

Workshop Registration

	Workshop Fees	Members	Non-Members
<input type="checkbox"/>	Before September 11th	\$225	\$425
<input type="checkbox"/>	After September 11th & at the door	\$275	\$475

Agency:

Address:

City: State: Zip:

Attendee 1)

Attendee 2)

Attendee 3)

Attendee 4)

Location: Baton Rouge

Phone:

E-mail Address:

Method of Payment

- ☐ Check
 ☐ MasterCard
 ☐ Visa
 ☐ AMEX

Credit Card No.:

Name on Card:

Billing Address:

City: State: Zip:

Expiration
Security Code: Date

You can also register online at www.hclanet.org
or fax the registration form to 337-231-0089.

HomeCare Association of Louisiana
P.O. Box 80124
Lafayette, LA 70598
Ph. 337.231.0080



The FUTURE of Your Home Health Agency IS IN YOUR HANDS

A "How To" Guide for Minimizing
Risk AND Maximizing Care



Presented by: Jan Spears
of MJS & Associates, LLC

Tuesday, September 18th
8:30 am - 4:30 pm

Who Should Attend:

- RN's
- Owners & Administrators
- Risk Managers
- Directors of Nursing

The FUTURE of Your Home Health Agency - IS IN YOUR HANDS

Workshop Overview

Change is often good, but stressful for the home care owner, administrator, supervisor and clinical staff. In the past two decades alone, the home care provider has weathered changes in conditions of participation, reimbursement structure, coverage standards, outcome measures, external oversight, electronic medical records (EMR), OASIS items/guidance, diagnostic coding, and much more. Change is continuously occurring in day-to-day home health and hospice operations, but taking control of its impact will assure survival and success! This workshop is presented to examine the risk of financial loss and operational breakdown occurring in the industry today while preparing the owner, administrator and supervisor for what is coming in the immediate future for home health operations.

Specifically, the workshop will address the following topics:

- Why home health documentation is at risk for denial and *how to prevent these costly mistakes (Qlarant UPIC SW – NEW!)*
- Which new Conditions of Participation are tied directly to payment and *how to avoid denials AND paybacks*
- Referral sources that can lead to your downfall – *how to vet relationships and avoid the tangled web of a federal investigation for conspiracy to commit health care fraud*
- Delivery of care in a continuum of reduced rates – *how to achieve more for your patient with limited visits*
- Why outcome management is the hidden key to patient satisfaction and agency survival and

how to prepare for quality reviews in the future

- What's ahead in the 2019 Proposed Rule and *how to modify your agency's operations to comply*
- And more!

Knowledge is the key to gaining control of your home Health future! Implementing necessary changes in services and practice, operations, and documentation are the required elements for success. ***This workshop is for you if you fear the future!***

About our Speaker

Jan Spears has more than 38 years' experience in the health care industry serving as the owner/administrator of a successful home health operation in the eastern part of Texas for more than 17 years, and following its sale, as the owner of a multi-faceted health care consulting firm located in Nacogdoches, Texas for the past 21 years. MJS & Associates, LLC, under Spears' leadership, provides clinical and reimbursement consultation services to a broad base of health care provider types including physicians, rehab facilities, home health and hospice agencies, pharmacies, and others in health related fields. Since 1998, Spears and associates have billed and collected more than \$1 billion from the Medicare and Medicaid programs on behalf of its clients. Additionally, the company has conducted more than 30, 000 record audits, represented more than 300 providers in medical appeals, worked with more than 50 health care law firms in provider defense of overpayment and recoupment issues among other areas. Spears is recognized as an expert in the area of clinical documentation and reimbursement in both civil and criminal court jurisdictions. She is a frequent speaker at state and regional seminars where she is known for her solutions-driven approach to industry issues.



Workshop Location:

**Embassy Suites
4914 Constitution
Avenue
Baton Rouge, LA 70808
Phone 225.924.6566**

*** Serving complimentary lunch**

Future HCLA Education:

August 14, 2018 - New and Changed ICD-10-CM Codes Effective for 10/1/18 Webinar

October 10-11, 2018 - Intermediate ICD-10-CM Coding Workshop presented by Lisa Selman-Holman - Baton Rouge

November 8-9, 2018 - HCLA Annual Home Care Conference - Baton Rouge

The HomeCare Association of Louisiana is an approved provider of continuing nursing education by Louisiana State Nurses Association, an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation. Number of credits 6.5 hours.