



ADVANCED HOME HEALTH BOOT CAMP AGENDA

DAY 1

7:30AM - 8:30AM

Registration

8:30AM - 9:00AM

Opening Remarks: John Dapello, CEO

9:00AM - 9:45AM

Regulatory Updates 2020-2021

Home Health Industry News & Trends

- ✓ The Good, the Bad, and the Ugly

QAPI

- ✓ Regulations and Overview
- ✓ Elements of the QAPI Program
- ✓ Building the QAPI Program Made Easy
- ✓ Data Collection and Aggregation
- ✓ Indicators
- ✓ Performance Improvement
- ✓ Root Cause Analysis
- ✓ Performance Improvement Project (PIP)

10:30AM - 10:45AM

BREAK

10:45AM - 12:30PM

Quality Outcomes/Measures

- ✓ OASIS Based Outcomes
- ✓ Claim Based Outcomes
- ✓ Quality Reporting / iQIES Reporting
- ✓ STAR Rating and Care Compare
- ✓ ADR's and Denials
 - ✓ What are they?
 - ✓ How to avoid denials
 - ✓ Top claim denial reasons
- ✓ 21st Century QAPI Program...A Plan for everyone

12:30PM - 1:15PM

Lunch

1:15PM - 3:15PM

Community Health Accreditation Partner (CHAP)

Teresa Harbour, Senior Vice President of Accreditation

- ✓ Why CHAP?
- ✓ CHAP's Recertification Process
- ✓ Optional Self-Study
- ✓ Overview of Standards
- ✓ The Site Visit
- ✓ Maintaining Annual Requirements
- ✓ Top 10 Deficiencies
- ✓ Tips for Compliance
- ✓ Sanctions
- ✓ OIG Audits-Telehealth
- ✓ Palliative Care Certification
- ✓ Infusion Therapy Nursing
- ✓ Home Health CMS Blanket Waiver Guide
- ✓ Infection Control and Emergency Preparedness PHE Considerations
- ✓ CHAP Education/Support

3:15PM - 3:30PM

BREAK

3:30PM - 5:00PM

Home Infusion Therapy (HIT):

PRESENTORS:

**Lisa Meadows ACHC and Lynn Labarta, Imark Billing,
Specialist**

- ✓ Who is eligible for HIT accreditation?
- ✓ Requirements for Survey
- ✓ Review of Conditions for Coverage
- ✓ Billing Requirements



ADVANCED HOME HEALTH BOOT CAMP AGENDA

DAY 2

9:00AM - 11:00AM

Accreditation Commission for Health Care (ACHC)

Lisa Meadows, Manager, Clinical Compliance Education

- ✓ Renewing with ACHC: What's Different During a Renewal Survey
- ✓ Completing the application
- ✓ Unduplicated admissions
- ✓ Home visits
- ✓ Medical records
- ✓ Branch additions
- ✓ Service additions
- ✓ Distinction in Telehealth
- ✓ Distinction in Palliative Care
- ✓ Distinction in Behavioral Health Home Health
- ✓ Common deficiencies
- ✓ Avoiding Condition Level Deficiencies
- ✓ On-going support
- ✓ 12 and 24 Month Compliance Checklists
- ✓ ACHCU Webinars and Workshops

11:00AM - 11:15AM

BREAK

11:15AM - 12:30PM

ALORA PRESENTATION: Home Health Software

Jacquie Strupp and Colleen Jones

12:30PM - 1:15PM

LUNCH

1:15PM - 3:15PM

IMARK BILLING: Lynn Labarta, Billing Specialist

- ✓ RCD- Review Choice Demonstration
- ✓ What Drives your Medicare Reimbursement?
- ✓ PDGM Best Practice: Episode Management
- ✓ Intake under PDGM
- ✓ No Pay RAP Rule - What change need to be made for success?
- ✓ Telehealth in Home Health

3:15PM - 3:30PM

BREAK

4:00PM - 5:00PM

ACTIVITY: Coding and Supporting Documentation

PRESENTORS: Karen Bailey & Lynn Labarta, Imark Billing Specialist



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DAY 3

9:00AM - 10:00AM

MARKETING STRATEGIES: Dan McPhilemy

Senior VP Marketing & Business Development CHAP

- ✓ Create a Value Proposition
- ✓ Return on Investment on advertising and marketing dollars
- ✓ Differentiate your agency

10:00AM - 11:00AM

LOCAL DIGITAL MARKETING: Michael McAniff

Marketing Director 21st Century Health Care Consulting Services

- ✓ Website SEO
- ✓ Google Adwords PPC, Display, Remarketing
- ✓ Facebook / Instagram Boosted Posts

11:00AM – 11:15AM

BREAK

11:15AM – 12:00PM

PROVIDER ENROLLMENT

- ✓ Don't Miss the wave!
- ✓ Medicaid Waivers Industry Trends
- ✓ COVID-19 Impact
- ✓ Future Health & Behavioral Needs
- ✓ Palliative Care Enrollment Plans

12:00PM - 1:00PM

LUNCH

1:00PM - 1:30PM

Franchise Opportunities: Lori McCauley

VP of Franchise Development

- ✓ Industry Shift to Franchise
- ✓ Aging in Place Model

1:30PM - 2:30PM

Palliative Care

PRESENTORS:

Karen Bailey, Clinical Director & Teresa Harbour, CHAP

- ✓ Palliative VS Hospice
- ✓ Who is Eligible?
- ✓ How is Palliative Care Paid?
- ✓ How to start a Palliative Care Program
- ✓ Palliative Care Standards

2:30PM – 2:40PM

BREAK

2:40PM – 3:30PM

Doug Walters: Accounting, CPA

- ✓ Tax Liabilities
- ✓ Medicare Cost Reports
- ✓ Annual Budgets
- ✓ Capital Expenditure Budgets
- ✓ Overtime
- ✓ External Review

3:30PM – 4:00PM

Questions and Answers

4:00PM - 5:00PM

Optional Franchise Session

Deeper Dive Franchise Questions & Answers