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Missouri Alliance for Home Care
2420 Hyde Park, Suite A
Jefferson City, MO 65109 - 4731



Missouri Alliance for Home Care presents

Clinical Operations

a three-part teleconference series for all Home Care
& Hospice Providers

Presented by

Karen Vance, OTR
Managing Consultant, BKD, LLP

Compensation Models in Home Care
January 8, 2014 • 1:00 pm - 2:30 pm CST

**Productivity Models in Home Care
& Hospice**

January 22, 2014 • 1:00 pm - 2:30 pm CST

**Care Transitions: Clinical & Financial
Advantage to Home Care & Health Care**
February 12, 2014 • 1:00 pm - 2:30 pm CST

About this series:

Clinical operations are key to the health of an agency's bottom line. Direct costs are the highest costs to doing business in home care and hospice. The first two of this three part teleconference series addresses compensation and productivity models that impact direct costs and how your agency might improve on its bottom line. The third in this series presents a Care Transition Model that a home care agency might implement to assist in reducing a hospital's 30 day re-hospitalization rate. As penalties accrue for hospitals with high rates, home care can offer assistance that could indeed prove to be both a financial as well as clinical advantage to the larger health system.

This three part teleconference series will focus on providing clinical operations strategies to help improve your bottom line, including:

- Compensation models to improve direct costs of home care.
- Productivity models to align with the home care or hospice agency's incentives.
- Care transition model to assist health systems reduce 30 day re-hospitalization rates.

Compensation Models in Home Care

January 8, 2014 • 1:00 pm - 2:30 pm CST

Compensation models in home care can either reinforce, counteract, or even have unintended consequences on agency desired outcomes. They also affect not only direct cost productivity, but the productivity of clinical management. This teleconference describes the most commonly used compensation models in home care, the advantages and disadvantages of each, and the impact on the agency's bottom line.

Productivity Models in Home Care & Hospice

January 22, 2014 • 1:00 pm - 2:30 pm CST

Traditional standard of measuring productivity in home care and hospice is counter intuitive to the product being delivered. This session will discuss the flawed logic of longstanding assumptions behind productivity measures. Karen will introduce an alternative that better aligns the product sold with the measures of productive service delivery. Sample processes and tools will be used to illustrate operationalizing this productivity model.

Care Transitions: Clinical & Financial Advantage to Home Care and Health Care

February 12, 2014 • 1:00 pm - 2:30 pm CST

Home care has been a longstanding available partner for hospitals and health systems to optimize the continuum of care. "Transitions in Care" may facilitate such partnership opportunities due to impending financial penalties to hospitals with high re-hospitalization rates within 30 days of discharge. Such incentives, combined with rapidly expanding technology make this the perfect timing for home care agencies to position and market themselves for strategic partnerships with hospitals and health systems to reduce their penalty risk. This session will review the preparation necessary to facilitate transitions in care and to sell the advantage to potential partners.

Cancellations: Registrations canceled by 5 p.m. the day prior to a conference will be issued a 90% refund. No refunds will be given for cancellations on or after the conference date.

Continuing Education: MO Alliance for Home Care is an approved provider of continuing nursing education by the MO Nurses Association, an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation.

Participants will earn a maximum of 1.5 nursing contact hours for each teleconference.

The program planners & speakers have no conflict of interest in regards to these teleconferences.

About our Speaker:

Karen Vance, OTR has been with BKD Health Care Group since 2003, delivering clinical and operations consulting services to home care providers. She also provides reimbursement and compliance consulting services and helps home care providers establish and maintain quality management practices. With home care experience since 1981 as a provider, clinical and regulatory manager, Karen has presented home care seminars since 1988 for national, state and regional health care associations and industry media organizations.

Registration Form

Company Name _____

Participant Name _____

E-Mail _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Clinical Operations 2014

Registration Fees:

MAHC Members - \$159 per conference

Non-Members - \$318 per conference

Check each teleconference for which you are registering:

___ January 8 ... Compensation Models in Home Care

___ January 22 ... Productivity Models in Home Care & Hospice

___ February 12 ... Care Transitions: Clinical & Financial

___ X \$159.00 = \$ _____ OR ___ X \$318.00 = \$ _____
Member cost per conference Non-Member cost per conference

Check box for free CD with each paid registration.

Mail Registration & Payment to:

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