

Home Care Association of New Hampshire Webinars

Medicare for Case Managers & Clinicians

Presented by Provider Insights (Annette Lee)

The best clinicians and the best care is no longer enough to ensure your agency will be paid by Medicare, or pass the state surveyor's test. All home health nurses and therapists must have a working knowledge of the Medicare Home Health benefit- including the rules, standards and best practices. This series will get us all back to the basics of why home health is different than other health care settings, including the science and art of case management. We will then break down some of the most misunderstood home health regulations from a nurse or therapist point of view and learn how to apply the regulations to the real world of home health care. We will look at actual case scenarios- the good, bad and ugly, and the impacts to the patient and your agency. As we are now under new State Surveyor Protocols, and have a new Medicare Administrative Contractor (Intermediary), knowledge is power - be sure to empower your staff!

Register for any or all in the series!

Part II: Starting Out on the Right Foot – The Initial Assessment

October 20, 2011 • 1:00 pm – 2:00 pm EST

Presenter: Annette Lee

The initial assessment is an immense responsibility that each agency entrusts to their clinicians. It is at the initial assessment that the RN or therapist is determining if the patient meets criteria for Medicare, or another payer, and that the patient is right for homecare. Payment and compliance with the standard for "Acceptance of Patients" hinges on this first visit- find out how to do it right!

Upon completion of this course, learners will be able to:

- 1. Define the initial assessment's role in patient care and its importance*
- 2. Describe strategies in an effective initial assessment*

Part III: Intermittent Skilled Nursing – "I need you more than once, but just not every day!"

November 17, 2011 • 1:00 pm – 2:00 pm EST

Presenter: Annette Lee

Do you use nurses to open the case for therapy? Do you provide daily wound care? Can you bill the one-time visit when your nurse planned on going back, but the patient had another plan? This webinar uncovers all of the mis-information, and will provide you the tools and guide you to what Medicare says "in writing", so you can defend your decisions.

Upon completion of this course, learners will be able to:

- 1. Define "intermittent" per CMS/Medicare criteria*
- 2. Describe when a one-time visit may be payable*

Part IV: Observation/Assessment & Teaching – When Medicare Pays for this Skilled Trifecta!

December 8, 2011 • 1:00 pm – 2:00 pm EST

Presenter: Annette Lee

Have you ever been told (I was!) that as long as the nurse always does a “head to toe assessment” that Medicare could be billed? The top denial from medical review is “Medical necessity” for nursing when seeing the patient for observation and assessment. This webinar will ensure your nurses understand when it is the right service for the patient, how to document, and ensure that you get paid!

Upon completion of this course, learners will be able to:

1. *Define when Medicare pays for observation and assessment*
2. *Identify when O&A are appropriate for patients, and for how long*

Part V: Homerun Guidance for Homebound Decisions & Documentation

January 12, 2012 • 1:00 pm – 2:00 pm EST

Presenter: Annette Lee

Does your documentation have a theme of “decreased endurance” for homebound documentation? If a reviewer was to read this, it would not be enough to support your case. This webinar will give real life scenarios and pointers to ensure your homebound documentation would stand up under review.

Upon completion of this course, learners will be able to:

1. *Verbalize CMS definition of Homebound*
2. *Describe documentation strategies to support the homebound status*

Part VI: Therapy: New Rules for Showing the Patient Needs, and That You’re Worth It!

February 9, 2012 • 1:00 pm – 2:00 pm EST

Presenter: Annette Lee

Therapy is the biggest driver in Medicare payment, and therefore under more scrutiny than ever before. New rules continue to be released by CMS to ensure therapy utilization is contained. This webinar will ensure we all understand the rules, and how to work within them and still ensure the best patient access to needed services.

Upon completion of this course, learners will be able to:

1. *Describe the new therapy reassessment rules and timing*
2. *Verbalize strategies on documenting medical necessity of skilled therapy*

Speaker:

Annette Lee, RN, MS, COS-C, HCS-D

Ms. Lee has over 20 years of experience in home health and hospice arena. Most recently she has provided education at the Regional Home Health and Hospice Intermediary (RHHI) level. She is an expert in, and speaks nationally on, Medicare regulatory requirements, OASIS, payment and documentation. Annette has a wide array of experience that makes her accessible and a valuable resource to providers. An RN since 1990, she continued her education to obtain her Master’s in Health Care Administration. Her career has had an emphasis in community health care, with positions ranging from a community case manager to the Provider Outreach and Education Coordinator at an RHHI. These experiences have made Annette an expert in both the clinical and quality medical review sides of coverage for home health and hospice, and of governmental forms and requirements such as the OASIS, HHABN and the Hospice and Home Health LCDs. As the Education Coordinator, she identified trends and problem areas for the home health and hospice community, as well as with individual providers. She teamed with providers to develop and implement a plan to assist in correcting these issues. She has presented at regional CMS meetings, NAHC and NHPCO as well as many state association meetings. Annette’s focus is on developing and implementing educational programs to improve the provider’s knowledge of—and ability to comply with—the conditions of participation and Medicare fiscal intermediary requirements. She is skilled at working with providers to identify problems, improve operational practices, and to provide documentation to support compliance. She assists clients with the evaluation and trending of data, ADRs, and development of focused interventions for performance improvement.

1 Contact Hour will be awarded for each of these programs. Certificates will be issued by HCANH upon receipt of sign in sheets and evaluations.

“Medicare for Case Managers & Clinicians Webinar Series”

Register for any or all in the series!

| | Webinar Registration Rates | | Total |
|--|----------------------------|--------------------------------|-----------|
| | HCANH Member Rates | HCANH Prospective Member Rates | |
| Part II: 10/20/2011 Registration Deadline: 10/13 | \$129 | \$229 | \$ |
| Part III: 11/17/2011 Registration Deadline: 11/10 | \$129 | \$229 | \$ |
| Part IV: 12/8/2011 Registration Deadline: 12/1 | \$129 | \$229 | \$ |
| Part V: 1/12/2012 Registration Deadline: 1/5 | \$129 | \$229 | \$ |
| Part VI: 2/9/2012 Registration Deadline: 2/2 | \$129 | \$229 | \$ |
| Entire Series (all 5 webinars) | \$519 | \$919 | \$ |
| TOTAL | | | \$ |

REGISTRANT INFORMATION

Contact Name _____

Contact Email _____

Agency Name _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

PAYMENT METHOD Visa Master Card
 Check Payable to HCANH

Cardholder's Name _____

Card Number _____

Expiration Date _____ Security Code _____

Cardholder's Signature _____

Registration & Pricing

REGISTER ONLINE AND SAVE \$\$\$

Two Simple Ways to Register:

1. Fax completed form to: 603-225-5817
2. Mail completed form to:
HCANH
8 Green Street
Concord, NH 03301

Webinar Registration Fee Includes:

- Electronic handouts (available 3 days ahead of the workshop)
- Access to the webinar through phone or web-based connection

Refund Policy: Substitutions are welcome at any time. A \$30 cancellation fee will be charged to the individual cancelling their registration. All cancellations must be in writing and received by HCANH seven (7) working days prior to the workshop in order to receive a refund less the \$30 cancellation fee. No refunds for cancellations within seven (7) business days prior to the event. **No refund safter handouts are posted online.** Refunds will be calculated by the date written notice is received and the HCANH business days remaining prior to the program. There are no refunds for no-shows.