



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

Presents

## 6 CEU's and AIT Review Friday 6/23/17

*Bundled Payment Experience in Multiple States: Why do you need to know what happened somewhere else? BELSS Approved 171-C-17*

*Competitive Advantages that Generate Census Growth*

*NAB Approved @ A25651*

## Rich Fratianne Melting Pot Fundraiser Sponsored by Secure Care Systems

### Schedule of Events:

- Wed. 6/21/17 p.m.- Reception Conference Center or Poolside
- Thurs. 6/22/17 :
  - 6:00 a.m.- Fishing for Walleye & Perch
  - 9:30 a.m.- Golfing at Sawmill Creek or Cedar Point
  - 5:00 p.m.- Evening Reception at the VFW
  - 6:30 p.m.- Ferry Ride to Kelly's Island for Dinner
  - 9:00 p.m.- Auction in the Executive Suite
- Fri. 6/23/17 8:00-3:00 p.m. 6 CEU's & AIT Review Preparation



### **Hotel Location**

The Lighthouse Resort

614 East Main Street

Phone# (419) 798-9600

(special \$89 night) [www.thelighthouseresort.com](http://www.thelighthouseresort.com)

Join Us Wed 6/21 Arrival Reception for Fisherman and Golfers

Thurs 6/22 for a day and evening of fun 6/23 6 CEU's & AIT Review



Bundled Payment Experience in Multiple States: Why do you need to know what happened somewhere else?

Ron Scharff, Assistant Vice President directs RehabCare's post-acute continuum research for hospital and community based rehabilitation providers. He guides a range of clients, including IRF, TCU, SNF, HHA, and OP therapy, in using data and strategic insights to achieve better acute and post-acute care integration, success in alternate payment models, and strength across their rehabilitation therapy services. He focuses on understanding opportunities to optimize payment screening, improve transfer processes, and enhance rehabilitation services across healthcare sites of service.

### Competitive Advantages that Generate Census Growth

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.



**SECURE CARE**  
HEALTH SYSTEMS, INC

# Registration Form

ACHCA Please return to: Matt Walters 4000 Singing Hills Blvd. Dayton, Oh

45414

Phone: 937-674-6453 Make checks payable to  
the Ohio Chapter ACHCA



Wed reception & Thurs: (Golf \$50 ) (Fishing  Free)

Thursday & Friday (Thur. 5 p.m. at the VFW Marblehead)

Credit Card [www.eventbrite.com...](http://www.eventbrite.com...))

- ACHCA Member \$100
- Non Member \$125
- Student Member \$ 50
- Student Non Member \$ 75
- Dinner Only \$ 50  Spouse \$ 25

Friday -Education Program Only 8 a.m. to 3 p.m.

- ACHCA Member \$ 50 \_\_\_\_\_
- Non Member \$ 75 \_\_\_\_\_
- Student Member \$ 25 \_\_\_\_\_
- Student Non Member \$ 50 \_\_\_\_\_

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

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

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

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

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

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



## DIRECTIONS

**VFW 421 West Main Street, Marblehead, Oh 43440 419-798-4262**

› **From Cincinnati/Dayton:**

- › I-75 N toward TOLEDO.
- › Merge onto US-6 E via EXIT 179 toward FREMONT.
- › Turn LEFT onto BOWLING GREEN RD E I US-6. Continue to follow US-6.
- › Turn LEFT onto US-6 E I OH-53 N.
- › Take the RAWSON AVE ramp toward PORT CLINTON I FREMONT. Take the ramp toward PORT CLINTON.
- › Turn SLIGHT RIGHT onto OH-53 I RAWSON AVE.
- › Continue to follow OH-53
- › Merge onto OH-2 E I OH-53 N. Take the OH-163 E exit.
- › Turn RIGHT onto OH-163.
- › End at VFW on 421 W Main St Marblehead, OH 43440-2249
- › Continue on Main Street for The Lighthouse Resort

› **From the Toledo Area**

- › Proceed to I-280 South 2.3 mi
- › Take ramp left for I-280 South 1.2 mi
- › At exit 7, take ramp right for Oh-2 toward Oregon 0.2 mi
- › Turn left onto SR-2 I Navarre Ave 38.9 mi
- › Take ramp right for US-53 toward Catawba Is 0.3 mi
- › Bear right onto SR-53 1.3 mi
- › Turn right onto SR-163 7.0 mi
- › End at VFW on 421 W Main St Marblehead, OH 43440-2249
- › Continue on Main Street for The Lighthouse Resort

› **From the Cleveland area:**

- › I-90 West 1.2 mi
- › At exit 1708, take ramp right for I-90 West toward Toledo 26.2 mi
- › Keep right onto SR-2 West 25.6 mi
- › Bear left onto US-6 West 0.6 mi
- › Keep straight onto SR-2 West 17.1 mi
- › Take ramp right for SR-269 toward Lakeside I Marblehead 2.4 mi
- › Turn right to stay on SR-163 I SR-269 5.3 mi
- › Arrive at 421 W Main St, Marblehead, OH 43440-2249

› **From the Columbus area: I-71 North 31.1 mi**

- › At exit 140, take ramp right for Oh-61 toward Mt. Gilead I Cardington 0.3 mi
- › Turn left onto SR-61 11.9 mi
- › Turn right onto US-42 I S Main St 1.0 mi Keep straight onto SR-61 I N Main St 8.8 mi Turn left onto SR-288 0.1 mi
- › Turn right onto SR-309 4.0 mi
- › Bear left onto SR-598 I Portland Way N 21.9 mi
- › Turn left onto SR-61 I SR-598 0.4 mi
- › Keep straight onto SR-598 1.2 mi
- › Road name changes to CR-45 S I Peru Center Rd S 6.1 mi Keep straight onto CR-45 N I Peru Center Rd N 6.8 mi Road name changes to S Main St 0.4 mi
- › Turn left onto US-20 I S Main St 0.8 mi
- › Turn right onto SR-99 9.7 mi
- › Road name changes to Bardshar Rd 2.0 m
- › Turn right onto SR-101 I Tiffin Ave I Township Hwy 136 1.1 mi
- › Take ramp left and follow signs for SR-2 West 7.7 mi
- › Take ramp right for SR-269 toward Lakeside I Marblehead 2.4 mi
- › Turn right to stay on SR-163 I SR-269 5.3 mi
- › Arrive at 421 W Main St, Marblehead, OH 43440-2249

### **AIT EXAM REVIEW AND BIO'S**

- *Stephanie Antoun, LNHA, FACHCA*
- *Greg Nijak, LNHA*
- *Tammy Cassidy, RN, BSN, BC, LNHA, RAC-CT*  
*"Tammy is the owner of her consulting firm T. L. Cassidy and Associates LLC. An Administrator, Director of Nursing and known expert in the MDS. Companies using her services all comment " Tammy is excellent" and has the unique ability to work with all levels of staff.*
- *Brenda Wirrig, LNHA, CEAL*  
*"Brenda has been with Lincoln Park Manor since 2001. She started her career as an evening receptionist while home schooling her two daughters. Within six months she was promoted to Human Resource Manager for 4 years. In 2006, she received her LNHA and was promoted to Assistant Executive Director. In 2014, she was promoted to Executive Director. She is proud of the longevity of the senior management at Lincoln Park Manor. She is only the fourth Executive Director in the 28 years history of Lincoln Park Manor.*

### **AIT REVIEW SCHEDULE OF TOPICS COVERED**

1. Leadership & Management-Stephanie Antoun & Greg Nijak (8:00AM- 10:00AM)
2. Federal and State Licensure Regulations- Tammy Cassidy (10:00AM-12:00PM)
3. Human Resources and Business Office -Brenda Wirrig (12:30PM-2:30 PM)



### **ACHCA Ohio Chapter Marblehead Event History**

Rich Fratianne was a past National President of the College and a leader in the Ohio Chapter for many years. This event was created in his memory where our Ohio Chapter members would have fun and enjoy the fellowship of being together in a recreational setting such as Lake Erie. Rich strongly felt and stated on numerous occasions that he believed the Ohio Chapter members got as much out of our meetings with good fellowship as we received in the classroom for the CEU required by our State Licensure Board. His idea was that the Ohio Chapter should be the “Melting Pot” of ideas and discussions between our members coming from not only the for-profit and non-profit nursing centers, but also from the facility members, presenters, and students combined together in a “Melting Pot” like atmosphere of camaraderie. He loved to see all these disciplines coming together to discuss issues, to talk and to laugh and fun and enjoy being with each other in a “Melting Pot”. When Rich suddenly passed away, we developed this event to remember him in this setting once per year with Secure Care as our sponsor.

### **Lighthouse Resort and Conference Center Lakeside Marblehead, Ohio**

This picture best explains our location of our annual event for many years. Family owned and operated Lighthouse Resort is conveniently located to the Ferry that can reach several destinations on Lake Erie. Be sure to make time for this annual event and you will keep coming back every year!



