

Workshop Registration

	Workshop Fees	Members	Non-Members
<input type="checkbox"/>	Before October 6th	\$195	\$ 395
<input type="checkbox"/>	After October 6th & at the door	\$235	\$435

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:

Security Code: Expiration Date

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

HomeCare Association of Louisiana

850 Kaliste Saloom Road, Suite 123

Lafayette, LA 70508

Ph. 337.231.0080

Fax: 337.231.0089



*The Secrets to **Winning**
When Your Charts Are
Selected for Review!*



Presented by: M. Jan Spears
of MJS & Associates, LLC

Tuesday, October 13th
8:45 am - 4:30 pm

Who Should Attend:

- Owners & Administrators
- Risk Managers
- Directors of Nursing
- Staff Nurses

The Secrets to Winning When Your Charts Are Selected For Review

Workshop Overview

It's 10:00 in the morning. The mailman delivers an ominous letter from AdvanceMed. It's a request for records, and they want them within 15 days. It's 2:00 PM and your billing staff just gave you the news! Five episodes have appended to ADR at Palmetto – prepay! Your peace of mind has just been shattered. Will your records sustain the payments you received?

It's no secret that Palmetto, AdvanceMed, Connolly, Strategic Health, and the OIG are continuing to fact check home health and hospice records to reverse the outrageous improper payment stats in the industry. It's no secret that *Probe and Educate* initiatives begun in the inpatient sector are moving rapidly to home health and hospice – thanks to claim data like *PEPPER*! And it's no secret that the audit results are dealing devastating blows to the agencies who charts are selected for review.

This full day training, sponsored by HCLA and delivered by M. Jan Spears, CEO with MJS & Associates, LLC, is designed to let the home health and hospice providers in on some secrets to successful adjudication of claims under review. While the focus of the class is “*prevention*”, appropriate response to the request can result in improved payment outcomes.

Spears will present 15 *Secrets to Success* in areas including:

- How to determine your own risk of audit and by whom
- Documenting homebound and medical necessity; ensuring best practice for face-to-

face requirements; implementing therapy protocols that meet LCD requirements; modifying teaching approaches to meet coverage standards, and other hot topics in medical review

- Preventing technical denials using a pre-billing checklist *THAT WORKS!*
- Adopting a response procedure to record requests that improve chances of sustain payment
- Looking forward to added risk areas with ICD-10 transition

Get informed and get ready for the mail tomorrow!

About our Speaker

Jan Spears has more than 35 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 18 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:

November 12, 2015 - The Aide's Role in Transferring Clients Safely Teleconference

December 8-9, 2015 - HCLA Annual Home Care Conference, Baton Rouge, LA

December 10, 2015 - The Aide's Role in Communication Teleconference

"The HomeCare Association of Louisiana is an approved provider of continuing nursing education by South Central Accreditation Program (SCAP), an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation. 6.25 contact hours will be provided.