil litigation, and regulatory matters for care providers. He has handled thousands of Medicaid eligibility matters for hundreds of long-term care providers. Mr. Bogar's innovative approach is highly effective and unprecedented in the long-term care industry.

303. Opportunities to Advance Mentoring Across the County

Jim Farley, CNHA, FACHCA; Doug Olson, PHD, FACHCA; Michael Berry, CNHA, FACHCA; Cecilia Sepp, CAE | Amazon K/L/M

This session is geared towards persons interested in the important issue of mentoring the next generation of leaders and ACHCA's critical role to support this professional need in long-term care. The session is built on exploring the opportunity and resources necessary to have a mentoring program that meets the needs of individuals and chapters. There will also be a discussion about how the ACHCA mentoring program can fit with existing programs and organizations across the country. Panelists will discuss effective mentor-protégé relationships and new approaches to this essential signature service of ACHCA.

Jim Farley, CNHA, FACHCA, is the Co-Founder, President/Managing Partner of Nursing Care Management, a privately held health care company with ownership & management of long-term care facilities, home health care, pharmacy & hospice services. Jim received a Bachelor of Business Administration from Marshall University & a Masters of Hospital Administration from the Medical College of Virginia/Virginia Commonwealth University. He served on the Board of ACHCA for ten years and was elected National President & Chair, serving from 1989 to 1990. He served on the OHCA Licensure Board in Columbus, Ohio for six years, including four years as Chair. Mr. Farley served as ACHCA National Convocation Chair in 1988 and again in 2008. He currently is the Chair of the ACHCA Mentoring Subcommittee.

Douglas Olson, PhD, FACHCA, is a Professor with the Health Care Administration program at University of Wisconsin-Eau Claire, and has also overseen the development of the Center for Health Administration and Aging Services Excellence (CHAASE) for the past 14 years. He has also been very involved with ACHCA's National Mentoring program and serves as the project director of the National Emerging Leadership Summit (NELS). Dr. Olson has over fifteen years of health care leadership experience primarily in the field of senior services. Dr. Olson has given numerous national and regional presentations, and has a variety of publications. He is also involved in a variety of applied research and consulting efforts focusing on leadership, organizational roles and best practices in the health and aging services field.

Michael Barry holds a M.S. in Gerontology from the University of Massachusetts, Boston, he is also a Certified Nursing Home Administrator and Fellow with ACHCA. Michael is the administrator at Bolingreen Health and Rehabilitation and an adjunct faculty member at Middle Georgia State University, teaching long-term care administration. Michael serves on the Region F Executive Committee for Emergency Preparedness as the long-term care liaison and on the Emergency Preparedness and Membership Committees of the Georgia Health Care Association.

Cecilia Sepp, CAE, brings over two decades of experience to the association management profession. For six years, Cecilia was a member of the professional faculty for ASAE University, ASAE's online education program, where she led courses on association management, component relations, marketing, supervisory management, and leadership. She frequently speaks and writes on a variety of association management topics. Cecilia received a B.A. in political science, with an adjunct in management, from Webster University in St. Louis, MO. She became a Certified Association Executive (CAE) in June 2015.

3:30 PM – 5:00 PM

401. Focused Dementia Care Survey Outcomes

Susan Gilster, PhD, FACHCA | Amazon I/J

CMS released an update on the 2015 Focused Dementia Care Surveys and next steps. Although the focus has been on reducing antipsychotics, the ultimate goal is to support person-centered memory care and compliance with F309. Compliance demands an organizational strategy. This session will share 30 years of experience implementing a person-centered memory care model in multiple settings. Outcomes discussed include staff retention rate of 93% and customer satisfaction rate of 94%.

Susan Gilster, PhD, RN, FACHCA is founder of The Gilster Group. Dr. Gilster has been a pioneer, creating innovative healthcare projects in the US and abroad, including the Alois Alzheimer Center, the first free-standing dementia facility in the US. Guided by her service-driven philosophy, Dr. Gilster developed a transformational leadership model promoting person-centered care for residents, families, and staff. Dr. Gilster's work includes creating effective, nurturing, service-oriented cultures resulting in improved employee satisfaction and retention.

402. Managed Care Business Office

Susie Mix | Amazon F/H

Managed Care Deep Dive is an intense look into critical areas within business office systems to ensure claims are clean, follow up is thorough, tracking is precise, appeals are detailed, audits are won, and cash is flowing. This lecture will bring best practices and MUST KNOW's from admission to collection, allowing a business office to plunge in to CLAIM success.

Susie Mix, CEO and President of Mix Solutions, Inc., brings over 18 years of versatile experience in contract management, business consulting, and healthcare administration to the skilled nursing and managed care industry. Susie's company, Mix Solutions, Inc., specializes in managed care contracting, consulting, case management system development, best practices, and managed care billing currently servicing over 450 health care providers in 24 states. Susie has been declared an industry expert and prominent healthcare consultant.

Session DESCRIPTIONS

403. The Launch of the National AIT/Preceptor Program and HSE Qualification Update

Randy Lindner, CAE; Margaret McConnell, Lisa Hahn, Jennifer Johs-Artisensi, PhD | Amazon K/L/M

Due to a critical need within the long-term care industry to match trained Preceptors (licensed administrators) with administrators in training (AITs), NAB, in partnership with ACHCA, formed the AIT/Preceptor task force in 2014. The overall goal of this task force was to develop a national model training program that would prepare administrator licensees to serve as qualified preceptors for AITs, address the frequently voiced need by student/pre- licensure candidates seeking an AIT site, and position the AIT Preceptor Curriculum for acceptance/standardization across state boundaries for entry to practice requirements. NAB has also been preparing for the launch of the Health Services Executive (HSE) qualification standards to recognize administrators with a broad based scope of competencies to practice in skilled nursing, assisted living, and home and community based services. The HSE also supports portability of licensure and a streamlined application process. Come join our four panelists as they outline the National AIT/Preceptor program, which includes a comprehensive manual and four online Preceptor training modules and the HSE qualification. Discover how you can implement this excellent program within your facility.

Randy Lindner, MHSA, CAE, is President and CEO of the National Association of Long-Term Care Administrator Boards (NAB) and the NAB Foundation. The NAB represents boards of licensure for long-term care administrators in the 50 states and the District of Columbia. Randy is actively involved in shaping health care policy through leadership roles and active participation in the Federation of Associations of Regulatory Boards (FARB), the Center for Excellence in Assisted Living (CEAL), and the Advancing Excellence in Long Term Care Collaborative.

Margaret McConnell, RN, BS, MA, RFA is the current Chair of the Nevada Board of Examiners for Long Term Care Administrators and has worked as a Resident Facility Administrator for over 30 years. Prior to that, Margaret worked as a Registered Nurse and Psychologist for Nevada's Mental Health System. She is the National Association of Long Term Care Administrator Boards (NAB) Credentialing Commission Chair. She has also served as NAB's Chairman, Treasurer, and Chair of several other NAB committees. Margaret also actively participates in a leadership capacity on numerous local community Boards.

Lisa R. Hahn, MPA serves as the Chief Deputy for the Department of Health Professions where she oversees the 13 Health Regulatory Boards. Ms. Hahn has over 28 years of regulatory experience. She currently serves as the Chair Elect for the National Association of Long Term Care Administrator Boards (NAB) and was instrumental in the development of the National AIT/Online Preceptor Training Program. Ms. Hahn has a Bachelor's degree in Criminal Justice from the University of Maryland and a Master's degree in Public Administration from the Virginia Commonwealth University.

Jennifer Johs-Artisensi, MPH, PhD is a Professor and the Program Director of the NAB- Accredited Health Care Administration Program at the University of Wisconsin – Eau Claire, and the Education Chair for NAB. She has held clinical, administrative, and consultant positions across the LTC continuum. Her research focus has been on health care reform, resident services, leadership development, and LTC education – recently receiving 2 best paper awards for her work on preceptor development and AIT/practicum approaches.

SATURDAY, DECEMBER 10, 2016

8:30 AM – 9:30 AM

500. From Volume to Value: Are You Ready?

Irving Stackpole, John Sheridan | Amazon G

There is a huge shift occurring within post-acute care from "volume" based reimbursement (fee-for-service) to "value" based payment. This shift is seen in various models for payment including, ACOs, CJR, and BPCI. Among short stay, post-acute care providers, average length of stay (ALOS) varies widely. Insurance intermediaries are pushing lengths of stay to previously unheard-of levels. This tension shows that many post-acute care providers are simply not ready to collect and develop data, or create cross continuum collaborative arrangements with other healthcare providers and managed care organizations.

Irving Stackpole is the President of Stackpole & Associates, Inc., marketing, market research, customer service, and training firm. Assignments include: strategic planning & marketing, business and marketing planning, research, customer satisfaction, training, feasibility studies, sales audits & skills training, and business development. Irving has been published in national and international journals, and he has been interviewed by The Financial Times and Forbes. He teaches and lectures around the world. Irving holds a BA from Stonehill College, a Master's degree from Northeastern University, and Certificate in Advanced Statistical Process Control from Worcester Polytechnic Institute.

As the CEO of e-Health Data Solutions, now part of the Ability Network, John Sheridan is among the national leaders in deploying health information technology in long-term care. Mr. Sheridan has consistently created innovative HIT solutions for post-acute care providers and long-term care organizations. He has developed e-Health Data Solutions into one of the largest HIT solutions companies operating in the long-term care and post-acute sector, with 1700+ subscriptions to its integrated suite of technology solutions. John is also a frequent liaison with, and advisor to various industry working groups, including CMS.

10:00 AM – 11:30 AM

600. Idea Exchange | Amazon G

The Idea Exchange is a unique educational opportunity for face to face interaction between conference participants and industry experts about innovative care and service concepts. The Idea Exchange spotlights creative solutions to challenges in post-acute care and aging services while creating a network for ongoing collaboration and problem solving.

Session DESCRIPTIONS

11:45 AM – 12:45 PM

701. Intergrating Your Interdisciplinary Team for Resident Outcomes

Cydney Bare, CNHA, FACHCA | Amazon I/J

With lengths of stay shortening and acuity rising, it is imperative that organizations have strong interdisciplinary teams. Interdisciplinary teamwork is increasingly prevalent, supported by policies and practices that bring care closer to the patient and challenge traditional professional boundaries. This session will explore strategies for effective IDT meetings, who should participate in these meetings, and what should be discussed. We will examine how often these meetings should occur and what errors often happen during IDT meetings. This session will explore quantitative and qualitative strategies and measures to ensure the best practices.

Cydney Bare has been working in the long-term care industry since 2004. Ms. Bare became a nursing home administrator after watching her family struggle with the decisions surrounding long-term care for her grandparents. She holds an MBA in Finance and Marketing from Case Western Reserve University's Weatherhead School of Management and a BS in Neuroscience from the University of Rochester. Ms. Bare is a Certified Licensed Nursing Home Administrator (CNHA) and Fellow (FACHCA) through the American College of Healthcare Administrators (ACHCA) and holds the Certified Executive in Assisted Living (CEAL) in Ohio.

702. Antibiotic Stewardship – NHA's Role and Expectations

Susan LaGrange | Amazon F/H

NHA's are expected to understand, develop, and implement a robust antibiotic stewardship program. What exactly is the role of the NHA relative to an antibiotic stewardship program? How do you work together to impact health inspection and clinical outcomes? This engaging and interactive presentation outlines the NHA roles, and expectations per the CDC and CMS guidelines and its impact to your operational and clinical systems.

Susan LaGrange, RN, BSN, NHA, Director of Education. Ms. LaGrange's 24 years of experience includes a diverse range of positions such as Director of Nursing, administrator, and consultant. Her successful career includes extensive leadership roles. She has assisted quality improvements in a multitude of organizations and has become a nationally renowned trainer in Restorative Nursing. Ms. LaGrange is a past president of the Wisconsin Director of Nursing Council and has had experience speaking at multiple long-term care professional organization conferences.

703. Value of Medical Director and Attending Training

Susan Levy, MD | Amazon K/L/M

Training practitioners in caring for residents in PALTC has long been lacking. AMDA, The Society for Post-Acute and Long-Term Care Medicine, has developed training for attending in addition to its medical director training and certification. The value to facilities and their residents will be discussed.

Susan M. Levy, MD, CMD, AGSF has been a medical director for over twenty-five years. She is currently the President of AMDA, The Society for Post-Acute and Long-Term Care Medicine. She does additional consulting work related to geriatric medicine including PA/LTC. Dr. Levy is board certified in Internal Medicine, Geriatric Medicine, and Hospice and Palliative Medicine. She has been a Certified Medical Director since 1996.

2:15 PM – 3:45 PM

801. 2016 MDS 3.0 Updates for Skilled Nursing Facility Leadership

Leah Klusch, FACHCA | Amazon I/J

There are many changes to the MDS 3.0 form, as well as, new data collection instructions for the PPS discharge assessment. All of this information is new and will be essential for proper documentation. We will also discuss the newest of the Quality Measures that will impact the Five Star Ratings for all facilities. This includes the first claims data based Quality Measures related to rehospitalizations, Emergency Department visits that elders make within the first 30 days after admission. This will be a unique opportunity to get the latest accurate information in a positive and interactive environment. We encourage all facility managers, clinical and therapy and MDS managers to attend.

Leah Klusch, RN, BSN, FACHCA received her BSN from Capital University and continued graduate studies in curriculum at The Ohio State University. She is the Executive Director of the Alliance Training Center, a nonprofit educational foundation, providing solutions in the healthcare industry since 1989. Leah is a national speaker and trainer, consultant and author, traveling nationally. She received her Fellowship from ACHCA in 2009 and received their Education Award in 2011. Recently she has also launched a series of MDS web based programs for skilled nursing, rehab, specialty, hospice, and home health.

802. Research Supporting the Role of Nursing Home Administrators

Elena Siegel, PhD | Amazon F/H

In this session, we will present findings from research regarding ways the licensed nursing home administrator position is structured and supported across different provider organizations. We will also explore the role of research in supporting nursing home administrators to enact their roles and responsibilities. As part of this session, attendees will be invited to join in large and small group discussion of the findings as focus group participants for a research project.

Elena O. Siegel, PhD, RN is an associate professor and member of the founding faculty at the Betty Irene Moore School of Nursing at University of California, Davis and a 2011-2014 Robert Wood Johnson Foundation Nurse Faculty Scholar. Dr. Siegel blends skills in nursing, health care systems, business, and finance in her teaching and research. Her research focuses on building the capacity of nursing home administrators and directors of nursing to enhance quality and value.

Session DESCRIPTIONS

803. The Alphabet Soup of Medicare Claims Audits

Claudia Reingruber | Amazon K/L/M

This session will discuss lessons learned from the alphabet soup of entities that conduct medical record audits under contract with CMS on SNF claims. Updated information will also be provided on the activities and scope of work of the new UPICs, which conduct claim audits with the specific objective of detecting and preventing fraudulent payments under Medicare and Medicaid. The key role of management of identifying and managing payment compliance will be addressed.

Claudia Reingruber is the managing shareholder of Reingruber & Company, P.A., a certified public accounting and health care consulting firm with a diverse team of interdisciplinary employees and consultants including nurses, billing specialists, CPAs, and reimbursement specialists. The firm's expertise in post-acute care includes regulatory compliance and investigations, clinical documentation requirements and systems, medical record audits and appeals, survey matters, billing and resolution of outstanding accounts receivables, and Medicare/Medicaid reimbursement.

4:00 PM – 5:30 PM

901. Why is Grandma Screaming?

Barbara Speedling | Amazon I/J

This provocative conversation explores the impact of the changing demographics in long-term care on residents' quality of life. Nursing Home and Assisted Living environments are fast becoming an uncomfortable mix of ages, circumstances, and medical and psychiatric needs. The development of practical, non-pharmacological interventions for addressing behavioral health issues is a focus of this conversation. Strategies for ongoing compliance and the evaluation, redesign and quality monitoring of person-centered, therapeutic interventions will be discussed at length.

Barbara Speedling, Quality of Life Specialist, is a New York based quality management consultant who provides education and training to long-term care providers in the development of programs and services to meet a broad range of behavioral health needs. In 2014 she authored, "Why is Grandma Screaming?" a guide to improving quality of life for people with dementia and complex psychosocial needs. Barbara earned her BS in Health Care Administration at Empire State College, SUNY.

902. Planning an Active Shooter Full Scale Exercise

Michael Barry, CNHA, FACHCA; William Hervey, JD | Amazon F/H

Skilled nursing facility administrators face unique challenges when designing and conducting an active shooter training exercise. Issues include a vulnerable aging population, state and federal life safety rules, high community and media visibility, and crucial relationships with local law enforcement and emergency services. This presentation covers the domains of environment, management, and leadership for the administrator. Content includes lecture, active discussion, and video of a successful full scale exercise.

Michael Barry holds a M.S. in Gerontology from the University of Massachusetts, Boston, he is also a Certified Nursing Home Administrator and Fellow with ACHCA. Michael is the administrator at Bolingreen Health and Rehabilitation and an adjunct faculty member at Middle Georgia State University, teaching long-term care administration. Michael serves on the Region F Executive Committee for Emergency Preparedness as the long-term care liaison and on the Emergency Preparedness and Membership Committees of the Georgia Health Care Association.

William G. Hervey J.D., L.LM is a Professor in the Department of Health Services Administration at Middle Georgia State University. He also teaches Health Law and Public Health Law at the Walter F. George School of Law of Mercer University, both of Macon, Georgia. He has written and lectured extensively on the legal aspects of health care information and privacy, and their relationship to public health. He has also served on numerous private and government panels.

903. ACHCA Professional Certification Readiness

Sharon Colling, CNHA, CALA, FACHCA | Amazon K/L/M

The purpose of ACHCA's professional certification program for nursing home and assisted living administrators is not only to promote and foster continuous professional development, but also recognize those who demonstrate advanced proficiency in each of the accepted practice domains. This session offers background information about professional certification, and the many benefits of becoming and remaining certified. Participants will learn how to complete the application and how to prepare effectively for the examination. They will also have the opportunity to complete sample test questions. Advancement to Fellow in ACHCA is also discussed.

Sharon Colling, CNHA, CALA, FACHCA is Chair of the ACHCA'S Exam Development Subcommittee, a member of the ACHCA Professional Advancement Committee, an at-large member of the ACHCA Board of Directors, a member of the ACHCA Academy, an item-writer for the CNHA and CALA exams, and past chair of the Nebraska board of examiners. She is president and CEO of Lantern Health Services, a Midwest-based SNF/AL management and consultant company.

SUNDAY, DECEMBER 11, 2016

8:30 AM – 10:00 AM

1001. Preventing Unnecessary Re-Hospitalizations

Vickie Burlew | Amazon I/J

This session introduces the participants to a grant program that focus on the development of the assessment and critical thinking skills of our professional nurses with a goal of reducing unnecessary re-hospitalizations. In Michigan we formed a collaboration of clinicians who developed a comprehensive training program based on the most frequent reasons for re-hospitalization. We obtained a CMP grant in which 100 + participating homes came together in two phases. We will gather best practices and share the information from all phases with all homes. We also will report on the data - rates and reasons for re-hospitalizations.

Vickie Burlew is both an RN and a LNHA. She currently is serving as the Project Coordinator for a $1.1 million grant funded by civil monetary penalties with a goal of preventing unnecessary re-hospitalizations. She consults daily in LTC communities focusing on quality assurance and performance improvement. She teaches the subjects of leadership and regulation at the MSU Nursing Home Administration Course.

Session DESCRIPTIONS

1002. Navigating in a Bundled Payment World

Ray Johnson, Chip Caldwell | Amazon F/H

This program will focus on critical questions and issues that senior leaders must address and address quickly. The most operative urgency is winners will be proactive; losers will wait on health systems and "bundlers" to approach them. During the program, national research conducted by Caldwell Butler and sponsored by the American College of Healthcare Executives will reveal 28 discrete variables, affinitized into 5 focus areas, which have been mastered by top performers.

Ray Johnson is a Managing Principal with Caldwell Butler & Associates, LLC. He has his B.S. Degree from the University of Florida and his M.B.A. from the University of North Florida. He is a Licensed Nursing Home Administrator. Prior to his senior living experience, he was the CEO of two acute care hospitals. He is the past Chair of Leading Age Florida. He also served as chair of a risk retention insurance company that provided general and professional liability insurance to senior care providers in the state of Florida.

Chip Caldwell is the Chairman of Caldwell Butler & Associates. For the past decade he has served in leadership positions in the quality community including the Baldrige Foundation Board Support Team as well as the healthcare representative on the U.S. Quality Council. Chip is an internationally recognized speaker. Chip has his B.A. Degree from the University of Tennessee and his M.A. in Health Administration from Central Michigan University. He is a Fellow in the American College of Healthcare Executives. He has authored a number of publications among them "Secrets of Great Healthcare Organizations: Research from the Field."

10:15 AM – 11:45 AM

1101. When Worlds Collide: Long-Term Care vs. Consumerism

Ryan Donohue & Rich Kortum | Amazon I/J

Are long-term care organizations ready for the onslaught of consumerism that is sweeping into all areas of healthcare? Consumers (AKA everyday people) have long struggled to know and understand the organizations that will eventually provide essential long-term care to them or their loved ones. Together we'll explore evidence suggesting a massive perception gap between consumers and providers and reveal how to make an early, powerful, and lasting connection with the increasingly influential healthcare consumer.

Ryan Donohue is a leader in the realm of healthcare consumerism. Ryan's mission is to inspire healthcare leaders to embrace and engage the healthcare consumer. Over the past decade, Ryan has conducted extensive research and authored numerous publications chronicling the effects of consumerism on the US healthcare industry. Ryan leads National Research Corporation's exploratory research offerings and works directly with clients big and small to understand and influence the all-important healthcare consumer.

Rich Kortum is the Director of Strategic Partnerships at National Research Corporation. Rich works closely with state and national healthcare associations to develop strategic partnerships that empower customer-centric healthcare across the continuum. Rich provides National Research partner organizations with support, education, and guidance to effectively utilize employee and customer experience data to drive organizational performance. He works in conjunction with association leaders to advocate for improving the quality of care offered in post-acute care settings.

1102. PAC Strategies for Engaging in Value-based Contracts

Shawn Matheson, FACHCA | Amazon F/H

Engaging in value-based contracts is vital for PAC provider success. Various models, key components, and specific strategies for engaging in value-based contracts will be presented with group discussion and evaluation.

Shawn Matheson is a manager at Leavitt Partners, a healthcare consulting firm founded by former HHS Secretary Michael Leavitt. Shawn has worked since 1998 in long-term care and primary care. Shawn co-founded Utah's largest mobile primary care group, serving long-term care residents and direct contracting for population health with the state's largest Medicare plan for their top 1% of utilizing lives. Shawn served prior as Associate Director at the University of Utah, School of Medicine.

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This ACHCA program certifies professionals who have demonstrated the knowledge, skills, values and leadership experience consistent with the high standards of management necessary to provide quality services to residents, families, and communities. In addition, the program provides visible and tangible evidence of public accountability for the efficient delivery of quality health care. In a 2012 survey conducted by *Advance* magazine, CNHA qualified administrators made $15,528 more than the typical LTC administrator.

Reasons to Pursue Professional Certification:

- National recognition
- Eligibility for State licensure in several states
- Commitment to the public
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Advancement to Fellow

The designation of Fellow signifies the highest level of achievement within ACHCA. Obtaining this level of achievement in your profession is your opportunity to tout your hard work in long term care and to demonstrate your continued commitment to staff, residents, and community.

Fellowship is a mark of distinction that others recognize and respect. Once you have advanced to Fellow status, it is a designation that you keep for life as long as you maintain your ACHCA membership.

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Explore the advancement opportunities available to you through The American College of Health Care Administrators, visit www.achca.org or call (202) 536-5120.

Exhibitor DESCRIPTIONS

ACCUSHIELD

Accushield replaces the paper sign-in log at senior living communities with a badge printing kiosk to sign-in visitors and confirm receipt if required credentials from third-party healthcare providers.

AEGIS THERAPIES ♦

Aegis Therapies is a premier provider of physical, occupational, and speech therapies in nursing homes, assisted living centers, home health agencies, and hospitals.

AMERICAN DATA

American Data's ECS provides an EMR/EHR and Financial solution. ECS is an integrated software solution streamlining patient care while providing real-time documentation, increasing reimbursement capabilities.

AVERA ELTC

Avera eLTC connects long-term care residents to providers using two-way audiovisual telemedicine technology to provide around the clock urgent care.

COMFORT MATTERS, INC

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CORNELL COMMUNICATIONS, INC ♦

Provides communication systems that gather data to improve staff efficiency and the care of your residents. Mobile technology simplifies staff communication and improves bottom line.

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MMCAP

MMCAP is a free GPO open to government agencies as well as counties, cities and others. MMCAP offers pharmaceuticals and other healthcare contracts.

Exhibitor DESCRIPTIONS

PATHWAY HEALTH

Pathway Health is a professional management and consulting organization serving clients in the long-term care and post-acute care industry. Since our founding in 1997, Pathway Health has been keeping a pulse on clinical, regulatory, quality, and reimbursement trends to keep our clients on the path to success.

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2016 Medicare Compliance Update: Essential Facts for Facility Managers

All long term care administrators must understand the specifics of Medicare Part A Compliance. The compliance rules, definitions and coverage under the program have been advised in 2013, 2014 and 2015. This interactive fast paced session will discuss the structure of Chapter 8 of Medicare Benefit Policy Manual and highlight the changes that impact operations. CMS assumes that all operations and administrative staff understand the current rules and coverage definitions. The many changes in these areas will be identified and defined so the facilities can respond, educate their staff about the changes and establish meaningful Q.A. or an audit program to monitor compliance. This is a must do update session for administrators and clinical leadership.

Learning Objectives

1. Identify the content and importance of Compliance guidance in Medicare Benefit Policy Manual chapter 8 – for Part A Providers
2. Discuss the recent updates to the Medicare Benefit Policy Manual that impact proactive and Policy in the facility.
3. Describe the policy changes that facilities should implement to support compliance with the program.

Continuing Education Credits: 1.25

Watch Now: www.achca.org

LEAH KLUSCH, FACHCA received her BSN from Capital University and continued graduate studies in curriculum at The Ohio State University. She is the Executive Director of The Alliance Training Center, a nonprofit educational foundation, providing solutions in the healthcare industry since 1989. Leah is a national speaker and trainer, consultant and author, traveling nationally. She has also received her fellowship from ACHCA in 2009 and received their Education Award in 2011. Recently, she has also launched a series of MDS web based programs for skilled nursing, rehab, specialty, hospice, and home health.

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- Our product packs are designed for maximum stability and shelf life and are very organization friendly.
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Phenyleprine 10 mg

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Cold and Flu CF MAX NIGHTTIME
118 & 237 ml

ExcelMed Tussin DM

Each 5ml cotnains:
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Dextromethorphan 5 mg

60 ml, 118 ml & 237ml
Robitussin Cough + Chest Congestion DM

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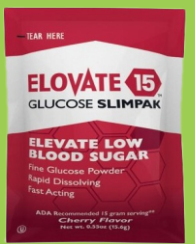
Elovate 15



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