

The Missouri Alliance for Home Care presents...

Diversifying Revenue Sources for Increased Stability

A teleconference for all Home Care & Hospice Agencies

January 21, 2016 • 9:00—10:30 a.m. CST

Featuring **Mark Sharp, CPA**

BKD, LLP

This program will provide insight to strategies associated with diversifying an organization's revenue models. There are many things to consider as you evaluate alternative programs – from understanding your demographics to the financial feasibility of a particular revenue diversification. There is one thing for sure: there is no cookie cutter approach to the right revenue diversification strategy. This teleconference will help participants recognize the importance of revenue diversification in home care and hospice. Participants will better understand methods for evaluating opportunities for revenue diversification, and identify steps needed to plan and implement revenue diversification into new lines of home care business.

About our speaker: **Mark Sharp** is BKD's Home Care & Hospice Center of Excellence Coordinator and has more than 20 years of experience assisting home care and hospice providers with audits, strategic planning, accounting, cost reports, projections, operating budgets, corporate integrity, agency start-up, mergers and acquisitions. Mark frequently presents workshops on various home care and hospice topics at national, regional and state home care and hospice conferences throughout the United States and has written numerous articles in health care periodicals.

REGISTRATION FORM

Company _____

Name _____ Email _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Registration Fees:

Revenue Sources 1/21/16

MAHC Members—\$159 per connection

Non-Members—\$318 per connection

TOTAL AMOUNT ENCLOSED _____



Mail Registration & Payment to:

Missouri Alliance for HOME CARE

2420 Hyde Park, Suite A

Jefferson City, MO 65109

Phone: (573) 634-7772 Fax: (573) 634-4374

Please check box for free CD with each paid registration.

Cancellations: Refunds will NOT be issued for cancellations received after January 19, 2016 and non-paid registrations will be billed full price. Cancellations received prior to January 19, 2016 will receive a 90% refund.

Continuing Education: Missouri Alliance for Home Care is an approved provider of Continuing Nurses Education by the Midwest Multistate Division, an accredited approver by the American Nurses Credentialing Commission on Accreditation.

The program planner and presenters have no conflict of interest in regards to this conference.

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