

The Missouri Alliance for Home Care in partnership with Elizabeth Hogue presents...

# How to Get More Referrals from ALFs and ILFs

A 90-Minute Lunch & Learn Audio Conference by Elizabeth E. Hogue, Esq.

Audio Conference • Wednesday, March 20, 2019 • 12:00 pm—1:30 pm CST  
Encore: March 27, 2019 (Recorded playback available for 24 hours)

Assisted Living Facilities (ALFs) and Independent Living Facilities (ILFs) are committed to keeping residents in their apartments as long as possible through the use of a variety of home care services, including Medicare-certified home care, private duty home care, hospice and HME services. Establishment of successful relationships with ALFs and ILFs frequently involves all three of the following: Preferred Provider Agreements; rental of space for use by liaisons and coordinators; and wellness programs for residents. However, arrangements with ALFs and ILFs involving referrals are heavily regulated, including for private duty agencies. Participate in this teleconference in order to learn step by step how to establish relationships with ALFs and ILFs. This will be a “deep dive” into how to work with ALFs and ILFs.

**Presenter:** Elizabeth Hogue is an attorney in private practice with extensive experience in health care. Prior to becoming an attorney, she was employed as a personnel manager by Blue Cross-Blue Shield Plan. She studied at the University of Maryland School of Law, concentrating in health law, and gained considerable clinical experience, course work, and employment experience in this area. Following her admission to the Bar, she developed an active practice in health law. She represents clients all over the country. Her clients are professional associations, managed care providers, and institutional health care providers, including hospitals, long-term care facilities, home health agencies, durable medical equipment companies, and hospices. Ms. Hogue gives numerous presentations each year on health-related topics. Her articles are regularly included in trade association publications and other journals. She is a member of the American Health Lawyers Association.

## Registration Form

**For security reasons, if paying via credit card please fax or mail (not e-mail) your registration form**

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**Registration Fees** Payable by check or credit card  Check  Credit Card

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ALFs & ILFs

### Registration Fees Per Connection:

3% Discount applied if paying by check

**March 20, 2019** (Live Audio Conference)

**MAHC Members—\$159 Check/\$164 Credit Card**

**Non-Members—\$318 Check/\$328 Credit Card**

**March 27, 2019**

(Encore recorded playback available for 24 hours)

**MAHC Members—\$159 Check/\$164 Credit Card**

**Non-Members—\$318 Check/\$328 Credit Card**

**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



**Cancellations:** Refunds will NOT be issued for cancellations received March 18, 2019 (March 25, 2019 for Encore recording) or after and non-paid registrations will be billed full conference price. Cancellations received prior to March 18, 2019 (March 25, 2019 for Encore recording) will receive a 90% refund.

**Continuing Education:** No CE's will be given for this education session.

**How it works:** Complete the above registration form and return to the MAHC office by fax, email abby@mahcmail.org or by mail with your payment. Registered locations will receive an email confirmation two days prior to the audio conference with instructions on how to join, access handouts, additional resources, etc. Participate live with an interactive Q&A session via your telephone on March 20, 2019 or wait until March 27, 2019 to listen to the recorded playback.