

AS A HOME CARE FINANCIAL MANAGER YOU ARE GOING TO BE TESTED

Revised PPS marks a new era for home Care—an era of lower profit margins and reduced operational margin for error. It is an era that is designed for, and that will be dominated by, efficient agencies. “Efficient Agencies” in fact, is the exact phrase used by MedPAC and CMS. But their definition of efficient is more extreme than the current agency use of term.

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SACRAMENTO, CA
PERMIT NO. 1971

DETAILS/PROGRAM SCHEDULE

The Revised Prospective Payment System drastically affects both the clinical and the financial side of agency operation. Up to this point, most of the home care industry’s focus has remained on the clinical side of the equation. This workshop will focus on the payment aspects of the move to the Revised PPS. In these workshops financial managers and owners will jump-start the formation of a comprehensive agency plan for financial stability.

Agenda:

Registration: 8:30am - 9:30am
Workshop: 9:30am - 2:30pm
(networking lunch provided)

Special Instructions:

Each agency participating in this event **must bring a laptop computer** for your own use. Jeff Lewis will be bringing your personalized reports on a flash drive, which will require Microsoft Excel on your own computer during the conference.

NO Continuing Education Units (CEU’s) will be awarded for this event.

WHO SHOULD ATTEND

THIS WORKSHOP IS DESIGNED FOR THE OWNER, ADMINISTRATOR, CEO, CFO AND/OR ACCOUNTANT OF A MEDICARE CERTIFIED HOME HEALTH AGENCY.

The information is geared toward those who make strategic decisions for your agency. This is NOT a workshop for billing personnel.

California Association for Health Services at Home
3780 Rosin Court, Suite 190
Sacramento, CA 95834
www.cahsah.org



THE HOME CARE Revenue Protection Tour

A power-packed, half-day workshop featuring one-on-one agency payment analysis and recommendations by Jeff Lewis

Now Let's Get the Money Right!

April 14, 2009

Radisson Hotel
Sacramento, CA

April 15, 2009

Marriott Ontario Airport
Ontario, CA

Featuring **Your Organization’s 2008 Cash Analysis**
provided by Jeff Lewis of Lewis, Inc.

and

Strategies to Enhance Cash Flow

by M. Aaron Little of BKD Health Care Group

Brought to you by:

California Association for
Health Services at Home



WHAT YOU'LL TAKE AWAY

While it's not uncommon for agencies to uncover a significant amount of uncollected cash in these reports, we feel you should look beyond the simple recovery of revenue toward the improvement of your cash flow processes. Only with a thorough analysis of your entire cash flow system can you ensure that you will collect what you are owed without having to continually scrub your claims. Look at this workshop as a thorough check up of your Medicare billing performance and cash flow. If your checkup reveals improvement opportunities, you will take away strategies to act on those opportunities and improve cash flow. If your checkup reveals healthy performance, you'll take away peace of mind that existing processes are adequate.

OBJECTIVES

- Receive an individualized analysis of your 2008 payment performance with their data and recommendations supplied to participants on a thumb drive. The data, analysis, and thumb drive are yours to keep.
- See firsthand, drawn from your agency's own data, how monitoring the timeliness of claims filing can point out operational problems that run deep within your organization.
- Understand that it is no coincidence that agencies that turn around their RAPs the fastest often also have the best clinical outcomes in their market. Participants will see, firsthand, how competency in one area foretells agency competency in other areas.
- Understand the depth of your HMO liability. How much is the HMO Advantage plan costing your agency today? Participants will be given specific strategies to limit the HMO damage to their bottom line - strategies that can reverse an HMO defection with rapid response.
- Compare your clean claim rate month by month and discover how much Medicare HMO's are costing YOU.
- Walk away with a total understanding of the importance of payment monitoring in a system that is almost continuously ratcheting tighter over time. Workshop participants will see how agencies continuously monitoring their payment can respond rapidly to changes in reimbursement and why those who find that they can't monitor constantly will find it difficult to stay in business.

FACULTY

Take advantage of this exclusive opportunity to interact with two of the home care industry's leading operations specialists.

Spend the first half of the morning with premier home care analyst **Jeff Lewis**. You will be provided with an in-depth analysis of your organization's 2008 Medicare cash flow performance. Your cash flow analysis will be assembled by Lewis, Inc. and delivered to you on a flash drive for your laptop computer. On the flash drive, Jeff will personally guide you through your analysis results.

Following the first session, spend the second session with **Aaron Little**, one of home care's premier billing operations consultants. Aaron will provide strategies on how to take action on your Lewis data results to improve your organization's billing and cash flow. Aaron will reveal common cash flow challenges and offer solutions to boost cash performance.

HOTEL INFORMATION

Radisson Hotel
500 Leisure Lane
Sacramento, CA 95815
(916) 922-2020

Marriott Ontario Airport
2200 East Holt Blvd
Ontario, CA 91764
(909) 975-5000

HOW TO REGISTER

- **ON-LINE** with your credit card at: www.cahsah.org
- **FAX** your registration to: (916) 641-5881
- **MAIL** your registration to:
CAHSAH
3780 Rosin Court, Suite 190
Sacramento, CA 95834
- **PHONE** in your registration with credit card payment to: (916) 641-5795 ext. 113
- **QUESTIONS?**
Contact CAHSAH at (916) 641-5795 ext. 113

REGISTRATION FORM

April 14, 2009 - Sacramento, CA

April 15, 2009 - Ontario, CA

RATE SCHEDULE	Member	Non-member	Sub-total
FIRST ATTENDEE	\$250	\$500	\$ _____
EACH ADDITIONAL ATTENDEE FROM THE SAME AGENCY	\$100	\$200	\$ _____
DEADLINE TO REGISTER IS MARCH 16		Total:	\$ _____

Because of the time required to analyze your data, this workshop has a firm deadline. We cannot accept any registrations after March 16

Company Name

Attendee Name & Title

Attendee Name & Title

Company Mailing Address

City

State

Zip Code

Phone #

Fax #

Email Address (Confirmations will be sent to this address)

Pre-payment is required

Method of Payment		<input type="checkbox"/> Check (payable to CAHSAH)
<input type="checkbox"/> Visa	<input type="checkbox"/> MasterCard	<input type="checkbox"/> American Express
Credit Card #	Exp. date	
Credit Card Billing Address	City, State, Billing Zip Code (required)	
Cardholder Name (please print)		
Signature (required)		