

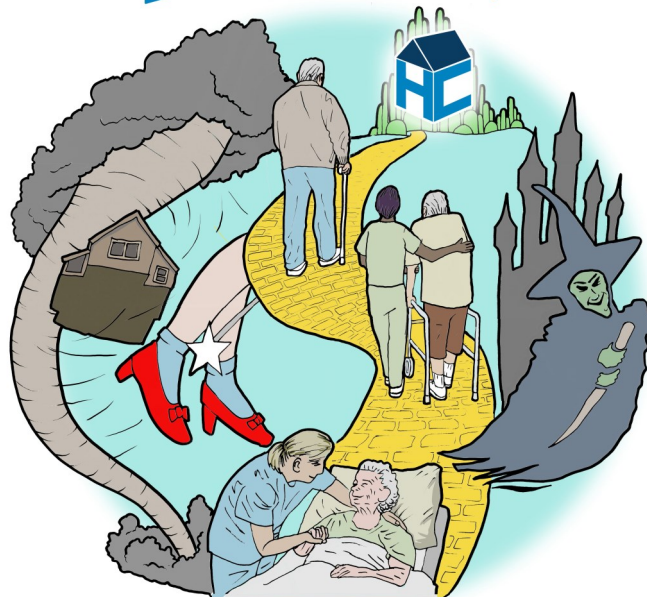


MICHIGAN ASSOCIATION FOR
Home Care

2014 Annual Conference

Conference Registration

**“THERE’S NO PLACE
LIKE HOME!”**



May 14-16, 2014
Grand Traverse Resort & Spa
Acme, Michigan

Who should attend?

Home Care, Hospice & HME Staff, Administrators & Managers, Physical, Occupational & Speech Therapists, Clinical Nurse Supervisors, Finance, Reimbursement & Billing Staff and Human Resources Personnel. You!

Location:

The 900-acre resort property is one of the Midwest's finest full-service, year-round, resorts and conference destinations . An award-winning destination resort, Grand Traverse Resort & Spa has been ranked among the Top 20 Mainland Resorts and Top 50 Travel Destinations and Services worldwide by Condé Nast Traveler magazine. Additional accolades include honors from Golf Digest, GOLF Magazine, Family Circle, Successful Meetings, and many other respected organizations.

Registration:

Mail completed registration form with payment to Michigan Association for Home Care, 2140 University Park Drive, Suite 220, Okemos, Michigan 48864. Make checks payable to Michigan Association for Home Care. No telephone registrations will be accepted. Fax registrations will be accepted ONLY for payment by VISA, MasterCard, American Express or Discover. Confirmations are guaranteed to be sent to those whose registrations are postmarked by Friday, May 2, 2014. Early bird registration discount rates apply to registrations postmarked by Friday, April 11, 2014. Agencies will be billed for the difference if early-bird fees are postmarked after Friday, April 11, 2014. The Late rate is for registrations postmarked after April 12, 2014. Agencies will be billed the difference if registrations are received after April 11, 2014.

Registration sharing is strictly prohibited. Each person must be registered.

One-Day Registration:

One-day registration is available. One-day registration includes: educational programming, handouts, continental breakfast, breaks and any planned meal activities or receptions scheduled for your day of attendance.

Cancellation Policy:

Registration fees, less a \$50.00 processing charge are refundable by submitting your request in writing to the Michigan Home Care (fax: 517/349-8090) on or before Monday, April 14, 2014. No refunds will be made, under any circumstances, after April 14th. Substitutions are permitted by faxing your request to the Michigan Home Care, 517/349-8090.

Nursing Contact Hours:

The Michigan Association for Home Care (OH-290, 3/1/2016) is an approved provider of continuing nursing education by the Ohio Nurses Association (OBN-001-91), an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation.

Commercial Support:

There is no commercial support for the educational sessions.

Sponsorship:

There are no sponsors for the sessions.

Conflict of Interest:

The planners and faculty have declared no conflict of interest.

Criteria for Successful Completion:

In order to receive contact hours you must sign in with your barcode labels (obtained at the CE table by registration) at the start of each session. At the conclusion of each session, you must complete your evaluation and put one of your barcode labels on the completed evaluation and turn it in as you leave the room.

Social Work CEs: Applied for to the Michigan SW CE Collaborative

Hotel Accommodations:

A room block has been reserved at the Grand Traverse Resort and Spa for the evenings of Tuesday, May 13th through Friday, May 16th for the Annual Conference. Book your hotel reservations on line today! Go to Grand Traverse Resort's web site www.grandtraverseresort.com, enter the group code "MIHCARE14" at the top of the home page under Group/Promo Code or call the resort directly at 800/968-7352 and mention the Michigan Association for Home Care. See the enclosed pricing/information for rooms.

Dress:

For your comfort, please dress casually for the conference.

Meeting Rooms:

Individual response to temperature differs greatly. It is best to layer clothes...dress for a warm room, but bring a sweater or jacket.

At Your Service:

Conference Host: Michigan Association for Home Care, 2140 University Park Drive, Suite 220, Okemos, Michigan 48864, Phone: 517/349-8089, Fax: 517/349-8090.

Conference Hotel: Grand Traverse Resort & Spa, 100 Grand Traverse Blvd., Acme, Michigan 49610-0404 Phone: 231/534-6000

Golf:

Golf will be available to attendees on Thursday, May 15, 2014 on the Bear. Cost is \$40 a person for 9 holes. 4:00 p.m. start . Call 231/534-6470 to sign up. Credit Card will be asked for. 48 hour cancellation. Deadline for pre-registration is May 8th.

Silent Auction:

Plan to attend and participate in the Silent Auction for the Michigan Foundation for Home Care . Shopping right at your door step! The Annual Silent Auction will be set up in the Exhibit Hall starting on May 14, 2014 from 5:30 p.m. to 7:00 p.m. and will remain open throughout the conference during scheduled exhibit times. The bids will close at 12:00 noon on Thursday, May 15, 2014. Proceeds will help support the Michigan Foundation for Home Care. If you are interested in donating something to the auction, complete the enclosed donation form.

Michigan Home Care Annual Conference



Matt Jones

Opening Session: There Is No Place Like Home: Life Lessons from Oz—Expanding Your Mind, Heart, and Courage!

Wednesday, May 14, 2014

8:30 a.m.—9:30 a.m.

Matt Jones is a professional speaker, author, thought leader, and three-time cancer conqueror.

On Sept. 11, 2002 during his senior year of college, Matt was diagnosed with cancer. The cancer spread to his brain and he slipped into an unconscious state. His doctors did not think he would live. Against all odds, Matt recovered, went through a bone marrow transplant, had to relearn how to walk and has run marathons around the world including San Diego, Rome, Tokyo, and Peru, and Perth. His goal is to complete a marathon on every continent.

He is the author of *Going through Hell? Don't Stop!*, *Life's a Marathon*, *101 Timeless Truths*, and *Leadership is a Marathon*. He is also pursuing a PhD in Organizational Leadership and is the founder of the REAL Leadership Academy (www.RealleadershipAcademy.com). From his talk audience members learn strategies to achieve victory by developing their marathon mentality and crossing their finish line.



Mary Ellen Conway, RN, BSN

General Session: Thinking Outside the Box: The Challenges of Finding New Revenue Sources for Home Care, Hospice & DME

Thursday, May 15, 2014

8:30 a.m.—9:45 a.m.

Mary Ellen Conway is a nurse health care consultant with over 25 years expertise in management throughout the health care continuum. As the President of Capital Healthcare Group, she is known for her special expertise in operations and regulatory compliance issues, such as audits in the post acute arena from home health, hospice and medical equipment, to physician practice, supplemental staffing and accreditation. Ms. Conway is qualified as a legal expert in home health and has served on the faculty of both Georgetown University and Catholic University's Schools of Nursing

Michigan Home Care Annual “Williamsburg Dinner Theater”

Thursday, May 15, 2014

6:30 p.m.—Reception, 7:00 p.m. Dinner

Come join friends and colleagues for a enjoyable evening at the Williamsburg Dinner Theater. Enjoy a fabulous meal along with unique entertainment all settled around “There’s No Place Like Home.” Enjoy a relaxing fun filled evening with friends and colleagues. Sure to be a fun night for everyone and one you won’t want to miss!

Michigan Home Care Annual Conference Highlights Cont.



John Gallagher
General Session - Friday, May 16, 2014
9:00 a.m.—10:30 a.m.

John E. Gallagher is Vice President of Government Relations for the VGM Group, Inc. In his position, he has amassed thousands of miles, traveling across the country to educate both the state associations and independent providers on regulatory and government issues. John has also been conducive in working with independent providers and state associations to promote the DME industry, while advocating for beneficiaries' access to quality care. John has also worked tenaciously to promote outstanding service within the home medical equipment industry. He is a board member of both the Healthcare Quality Association for Accreditation (HQAA) and the Fraud Eradication Advisory Team (FEAT). John received his undergraduate degree from the University of Northern Iowa and a master's degree in management from the State University of New York – Binghamton. Prior to his 2002 employment with VGM, John served as a U.S. Army Signal Corp. Officer from 1983 to 1989. He also held a number of executive positions in the medical equipment industry.



William Dombi
General Session - Friday, May 16, 2014
9:00 a.m.—10:30 a.m.

Bill Dombi specialized in legal, legislative, and regulatory advocacy on behalf of patients and providers of home health and hospice care. With over 30 years experience in health care law and policy, Bill Dombi has been involved in virtually all legislative and regulatory efforts affecting home care and hospice since 1975, including the expansion of the Medicare home health benefit in 1980, institution of PPS and the massive health care reform legislation in 2010. He is Editor and lead author of *Home Care & Hospice Law: A Handbook for Executives*. Currently is Vice President for Law with the National Association for Home Care & Hospice (NAHC).



David J. Rendall
Closing Session: The Freak Factor
Friday, May 16, 2014
10:45 a.m.—12:15 p.m.

During the last fifteen years, David Rendall has spoken to audiences throughout the United States, South America, Africa and Australia. His clients include the US Air Force and the Australian Government, as well as companies in the Fortune 50, AT&T and State Farm Insurance, Fortune 500, Ralph Lauren, and Fortune Global 500, BASF, GlaxoSmithKline, and Tyco International.

Prior to becoming a speaker, he was a management professor, stand-up comedian and endurance athlete. He also managed nonprofit enterprises that provided employment for people with disabilities. He has more than twenty years of experience leading people and organizations.

David has a doctor of management degree in organizational leadership, as well as a graduate degree in psychology. He is the author of three books:

The Four Factors of Effective Leadership
The Freak Factor
The Freak Factor for Kids

CONFERENCE AGENDA

Tuesday, May 13th

7:00 p.m. – 8:00 p.m. Early Bird Registration

Wednesday, May 14th

7:30 a.m. – 6:00 p.m. Registration

7:30 a.m. – 8:30 a.m. Continental Breakfast

7:30 a.m. – 8:30 a.m. First Time Attendee Breakfast

8:30 a.m. – 9:30 a.m. **General Session: There Is No Place Like Home: Life Lessons From Oz—Expanding Your Mind, Heart and Courage!**



Matt Jones, *Professional Speaker, Author, President, Matt Jones International*

Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. Identify two ways to increase one's effectiveness as a manager;
2. Identify 3 ways to manage stress; and,
3. Develop 2 skills to handle challenging situations.

9:30 a.m.—9:45 a.m. Break

9:45 a.m. - 11:00 a.m. **Breakout Sessions**

There's No Place Like Home Infusion

Debbi Opalewski, Nursing Manager, Henry Ford Home Infusion

Audience: Certified/Hospice, Private Duty, Infusion

Program Participants will be able to:

1. Describe medications that can safely be administered in the home and those medications that cannot be given safely in the home;
2. Identify frequently infused medications that are infused in the home;
3. Discuss infusion delivery methods and variations of delivery methods dependent on the type of medication and patient needs; and,
4. Describe third party billing requirements for home infusion.



Don't Let the Insurance Company Push You Around: Keys to Getting Your Bills Paid

Pratheep Sevanthinathan, Attorney, Seva Law Firm

Audience: Certified/Hospice, Private Duty

Program Participants will be able to:

1. Discuss reasons claims are being rejected by insurance companies;
2. Describe how to avoid getting bills rejected; and,
3. Identify ways of getting reimbursed post-denial.

Wednesday, May 14th (continued)

9:45 a.m.—11:00 a.m. Breakout Sessions



Creating Effective Interventions and Outcomes in Social Work and Spiritual Care

Laura Bonde, RN, MSN, CHPN, CHCA

Audience: Hospice

Program Participants will be able to:

1. Describe Hospice Conditions of Participation in regards to Social Work, Spiritual Care & Care Planning;
2. Identify social work and Spiritual care goals to assist families in need of hospice care; and,
3. Identify social work, spiritual care problems & interventions to assist families in need of hospice care.



Top Business Intelligence Tools to Improve Financial Performance

Tim Rowan, BA, MA, President, Rowan Consulting Associates, Inc.

Audience: Certified, Hospice, Private Duty

Program Participants will be able to:

1. Adapt operations for the demands of healthcare reform legislation;
2. Evaluate and select technologies that can help control agency costs; and,
3. Improve clinical documentation in order to avoid costly audits and payment denials.



Alzheimer's Disease—The Basics and Implications for Care in the Home

Jennifer Howard, LLMSW, Executive Director, Alzheimer's Association, Michigan Great Lakes Chapter

Audience: Certified/Hospice, Private Duty

Program Participants will be able to:

1. Distinguish the difference in normal age related changes that happened with the brain & the symptoms of a progressive brain disease;
2. Distinguish the difference between non-reversible dementias and the difference in symptoms and how those different symptoms may affect the day to day lives of their clients;
3. Discuss how not all memory loss is caused by disease and what that may look like;
4. Describe why it is important to identify reversible causes of dementia for best outcomes;
5. Describe the definition of MCI and the implications for home care;
6. Learn the importance of understanding the disease based on prevalence;
7. Describe brain changes that occur leading to better understanding of symptoms and care;
8. Discuss brain health and risk factors for the disease;
9. Identify emotions people with the disease may be experiencing as well as family members and be able to better understand their own feelings while caring for those with the disease;
10. Discuss the prevalence of those with dementia care for at home vs. other residential facilities;
11. Identify the challenges of communicating for someone with memory loss;
12. Identify difficult symptoms that may be present with those who have a progressive brain disease like Alzheimer's and when these symptoms may appear; and,
13. Identify other professionals who work with those with memory loss and how to connect for best outcomes.



Building the Technology Map

Ryan McDevitt, BA, Major Accounts Manager, Brightree, LLC

Audience: HME

Program Participants will be able to:

1. Define today's Technology Options;
2. Design a successful and efficient care model;
3. Discuss data collection and use;
4. Identify and choose potential technology partners; and,
5. Identify efficiency through multiple platforms.

11:00 a.m.—11:15 a.m. Break

Wednesday, May 14th (continued)

11:15 a.m.—12:15 p.m.

Committee Meetings—Private Duty Committee Meeting



Contracts with Hospitals to Prevent Readmissions, Global Billing Arrangements, Employee Liaisons, and other Referral Sources

Jeffrey S. Baird, Esq. Attorney, Chairman Health Care Group, Brown & Fortunato, P.C.

Audience: HME/Infusion

Program Participants will be able to:

1. Discuss how a DME supplier can legally assist a hospital in reducing the risk of readmissions;
2. Describe how a DME supplier can legally structure an employee liaison arrangement with a hospital; and,
3. Identify how the DME Supplier can legally enter into joint ventures and other business arrangements with physicians, hospital and other referral sources.



The Secret to Increasing Your Revenue and Efficiency: Mobile Technology

Nevin Brittain, BS, President & CEO, Health Numeric

Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. Discuss what is connected health and how you can benefit;;
2. Identify ways to adapt mobile technology to improve efficiency and cost; and,
3. Demonstrate how to use mobile device technology in their daily workflow.

12:15 p.m.—1:00 p.m.

Networking Luncheon

Come have a relaxing lunch with friends and colleagues.

1:00 p.m.—2:30 p.m.

Breakout Sessions



R.E.A.L Leadership Lessons from Oz

Matt Jones, Professional Speaker, Owner, Matt Jones International

Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. Learn four ways to become more relational as a leader;
2. Identify how to become more ethical as a leader;
3. Develop ways that will allow for one to become more authentic as a leader; and,
4. Identify and learn how to make a lasting impact as a leader.

MDLARA Hospice—Preparing for State Survey

Marole English, RN, BSN, Surveyor, Michigan Department of Licensing and Regulatory Affairs

Audience: Hospice

Program Participants will be able to:

1. Identify most commonly cited deficiencies occurring during state survey process;
2. Identify the importance of written policy in compliance; and,
3. Identify the importance of accurate and thorough documentation in maintaining compliance.



Responsible Cost Reduction: First, Do No Harm!

Abby Green, CPA, Principal, Jessup Group, P.C.; Amy Gil, Accountant, Jessup Group, P.C.

Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. List approaches to reducing cost and possible side effects;
2. Discuss which costs are susceptible to reduction without hurting product or service delivery;
3. Describe some of the challenges faced when implementing the plan, once cost reduction is identified; and,
4. Identify bottom line cost reduction in service industries.



Wednesday, May 14th (continued)

1:00 p.m.—2:30 p.m. Breakout Sessions



Acute Care Hospitalization—A National Priority for Medicare Recipients

Arlene Maxim, RN, Owner/Founder, A.D. Maxim Consulting, LLC

Audience: Certified

Program Participants will be able to:

1. Discuss an overview of hospitalization.



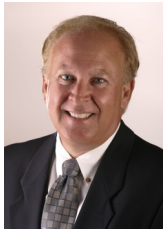
Mobile Security: Threats, Vulnerabilities & Exposure—Next Level of Security Management

Duane Hopkins, CGEIT, CRISC, CIPP, IAM, IEM, CCE, CEH, ACE, Founder/Principle Security Consultant, Innovative Corporate Solutions, Inc.

Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. Heighten your mobile security awareness;
2. Identify what's needed with Mobile Device Management HIPAA/HITECH Compliance; and,
3. Discuss how to securely manage your mobile workforce.



Thinking Outside the Box: Business Models That Will Succeed in the “New Normal”

Mark J. Higley VP Regulatory Affairs, VGM Group, Inc.,

Audience: HME/Infusion

Program Participants will be able to:

1. Discuss your strategic planning with data, benchmarks and a SWOT analysis;
2. Define the HME product/industry/life cycle curve;
3. Recognize the patterns that tend to recur within the HME industry; and,
4. Describe what likely legislative and regulatory events will shape your strategic planning efforts.

2:30 p.m.—2:45 p.m. Break

2:45 p.m.—4:15 p.m. Breakout Sessions



Patient Engagement for Better Outcomes

Scott Herrmann, Director of Mobile Services, Procura USA, LLC

Audience: Certified/Hospice, Private Duty

Program Participants will be able to:

1. Identify how to use health information exchanges to engage patients and families in their care;
2. Discuss how the PHR HER and the HIE can be used along with the social medical for patient care; and,
3. Identify tools that are used to lower costs and potentially save visit time and admin time in providing care.

MDLARA Home Care—Preparing for State Survey

Marole English, RN, BSN, Surveyor, Michigan Department of Licensing and Regulatory Affairs

Audience: Certified

Program Participants will be able to:

1. Identify most commonly cited deficiencies occurring during state survey process;
2. Identify the importance of written policy in compliance; and,
3. Identify the importance of accurate and thorough documentation in maintaining compliance.

Wednesday, May 14th (continued)

2:45 p.m.—4:15 p.m.

Breakout Sessions

Opposites Attract: Integrating Behavioral Health and Chronic Disease Management

Katie Brown, RN, BSN, Quality Improvement Coordinator, Care Transitions, MPRO; Caitlin Gerlach, BS, Behavioral Health Coordinator, MPRO

Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. Identify strategies to manage the medical and behavioral health needs of patients;
2. Summarize common cross-setting barriers for successful transitions of the patient with multiple care needs; and,
3. Relate strategies to engage the patient/caregiver as active members in the care plan.

Unemployment Insurance

Brian Packer, Vice President, Packer and Associates

Audience: Private Duty, Certified/Hospice, HME/Infusion

Program Participants will be able to:

1. Describe Unemployment Benefits;
2. Identify what employers can do to prevent charges to their account; and,
3. Describe Unemployment processes.



Practical Approach to Common Symptoms in Home Health Patients

John Mulder, MD, VP of Medical Services, Faith Hospice

Audience: Certified/Hospice, Private Duty

Program Participants will be able to:

1. Identify common pain symptoms in home health patients;
2. Identify strategies and tools for assessing pain symptoms; and,
3. Identify common strategies for treating pain symptoms that will allow home health staff to facilitate optimal treatment of their clients.



Arrangements That Health Care Providers Can Legally Enter Into with Physicians and Other Referral Sources

Jeffrey Baird, Esq., Attorney, Chairman of Health Care Group, Brown & Fortunato, P.C.

Audience: Certified/Hospice, HME/Infusion, Private Duty

Program Participants will be able to:

1. Discuss federal and state anti-fraud laws that govern arrangements with referral sources;
2. Describe the joint ventures and other arrangements that providers can enter into with referral sources; and,
3. Identify which joint ventures and business arrangements to avoid.

4:15 p.m.—4:30 p.m.

Break

4:30 p.m.—5:15 p.m.

Annual Business Meeting

5:30 p.m.—7:00 p.m.

Exhibitors Gala Reception in the Exhibit Hall—Silent Auction for the Foundation

Thursday, May 15th

7:00 a.m.—3:00 p.m. Conference Registration Desk Open

7:30 a.m.—8:30 a.m. Continental Breakfast in Exhibit Hall

8:30 a.m.—9:45 a.m.

General Session

Thinking Outside the Box: The Challenges of Finding New Revenue Sources for Home Care, Hospice and DME

Mary Ellen Conway, RN, BSN, President, Capital Healthcare Group



Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. Review the current Medicare Environment;
2. Provide information on the newer payers in the market; and,
3. Discuss opportunities for these newer payers-weigh risks and benefits, marketing opportunities.

9:45 a.m.—10:00 a.m. Break

10:00 a.m.—11:30 a.m. Breakout Sessions

The Critical Role Evidence-Based Clinical Practice Can Play in Merging Care Models

Carolyn Humphrey, RN, MS, FAAN, President, CJ Humphrey Associates



Audience: Certified/Hospice, Infusion

Program Participants will be able to:

1. Describe why evidence-based practice (EBP) is critically important for agencies and individual practitioners;
2. Identify how (EBP) terms and concepts can be applied to homecare and hospice clinical practice; and,
3. Analyze the strategies an organization can use to transition to EBP.

Jurisdiction B DME MAC Update

Tamara Hall, Provider Outreach and Education Consultant, National Government Services

Audience: HME/Infusion

Program Participants will be able to:

1. Discuss the latest updates to the Medicare program; and,
2. Describe trends that may need to be revisited.

Strategic Planning: Creating the Forecast and Budget

Steve Jessup, CPA, Principal, Jessup Group; Amy Gil, Accountant, Jessup Group



Audience: Certified/Hospice, HME/Infusion, Private Duty

Program Participants will be able to:

1. Discuss the main components of a strategic plan, including financial component;
2. Chose a 1, 3, or 5 year forecast depending on their strategic plan;
3. Build an assumptions page and link it to the forecast in Excel for time-saving changes and updates; and,
4. Analyze results of a forecast and document the analysis in a report for management review.



Thursday, May 15th (continued)

10:00 a.m.—11:30 a.m. Breakout Sessions



Private Duty's Role in Care Coordination

Kim Costello, MSM, BSN, RN, Director, Holland Hospital Home Health

Audience: Private Duty

Program Participants will be able to:

1. Discuss how to effectively increase staff knowledge and involvement in providing patient centered care;
2. Identify ways to strengthen patient involvement in their care; and,
3. Describe actionable strategies for community involvement.



Ethical Challenges for Caregivers of Persons with Dementia

Leonard Weber, Ph.D, Ethicist, Beaumont Health System

Audience: Certified/Hospice, HME/Infusion, Private Duty

Program Participants will be able to:

1. Identify 3 examples of ethical challenges commonly encountered by caregivers for persons with dementia;
2. Describe the positions commonly taken by leaders in the field on selected ethical issues; and,
3. State and explain their own position on a least two of the issues discussed.

Home Health Medicare Audits: What You Need to Know the First Time

Shelly Bernardini, National Government Services

Audience: Certified

Program Participants will be able to:

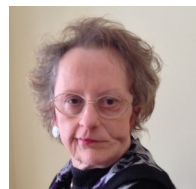
1. Discuss most common causes of denials on home health records & documentation needed to prevent them;
2. Describe what elements are needed on 855A; and,
3. Review what information can be found on National Government Services website & how to access education.

11:30 a.m.—12:15 p.m. Exhibit Hall Marketplace— Silent Auction for the Foundation Closes

12:15 p.m.—1:45 p.m. Awards Luncheon & Raffle

1:45 p.m.—2:00 p.m. Break

2:00 p.m.—3:30 p.m. Breakout Sessions



A New Approach to Clinical Documentation: How Using an EMR that Incorporates EBP & CDS can Improve Outcomes & Agency Efficiencies

Carolyn Humphrey, RN, MS, FAAN, President, CJ Humphrey Associates

Audience: Certified/Hospice, Infusion

Program Participants will be able to:

1. Describe how national IT standards are impacting current and future EMR requirements;
2. Recognize how the morning's EBP presentation provides a foundation for this one;
3. Explain what a CDS is and how it can operate as a component of an EMR integrated with EBP;
4. Translate how the seven benefits of using an EMR that integrates CDS and EBP can positively impact patient outcomes and operational and financial efficiencies throughout all departments, not just the clinical area; and,
5. Identify creative strategies & ideas to share with agency team when they return.

Thursday, May 15th (continued)

2:00 p.m.—3:30 p.m.

Breakout Sessions



The End of the Improvement Standard—Post Jimmo v. Sebelius

Kally Goodwin, BA, JD, Attorney, Kitch Drutchas Wagner Valitutti & Sherbrook; Scott Glover, JD, Attorney, Kitch Drutchas Wagner Valitutti & Sherbrook

Audience: Certified

Program Participants will be able to:

1. Discuss the Jimmo v. Sebelius settlement agreement;
2. Describe Medicare coverage criteria, and,
3. Distinguish the differences between Medicare coverage pre Jimmo & post Jimmo.



Latest Challenges for HME

Mary Ellen Conway, RN, BSN, President, Capital Healthcare Group

Audience: HME/Infusion

Program Participants will be able to:

1. Describe the current and upcoming Medicare DME Regulatory Requirements;
2. Explain the differences between an implementation date versus effective dates; and,
3. Discuss successful tactics for prescriber education.



Hospice Data—Pulling Apart the Pieces to Model the Effect of Reimbursement Reforms

Abby Green, CPA, Principal, Jessup Group, P.C., Amy Gil, Accountant, Jessup Group, P.C.

Audience: Hospice

Program Participants will be able to:

1. Discuss how hospice care is delivered and how this differs from skilled home care or private duty;
2. Identify data elements existing in an agency's payroll, general ledger, and clinical system that they need to build a change model;
3. Identify the most likely Medicare hospice payment model and how it differs from the current payment model; and
4. Receive and examine a template that they can modify for their own agency to model changes in reimbursement and care delivery and its effect on the bottom line.



Discovering the Person/Family on the Journey of Dementia

Chris Simons, BS, CTRS, Director, Dementia Services, Clark Retirement

Audience: Certified/Hospice, Private Duty

Program Participants will be able to:

1. Describe 3 ways a person with dementia are just like them;
2. Identify 3 emotions families feel through the dementia journey; and,
3. Name three life enrichment activities for a person living with dementia.

2:00 p.m.—3:30 p.m. Breakout Sessions



Care & Justice: Is the Home Setting Better?

Leonard Weber, Ph.D, Ethicist, Beaumont Health System

Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. State at least 3 ethical concerns or considerations related to decision about care setting;
2. Explain the fairness questions/issues involved in decisions about care settings; and,
3. Explain the quality of care issues/questions involved in decisions about care settings.

4:00 p.m.

Golf Is Available on the Bear—Call 231/534-6470 to reserve a time.

4:30 p.m.—6:00 p.m. **PAC Reception**

6:00 p.m.

Transportation leaving the resort for the Williamsburg Dinner Theater

6:30 p.m.

Reception

At the Williamsburg. Come mingle with friends and colleagues before sitting down for a wonderful meal and great entertainment

7:00 p.m.

Dinner at the Williamsburg

Enjoy a fabulous meal prepared by the “most talked about” caterer in the area. Enjoy the entertainment created by Dominic Fortunato and realize there truly “Is No Place Like Home”

Friday, May 16th

7:30 a.m.—12:30 p.m. Registration Desk Open

8:00 a.m.—9:00 a.m. Continental Breakfast

9:00 a.m.—10:30 a.m. **General Sessions**



The State of Home Care and Hospice: 2014

William Dombi, Vice President for Law, National Association for Home Care & Hospice

Audience: Certified/Hospice

Program Participants will be able to:

1. Identify legislative issues affecting home care and hospice 2014;
2. Identify regulatory issues affecting home care and hospice 2014; and,
3. Recognize threats and opportunities in 2014-15.



Current Legislative Activity

John Gallagher, Vice President, VGM Group

Audience: HME/Infusion

Program Participants will be able to:

1. Discuss the current legislative activity status as it relates to the DME industry;
2. Explain the roles of key members of Congress, particularly those in Michigan;
3. Discuss the importance in passing any laws in the industry’s favor (i.e. MPP);
4. Discuss the need for grassroots activity; and,
5. Illustrate ways to get providers more active.

**9:00 a.m.—10:30 a.m. General Sessions Continued:
Private Duty Software Vendor Showcase**

Audience: Private Duty

Come see what the following software vendors have to offer. Each will present 15-20 minutes regarding their product and services and how that would fit into your Private Duty Business. Have an opportunity to see first hand and ask questions.

McKesson Corporation—Chad Deterding, Account Executive

McKesson Home Care optimized your ability to document patient visits, streamline reimbursement processes, lower cost of care and reduce transportations expenses. We utilize tools to support both your professional and para-professional staff using field devices, smart phones and telephony to support Private Duty.

Axxess—C. Sam Smith, Vice President Business Development & Merrily Orsini—MSSW, Private Duty Consultant, President/CEO of Corecubed: Worried about weathering the storms of the future? You can fully “weather proof” your private pay agency with AXXESS software. Known widely as the preferred Home Health software, AXXESS truly is EVERYWHERE now with its fully integrated private pay and private duty modules. The same powerful, easy to use, secure and safe software provides a solution for private pay and private duty that is built on making the scheduler’s job easier. In addition to robust reporting, AXXESS provides access to in-depth features that no other private pay software can provide (physician portal, medicine interactions, training guides), and, all of this for unlimited users at one low price. As an added bonus, AXXESS is continuing the time honored tradition of consulting to the industry, so, with AXXESS you get more than just software, you get all you need to run your business.

ContinuLink: Bob LeBeau—This session will provide evidence based efficiencies and profit enhancements offered by the use of the latest technology solutions for the home health marketplace together with some practical advice on identifying market opportunities for Medicaid focused business opportunities and some proven sales techniques to obtain more referrals from existing and prospective referral sources.

10:30 a.m.—10:45 a.m. Break

10:45 a.m.—12:15 p.m. Closing Session



The Freak Factor

David Rendall, MS, DM, Owner, Rendall & Associates

Audience: Certified/Hospice, Private Duty, HME/Infusion

Program Participants will be able to:

1. Identify their own strengths and weaknesses;
2. Eliminate activities that do not fit in their unique strengths and weaknesses; and,
3. Locate or create the right fit for their unique strengths and weaknesses.

CONFERENCE REGISTRATION

Name: _____

Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ E-mail: _____

Title: _____ Mobile Number: _____

Yes, I would like to receive text alerts relevant to Michigan Home Care Conference information. Michigan Home Care respects your privacy and will not use your number for anything other than information relevant to Michigan Home Care. Message & data rates may apply. Reply STOP to opt-out. Follow the link to the Privacy Terms & Conditions: http://login.mousetrapmobile.com/terms_of_use.asp.

Check all that apply:

- Michigan Home Care Member
- My organization is a new member of Michigan Home Care (since June, 2013).
- This is the first Michigan Home Care conference I have attended.
- Special dietary & accessibility requirements (also notify hotel of accessibility requirements) _____
- I am willing to serve as a program moderator or monitor.

Select an attendance option:

- Full Conference (May 14th - 16th) includes:
 - ★ Wednesday Continental Breakfast
 - ★ Wednesday Lunch
 - ★ Wednesday Exhibitor Reception (Food & Cash Bar)
 - ★ Thursday Continental Breakfast
 - ★ Thursday Awards Luncheon
 - ★ Thursday Fun Night—Reception/Dinner/Entertainment
 - ★ Friday Continental Breakfast
 - ★ Program Handouts/Material
 - ★ Continuing Education Credits for Nursing and Social Work

However, in order to have accurate setup, you must indicate your plans to attend these functions and meals on the next page.

	Early Bird	Later
1st MHHA Member	\$395	\$435
Add. MHHA Member	\$375	\$410
Nonmember	\$550	\$580

(Before 4/11/14) (After 4/12/14)

- One Day registration, indicate day attending:
 - Wednesday, May 14th OR Thursday, May 15th

	Early Bird	Standard
Member	\$175.00	\$220.00
Nonmember	\$250.00	\$265.00

- Friday, May 16th

Member	\$100.00	\$160.00
Nonmember	\$195.00	\$220.00

Spouse/guest registration:

- Spouse/guest registration \$120.00
(spouse/guest package includes conference scheduled meals and receptions; does not include attendance at educational sessions.)
- Spouse/Guest Name: _____

Create Your Itinerary:

Wednesday, May 14th

8:30 a.m. – 9:30 a.m.

- Keynote: There Is No Place Like Home: Life Lessons From Oz

9:45 a.m.—11:00 a.m.

- There's No Place Like Home Infusion
- Don't Let the Insurance Company Push You Around
- Creating Effective Interventions and Outcomes in Social Work & Spiritual Care
- Top Business Intelligence Tools to Improve Financial Perf.
- Alzheimer's Disease—The Basics
- Building the Technology Map

11:15 a.m. – 12:15 p.m.

- Private Duty Committee
- Contracts with Hospitals (HME)
- The Secret to Increasing Your Revenue & Efficiency with Mobile Technology

1:00 p.m. – 2:30 p.m. (Select One)

- R.E.A.L. Leadership Lessons from Oz
- MDLARA Hospice—Preparing for State Survey
- Responsible Cost Reduction: First, Do No Harm!
- Acute Care Hospitalization
- Mobile Security: Threats, Vulnerabilities & Exposure
- Thinking Outside the Box: Business Models That Succeed

2:45 p.m. – 4:15 p.m. (Select One)

- Patient Engagement for Better Outcomes
- MDLARA Home Care—Preparing for State Survey
- Opposites Attract: Integrating Behavioral Health & Chronic Disease Management
- Unemployment Insurance
- Practical Approach to Common Symptoms in Home Health Patients
- Arrangement that Health Care Providers Can Legally Enter Into

4:30 p.m. – 5:15 p.m.

- Annual Business Meeting

CONFERENCE REGISTRATION

Continued

Thursday, May 15th

8:30 a.m. – 9:45 a.m.

- General Session: Thinking Outside the Box: The Challenges of Finding New Revenue Sources fro Home Care, Hospice & DME

10:00 a.m. – 11:30 a.m. (Select One)

- The Critical Role Evidence-Based Clinical Practice Can Play
 Jurisdiction B DME MAC Update
 Strategic Planning: Creating the Forecast & Budget
 Private Duty's Role in Care Coordination
 Ethical Challenges for Caregivers of Persons with Dementia
 Home Health Medicare Audits

2:00 p.m. – 3:30 p.m. (Select One)

- A New Approach to Clinical Documentation
 The End of the Improvement Standards
 Latest Challenges for HME
 Hospice Data: Pulling Apart the Pieces
 Discovering the Person/Family on the Journey of Dementia
 Care & Justice: Is the Home Setting Better

Friday, May 16th

9:00 a.m. – 10:30 a.m. (Select One)

- The State of Home Care and Hospice: 2014
 Current Legislative Activity
 Private Duty Software Vendor Showcase

10:45 a.m. – 12:00 a.m.

- Closing Session: The Freak Factor

Sign Up Here for Meal Functions:

The following activities are included in a full conference registration. However, in order to have an accurate setup, you must indicate your plans to attend these functions. You will receive tickets in your registration packet only for activities you have checked on this form.

Wednesday, May 14th

- 1st Time attendee Breakfast (7:30 a.m. – 8:30 a.m.)
 Continental Breakfast (7:30 a.m. – 8:30 a.m.)
 Networking Lunch (12:15 p.m. – 1:00 p.m.)
 Grand Opening Exhibitor Reception (5:30 p.m. – 7:00 p.m.)

Thursday, May 15th

- Continental Breakfast (7:30 a.m. – 8:30 a.m.)
 Awards Luncheon (12:15 p.m. – 1:45 p.m.)
 Dinner at the Williamsburg (6:30 p.m.—9:30 p.m.)

Friday, May 16th

- Continental Breakfast (8:00 a.m. – 9:00 a.m.)

Registration Fees:

Registration fee enclosed: \$ _____

Spouse/Guest registration # _____ @ \$120 = \$ _____

*Minus discounts (see bottom): \$ _____

Total Enclosed: \$ _____

Payment Method:

Check Enclosed Visa Discover

American Express MasterCard

CC#: _____

Authorized Signature: _____

Exp. Date: _____

CVV#: (On back of Card): _____
(3 digit number)

Make all checks payable to Michigan Foundation for Home Care . Mail to:

**Michigan Association for Home Care
2140 University Park Drive, Suite 220
Okemos, Michigan 48864**

Registration paid by credit card may be faxed to: 517/349-8090.

* Michigan Home Care offers the following discounts: 10% discount off registration fees for new member (joined Michigan Home Care after May 31, 2013) and 10 % discount off registration fees for an individual who has not previously attended a Michigan Home Care Annual Conference.



Grand Traverse Resort and Spa

100 Grand Traverse Village Blvd P.O. Box 404, Acme, MI 49610-0404

MI Home Health Association

May 14-16-2014

Please join us at The Grand Traverse Resort and Spa.
We have secured discounted room rates listed below.

Book your Hotel or Tower guest room Reservation on- line today! Go to the Grand Traverse Resort's web site www.grandtraverseresort.com, enter the group code "MIHCARE14" at the top of the home page under Group/Promo Code.

Call the Grand Traverse Resort directly at 1-800-968-7352
and mention Michigan Association For Home Care.

Room Type	Rate	Room Type	Rate
Hotel Guest room	119.00	Tower Guest Room	145.00
1 bedroom condo	149.00	2 bedroom condo	179.00
3 bedroom condo	239.00	Studio condo	119.00

Rates above do not include 6% state tax, 5% city assessment, or \$14.95 nightly resort fee.

Important Information

Cancellations or changes must be made at least 72 hours prior to arrival to avoid a penalty equal to one night's room charge.

Grand Traverse Resort & Spa is a non-smoking resort in compliance with Michigan Law. Designated outdoor smoking areas have been established. If smoke is detected in a guest room, or if evidence is found that smoking has occurred on a patio or balcony a \$250 penalty will apply.

Rates above are based on single or double occupancy. Additional adults will be charged \$15 per person per night for hotel and tower only.

Grand Traverse Resort & Spa gladly accepts requests for specific room locations and bedding type preferences. We will make every effort to provide accommodations as requested, however, cannot always guarantee that every request will be met on the date of arrival.



ACCOMMODATION DESCRIPTIONS

HOTEL GUESTROOM:

The Hotel is a 6 story building, which offers newly renovated rooms. These traditional style rooms have such amenities as hairdryers, and iron and ironing boards. These rooms feature either one king size bed with a full size sofa sleeper or 2 double beds. These rooms are located in our main complex.

TOWER GUESTROOM:

The Tower rooms are located in a 17 story glass enclosed high rise building, which features beautiful view of East Grand Traverse Bay or of our Golf courses. These deluxe rooms have such amenities as, an iron and ironing board, an un-stocked wet bar, small refrigerator, two telephones (one located in the bathroom) and 1-2 person Jacuzzi bathtubs. Tower rooms also have hair dryers, makeup mirrors and heat lamps. These rooms feature one king size bed or 2 queen size beds. These rooms are located in our main complex.

CONDOMINIUMS:

The condominiums are located throughout the Resort property; many of these units are located approximately ½ mile from the main resort.

Studio Condominiums:

Studios are a one room efficiency unit. They feature a queen size Sico bed, a queen size sofa sleeper, a dining area, and a kitchenette. These rooms are located at our private beach area. Room sleeps 2 people comfortably.

One-Bedroom Condominiums:

One-bedroom condos feature a separate bedroom with a queen size sofa sleeper in the living room, a dining area and a kitchenette. These rooms are located along our golf courses and at our private beach area. Room sleeps 4 people comfortably.

Two-Bedroom Condominiums:

The two-bedroom condos feature 2 separate bedrooms (or a loft) with a queen size sofa sleeper in the living room. These units have a living area, dining area and a kitchenette. Bedding types in each room may vary. Rooms are located along our golf courses and at our private beach area. Room sleeps 6 people comfortably.

Three-Bedroom Condominiums:

The three-bedroom condos feature 3 separate bedrooms (or a loft) with a queen size sofa sleeper in the living room. These units have a living area, dining area and full kitchen. Bedding types in each room may vary. Rooms are located along our golf courses. Room sleeps 8 people comfortably.

***We look forward to your visit!
Grand Traverse Resort and Spa Staff***

Michigan Foundation for Home Care

Annual

Silent Auction

May 14-15, 2014

Michigan Home Care Annual Conference

Grand Traverse Resort and Spa

Acme, Michigan

Proceeds to benefit the Michigan Foundation for Home Care .

Individuals/Organizations: Can you provide packages, gifts, gift certificates, tickets or other auctionable items?

Auction Shoppers: Plan to attend the conference, do some shopping.

If you can help with a donation, call 517/349-8089 or fax this form to the Michigan Home Care Office at 517/349-8090 by Friday, April 18, 2014.

Donations and slips can also be dropped off at the Michigan Home Care Office. All information below must be completed for gift/donation.

Name: _____

Organization: _____

Phone: _____ Fax: _____

Auctionable Gift/Donation: _____

Value: _____

Michigan Association For Home Care
2140 University Park Drive, Suite 220
Okemos, MI 48864