

Nebraska Home Care Association 2019 Legislative Day, Industry Partner Expo & Annual Conference

**Attendee Registration
January 16-17, 2019
Cornhusker Marriott
333 S. 13th St. • Lincoln, NE 68508**

**An application has been submitted to
Iowa Western Community College
Iowa Board of Nursing for contact
hours and is pending approval**



Nebraska
Home Care Association



**2019 Home Care Association Legislative Day
January 16, 2019 from 11:00 a.m. - 1:00 p.m. CST
Cornhusker Marriott ♦ 333 S. 13th Street ♦ Lincoln, NE**

Join us for the 2019 Nebraska Home Care Association Legislative Day Luncheon

Building a relationship with your state senator and advocating on behalf of your clients is increasingly important, as the healthcare environment continues to change, and the ability to deliver home and community-based healthcare services becomes increasingly challenging. Please join us at the Cornhusker Marriott, January 16, 2019 to discuss and hear issues impacting home care; discuss ongoing challenges to help ensure that medically necessary home health and hospice services are authorized and then reimbursed through Medicaid fee for service and Heritage Health; and discuss expansion of access of healthcare services for our state's citizens. The new Chair of the Nebraska Legislature's Health and Human Services Committee will be invited to speak, once the chair is announced.

Agenda:

- 11:00 a.m. - 12:00 p.m. -Program at the Cornhusker Marriott
 - Legislative Issues Review by Lana Wood, Nebraska Home Care Association Government Affairs/Reimbursement Committee Chair
 - Meet Nebraska Home Care Association lobbyists Russ Westerhold and Jon Edwards from Nowka & Edwards
- 12:00 – 1:00 p.m. - Luncheon with State Senators at the Cornhusker Marriott

Preparation Webinar for Legislative Day

The Nebraska Home Care Association is hosting a free webinar on January 9, 2019 at 12:00 p.m. Central to help you prepare for Legislative Day. If you are unable to attend the live event, you can request a recording of the webinar. Please mark that option on the registration page in this brochure. Topics will include how the legislative process works, why advocacy is important and the impact it has on you and your clients, how to build an effective relationship with your state senator, and a review of the priority legislative issues the association is working on that we're asking you to discuss with your senator during the Legislative Day Luncheon. There will also be a Virtual Lobby Day option for those who are unable to be at the Capitol. Please register for this webinar if you are participating virtually, as we will review talking points when you contact your state senator by email or phone that day.

Annual Conference Schedule

Home Health Track

Private Duty Track

Wednesday, January 16, 2019 - Nebraska Home Care Association Legislative Day and Pre-Conference Session

11:00 am - 1:00 pm	Nebraska Home Care Association Legislative Day Program Luncheon and Dessert Bar with State Senators - Cornhusker Marriott
1:00 pm - 2:00 pm	Attendee Registration - Cornhusker Marriott
2:00 pm - 4:00 pm	Make Denials a Thing of the Past - Medical Clinical Updates from CGS - Sandy Decker
4:00 pm - 6:00 pm	Industry Partner Expo - Cornhusker Marriott
6:00 pm	Nebraska Home Care Association Board Meeting

Thursday, January 17, 2019 - Annual Conference

7:00 am - 8:00 am	Attendee Registration and Continental Breakfast - Cornhusker Marriott
8:00 am - 8:05 am	Welcome and Announcements
8:05 am - 10:00 am	Home Care Federal Legislative and Regulatory Update presented by Bill Dombi, National Association for Home Care and Hospice (NAHC) President
8:05 am - 10:00 am	The 7 HR Systems to Become an Employer of Choice in Senior Care - Anne-Lise Gere from Gere Consulting Associates
10:00 am - 10:45 am	BREAK AND EXHIBITS
10:45 am - 12:15 pm	Home Care Federal Legislative and Regulatory Update presented by Bill Dombi (continued)
10:45 am - 12:15 pm	How to Prepare for Successful Electronic Visit Verification Implementation - Joe Schnur from Tellus
12:15 pm - 1:15 pm	Nebraska Home Care Association Annual Meeting and Luncheon
1:15 pm - 1:30 pm	Prize Drawings
1:30 pm - 3:00 pm	Hospice Federal Legislative and Regulatory Update presented by Bill Dombi
1:30 pm - 3:00 pm	How to Recruit and Retain Millennial Caregivers - Annie-Lise Gere from Gere Consulting Associates
3:00 pm - 3:15 pm	BREAK
3:15 pm - 4:00 pm	Nebraska Board of Nursing Update, LPN-C and IV Therapy Changes and Nebraska's Multi-Regional Nursing Workforce Model, presented by Ann Oertwich, Ph.D., RN, Executive Director, Nebraska Board of Nursing, DHHS Program Manager II, Public Health, Nebraska Department of Health and Human Services
3:15 pm - 4:15 pm	Interpreting Financial Statements and Dashboards - Amber Popek from BKD
4:00 pm - 4:45 pm	Homebound Requirements and Q&A with Nebraska's Managed Care Organizations - Meagan Weese from UnitedHealthCare, Adam Proctor from Nebraska Total Care and Melissa Humphrey from WellCare Health Plans, Inc.
4:45 pm	Evaluation/Q&A/Adjourn

In order to receive contact hours for the conference sessions that you are attending, you will be asked to complete a sign-in sheet, evaluation form and a half sheet. A Certificate of Completion will be provided to you at the end of the conference.

Pre-Conference Session

Sandy Decker from CGS will review information that is new and/or modified in the last few months from CMS and CGS. She will discuss information to minimize common denial reasons and present examples of documentation showing potential denial reasons and how to correct them.

Purpose Statement

This conference is presented to raise the awareness and understanding of federal legislative, legal, and regulatory issues affecting home care and hospice and support home care providers with financial management and marketing to prospective employees.

Pre-Conference Session Objectives

1. Identify recent home health care and hospice clinical updates from CMS.
2. Discuss key ways to minimize claim denials by improving home health and hospice documentation.
3. Discuss areas of concern in documentation, using examples of documentation that led to denials of claims.

Conflict of Interest Statement

The speakers have identified no actual, potential or perceived conflict of interest. The Nurse Planners have identified no actual, potential or perceived conflict of interest.

Conference Objectives

1. Discuss the federal legislative landscape affecting home health and hospice care.
2. Identify and discuss federal regulatory issues affecting home health and hospice care.
3. Identify and discuss legal issues affecting home health and hospice care.
4. Identify and discuss the seven critical Human Resource systems and how to execute each HR system to become an employer of choice.
5. Identify and discuss tips and techniques to address the conundrum of recruiting (and keeping) younger caregivers.
6. Discuss successful Electronic Visit Verification implementation for Medicaid-funded personal and home health care services.
7. Identify changes in the Nebraska law impacting LPNs and IV therapy with implications for home health care services.
8. Discuss the Scope of Practice Decision Making Model to answer scope-based nursing practice questions.
9. State two regional differences in supply and demand for nurses in Nebraska.
10. Discuss what a desirable financial statement looks like and how to interpret those financial statements and related dashboards for operational success.
11. Identify the UnitedHealthcare Medicare plan options, how to navigate each plan requirements for prior authorization, benefit limits, and billing requirements.
12. Discuss Medicaid vs. Medicare homebound requirements for authorization and billing with Nebraska Total Care.
13. Identify home health and managed care operations with Nebraska Total Care.
14. Discuss Wellcare of Nebraska's authorization requirements and billing guidelines as it relates to members receiving home health services in Nebraska.

Speakers

Sandy Decker

Sandy Decker is the Senior Provider Education Consultant with the Provider Outreach and Education team at CGS. She has worked in the home health and hospice nursing fields the majority of her nursing career. Sandy has been a Medical Reviewer with both Medical Review and Appeals at CGS before her current educator position. Sandy has presented at both national and state conferences for both hospice and home health, in addition to many state conferences. She has received her RN and BSN degrees, her marketing degree and business management degree. Sandy has also been a paralegal and business analyst in both Iowa and North Carolina.



Make Denials a Thing of the Past - Medical Clinical Updates from CGS

Identify new and recent home health care and hospice clinical updates from CMS. Learn ways to minimize claim denials for your agency.

Bill Dombi, J.D.

Bill Dombi is the President of the National Association for Home Care & Hospice. He previously served as the Vice President for Law at NAHC. As a key part of his responsibilities, Bill specializes in legal, legislative, and regulatory advocacy on behalf of patients and providers of home health and hospice care. With nearly 40 years of 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, the formation of the hospice benefit in 1983, the institution on Medicare PPS for home health in 2000, and the national health care reform legislation in 2010. With litigation, Dombi was lead counsel in the landmark lawsuit that reformed the Medicare home health services benefit, challenges to HMO home care cutbacks for high-tech home care patients, lawsuits against Medicaid programs for inadequate payment rates, along with current lawsuits challenging the Medicare home health face-to-face encounter rule and the Department of Labor changes to the overtime rules under the Fair Labor Standards Act.



In addition to litigation, Bill offers extensive community and professional educational services through lectures, publications, teleconferences, and videos. He is the Editor and lead author of *Home Care & Hospice Law: A Handbook for Executives*, the only comprehensive legal treatise on the topic. His lectures include market trends in home care, compliance, risk management, patient rights, fraud and abuse, health care reimbursement, legislative and regulatory reforms, and legal issues in telehealth services.

Bill Dombi is admitted to practice in Connecticut and

Washington, DC. He is also admitted to numerous federal courts including, the U.S. Supreme Court and several Court of Appeals. He has served on the Advisory Board for BNA's Health Law Report and Medicare Report. Bill also is a longstanding member of the American Health Lawyers Association and the American Bar Association.

Home Health and Hospice Federal Legislative and Regulatory Update

This session is presented to better understand the federal legislative landscape affecting home health and hospice care.

Anne-Lise Gere, SPHR

Anne-Lise Gere, SPHR is an independent Human Resources consultant and owner of Gere Consulting Associates LLC. Her professional practice focuses on establishing the foundations of solid HR systems for growing businesses. Anne-Lise is an advocate of progressive HR practices, with expertise in recruitment and talent acquisition, performance management, compliance (employee handbooks, job descriptions), and supervisory training.



Before establishing her HR practice in 2001, Anne-Lise worked for Procter & Gamble in Europe, and Siemens Automotive in the United States.

Anne-Lise has been a board member of the Peninsula Chapter of the Society for Human Resource Management since 2013. In 2010, she was recruited by the HR Certification Institute to serve in the development of certification exams.

The 7 HR Systems to Become an Employer of Choice in Senior Care

Attendees will learn recruitment and retention strategies, successful on-boarding for new employees, career progression for caregivers, how to be competitive with offering benefits, and how to recognize caregiver value.

How to Recruit and Retain Millennial Caregivers

Attendees will be able to understand what millennials want from work; learn how to attract them with smart use of technology, branding and discussion on work/life balance; and how to develop an employer mix including training, career progression and total rewards to retain the best caregivers.

Joe Schnur

Joe is an experienced executive leader and innovative problem-solver. Prior to joining Tellus, Joe spent nearly 20 years leading both growth and new business endeavors for GE Healthcare. There, he successfully built and led a national team of commercial leaders that drove business development for GE Healthcare's largest global client, booking revenue in excess of \$400M per year.



Speakers

How To Prepare For Successful Electronic Visit Verification Implementation

The 21st Century Cures Act requires states to establish policies for Electronic Visit Verification for Medicaid-funded personal and home health care services. EVV solutions need to be in place by January 1, 2019, for personal care services and January 1, 2023, for home health care services. Some states have already implemented EVV. Some states are currently in procurement. Many states are lagging.

In this session, you will get practical tips to better understand EVV requirements, the potential impact on your business and what you need to do now from a technology perspective to prepare. You'll also benefit from lessons learned from other state implementations, the latest CMS guidance and emerging standards and best practices.

Ann Oertwich, PhD, RN

Ann Oertwich, PhD, RN is the Executive Director Nebraska Board of Nursing Department of Health & Human Services, Public Health, Licensure Unit. She earned a PhD in Nursing Education from Villanova University; an MSN in Adult Health/Chronic Illness Clinical Nurse Specialist Track from the University of Nebraska Medical Center College of Nursing; a BSN from the University of Nebraska Medical Center College of Nursing; and an Associate Degree from the Nursing Program at the College of St. Mary. Ann's professional experiences include Assistant Professor at the Creighton University College of Nursing; Director of Operations for Amedisys Home Health of Omaha; Director of Nursing Programs at Northeast Community College; Director of Home Health and Hospice at Faith Regional Health Services; and Executive Director of the Nebraska Nurses Association.



Board of Nursing Update

Ann will review:

- 2017 law change.
- Discuss initial LPN education vs. required continuing education for IV therapy
- Provide two examples of potential application in the home care setting
- Scope of Practice Decision making model.
- Nebraska Regional Workforce Data model

Amber Popek

Amber Popek is a member of BKD National Health Care Group and provides an array of audit and consulting services to home care, hospice, long-term care and other health care clients nationwide. Her experience includes leading health care-related audits, review and compilation engagements, as well as providing other consulting services, including financial due diligence, cost reporting and various special projects.



She is a regular contributor to BKD Thoughtware publications and is involved in training and recruiting new audit associates.

Amber is a member of the American Institute of CPAs and Missouri Society of CPAs. She also is a member of the National Association for Home Care & Hospice (NAHC), NAHC's Home Care & Hospice Financial Managers Association and Missouri Alliance for Home Care.

Amber is a member of the Springfield Area Chamber of Commerce's young professionals group, The Network, and is a member of the Board of Directors for the Springfield, Missouri chapter of Accounting & Financial Women's Alliance. Amber is a former member of the Board of Commissioners for the Public Housing Authority for the City of Springfield, Missouri. She is a 2005 magna cum laude graduate of Missouri State University, Springfield, with a B.S. degree in accounting and a 2006 graduate with an M.Acc. degree

Interpreting Financial Statements and Dashboards

You don't have to be an accountant or financial analyst to interpret your financial statements or other dashboard indicators. With the shrinking margins faced by the industry, it is critical that management is able to understand their financial and related reporting in order to manage their operations effectively.

Meagan L. Weese

Meagan Weese has been with UnitedHealthcare since October 2007, and has served in Provider Relations since January 2012. She currently manages a team of six provider advocates, located throughout the state of Nebraska.



Meagan attended the University of South Carolina for freshman and sophomore years, then transferred upon her family's relocation to Iowa. She graduated from the University of Iowa in May 1991 with a Bachelor of Science in Psychology and a minor in Business Administration. She earned a Masters of Business Administration with concentration in Healthcare Management in 2009 from the University of Nebraska at Omaha. In her early career, Meagan was focused on behavioral health and community based services for persons with disabilities.

Meagan is a member of the Healthcare Financial Management Association, where she earned a Yerger Award in 2007 for Provider Education as the Chairperson of the Geographical Committee for the Southern California Chapter. She also participates with the Nebraska Hospital Association as an Affiliate Member, and is a member of the Nebraska Chapter of the Medical Group Management Association.

Meagan grew up in Greenwood, South Carolina. She and her husband Donald live in Papillion. Meagan enjoys gardening, traveling, bicycling and supporting the Husker Football team.

Speakers

A Provider's Guide to UnitedHealthcare Medicare Advantage Plans, and UnitedHealthcare Dual Complete
Overview of United Healthcare Plans, including clinical management and provider protocols for each plan, will be provided. Protocols include prior authorization requirements, reimbursement policies, and billing best practices.

Adam Proctor

Adam Proctor is the Senior Director, Provider Network Performance and Communication for Nebraska Total Care. Adam holds a Master's Degree in Counseling and has 15 years of healthcare and leadership experience. He operated community not-for-profit and private clinics as a provider before moving into managed care where he has been a clinical, operational and network leader during his career.



Homebound Requirements and Q&A with Nebraska's Managed Care Organizations

Attendees will review criteria and processes to support appropriate service delivery and reimbursement. Review authorization and billing processes for doing business with managed care organizations.

Melissa Humphrey

Melissa was born and raised in Ohio and started her career as a social worker. After many years of working on the front lines with children and families in need, she made a career change. Melissa has been in provider relations for almost 10 years and has been managing the provider relations team at Wellcare of Nebraska for two years. She is the proud mom of a 5-year-old little boy and an 18-month-old baby girl. When she's not working, you can find Melissa chasing them around the park or the zoo!



Home Health Care Overview with WellCare of Nebraska

Attendees will review authorization, billing tools and guidelines. Discuss homebound requirements for Medicaid.

SAVE THE DATE

OASIS-D Conference

Speaker: Teresa Northcutt from Selman-Holman & Associates

**April 9-10, 2019
Younes Conference Center
Kearney, NE**

Annual Conference Attendee Registration

Attire: Business casual attire is recommended.

Wednesday, January 16, 2019

<input type="checkbox"/> # (of representatives from your agency/organization/company) x __\$40	Nebraska Home Care Association Legislative Day
<input type="checkbox"/> \$0	Legislative Day Preparation Live Webinar
<input type="checkbox"/> \$0	I am unable to attend the webinar, but would like to receive a recording.
<input type="checkbox"/> \$0 (# attending) __	Industry Partner Expo
<input type="checkbox"/> \$50 (# attending) __ <input type="checkbox"/> \$5 (each representative) x _____ wanting contact hours (nursing CE) to be filed with the Iowa Western Board of Nursing	Pre-Conference Session with Sandy Decker from CGS

Thursday, January 17, 2019

<input type="checkbox"/> \$0 (# attending) ____	Yes, I/we will attend the Annual Meeting/Luncheon (included in your registration fee).
<input type="checkbox"/> \$0	No, I/we are unable to attend the Annual Meeting Luncheon.
<input type="checkbox"/> \$170 (1st representative from your agency/organization/company) <input type="checkbox"/> \$150 (each additional representative) x _____ <input type="checkbox"/> \$5 (each representative) x _____ wanting contact hours (nursing CE) to be filed with the Iowa Western Board of Nursing	Annual Conference Nebraska Home Care Association Member
<input type="checkbox"/> \$210 (1st representative from your agency/organization/company) <input type="checkbox"/> \$190 (each additional representative) x _____ <input type="checkbox"/> \$5 (each representative) x _____ wanting contact hours (nursing CE) to be filed with the Iowa Western Board of Nursing	Annual Conference Prospective Member

Name(s) of Participant(s) and Credentials (if applicable):

1. _____ Email: _____
2. _____ Email: _____
3. _____ Email: _____
4. _____ Email: _____
5. _____ Email: _____

Agency: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Special Dietary Needs: _____

Event Registrations must be received no later than January 9, 2019.

Cancellation policy: A 50% fee refund will be given on cancellations submitted to the Nebraska Home Care Association office by January 9, 2019.

All refunds will be processed after accounts have been completed.

Payment Methods

- Check - Print this form, fill it out, and send to the Nebraska Home Care Association with a check made payable to the Nebraska Home Care Association.
- Credit Card - Click here to [register/pay online](#).

When you provide a check as payment, you authorize us either to use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. When we use information from your check to make an electronic fund transfer, funds may be withdrawn from your account as soon as the same day we receive your payment, and you will not receive your check back from your financial institution.

Nebraska Home Care Association APP

Download the app, customize your conference schedule and access speaker and exhibitor information.



Industry Partner Expo
January 16, 2019
4:00 p.m. - 6:00 p.m.

Annual Conference
January 17, 2019
Time Reserved for Exhibits - 10:00 a.m. - 10:45 a.m.

Hotel Reservation Information

A special discounted rate of \$103 plus tax is available by calling (866) 706-7706 and requesting the Nebraska Home Care Association Individual Pay Block.

Reservations must be made by January 2, 2019 in order to receive the special rate.

