



## **Bundled Payment in Home Health: Moving from Concept to Reality**

A Series of Three 90-Minute Webinars  
by



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**Thursday, February 25, 2016**

**Thursday, March 3, 2016**

**Thursday, March 10, 2016**

**\*\*\*\*2:00 p.m. to 3:30 p.m. Central Time\*\*\*\***

### **Bundled Payment in Home Health: Moving from Concept to Reality**

Health care reform has been discussed and debated for many years and often appears to not put an intentional focus on the delivery of home based services. This lack of clarity has lulled many home health providers into a sense of security that real change will be years down the road. Effective April 1, 2016, many agencies will be thrust into the reality of one of several bundled payment models – Comprehensive Care for Joint Replacement (CJR). Even if not directly impacted, the entire home health industry must pay close attention and begin preparations for this type of care delivery model.

This series of three (3) ninety-minute webinars will provide a solid foundation, real life examples and practical strategies for agencies to immediately employ. Given the complexity of providing care in a bundled model, the content will be addressed as follows:

#### **February 25, 2016 – Session 1**

- Session 1: Bundled Payment in Home Health: Regulatory Context and Clinical Implications
  - In order to be effective partners in a bundled payment program, home health agencies need to have a clear understanding of the contextual factors driving changes in health care on a larger scale. A look inward at utilization of clinical services for key patient populations will assist agencies in assessing the current and future drivers of practice patterns.

#### **March 3, 2016 – Session 2**

- Session 2: Bundled Payment in Home Health: Experiences from the Front Line
  - Operationalizing the concepts of bundled payment models is no easy task. Access to experts who are already at the front line of care provision gives agencies real life lessons to learn from and helps to identify potential pitfalls that can be avoided.

- Guest Presenters:
  - Dan Kevorkian, MSPT
    - Director of Rehab Program Development & Bundled Payment Initiatives, AccentCare, Inc. Franklin, TN
    - *Dan is currently the National Director of Rehabilitation Program Development & Director of Bundled Payment initiatives with AccentCare Home Health where he works to educate clinicians on best practices for therapeutic delivery in the home setting and develops programs to ensure the highest quality care. In his role as Director of Bundled Payment Initiatives for AccentCare (which is both a convener for multiple Model 2 BPCI episode initiators as well as a provider of home health services), Dan has developed care management guidelines, worked with the episode initiators to develop best practices and protocols as well as developed programs for the home health division to be able to support multiple BPCI/CJR opportunities throughout the country.*
  - Ken Schonbachler, MBA, MPT
    - Senior Director, Business Development & Patient Transitions, VNA of Western New York
    - *Ken is the senior director, business development and patient transitions at the Visiting Nursing Association of Western New York, Inc. (VNA). Most recently, he served as director, VNA business development and rehabilitation services. In that role, he led VNA's growth initiatives, including expanding the rehabilitation program by 40 percent over the last three years .As senior director, Ken is responsible for leading patient management and discharge planning initiatives with a focus on patient experience, length of stay, readmission avoidance and linkages to post-acute care.*

### March 10, 2016 – Session 3

- Session 3: Bundled Payment in Home Health: Business Model Issues and Outcome Management
  - Bundled payment impacts more than the provision of care as the business relationships established between settings will set precedent for years to come. Home health agencies must be informed about critical areas to address when entering in to these types of arrangements. On an organizational level, the impact of bundled payment on outcomes – both financial and clinical – will have to be managed proactively to assure long term viability.
  - Guest Presenter:
    - Robert W. Markette, Jr., CHC
      - Hall, Render, Killian, Heath & Lyman, P.C.
      - *Markette practices in Hall Render's Health practice group where he focuses on representing home health, hospice and private duty providers in all aspects of their operations. He works with clients on issues related to Medicare and Medicaid compliance, payer issues, HIPAA compliance and Medicare and Medicaid fraud and abuse. Markette also assists providers in matters related to wage and hour compliance, EEOC matters and other employment-related issues. He has represented clients in state and federal litigation, administrative appeals and Medicare and Medicaid fraud investigations.*

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**Kornetti & Krafft**  
**HEALTH CARE SOLUTIONS**  
*Value Beyond The Visit*

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## **FOUR SIMPLE WAYS TO REGISTER**

**BE SURE TO INCLUDE ALL INFORMATION REQUESTED BELOW:**

1. **E-mail** this completed form to: [liz@hclanet.org](mailto:liz@hclanet.org)
2. **Fax** completed form to: (337) 231-0089
3. **Mail** completed form to: HCLA, 850 Kaliste Saloom Road, Suite 123, Lafayette, LA 70508
4. **Online** at [www.hclanet.org](http://www.hclanet.org)

**Name of Organization:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_

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

**City/State/Zip Code:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**E-mail (required field):** \_\_\_\_\_

### **Registration Fees**

All Three Sessions, Member Rate \$299.00, Non-Member Rate \$424.00

Session One - February 25, 2016, Member Rate - \$129.00, Non-Member Rate \$179.00

Session Two - March 3, 2016, Member Rate - \$129.00, Non-Member Rate \$179.00

Session Three - March 10, 2016, Member Rate - \$129.00, Non-Member Rate \$179.00

**Cancellation fees will apply, no cancellations after webinar information sent to attendee.**

### **PAYMENT METHOD**

Check (payable to HCLA)     VISA     MasterCard     American Express

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Signature \_\_\_\_\_

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