

LEARN TECHNIQUES THAT WILL MAKE YOU A MEDICARE MASTER!
NURSES RECEIVE 8.75 CONTACT HOURS



REGISTER
EARLY
and SAVE!

2009
**MASTERING
MEDICARE**

OASIS, DOCUMENTATION, AND DIAGNOSIS CODING

A SEMINAR FOR HOME CARE PROVIDERS *SPONSORED BY:*



MASTERING MEDICARE

OASIS, DOCUMENTATION, AND DIAGNOSIS CODING

Key elements of Medicare home health that will determine your success in 2009

Homecare providers live under one of the most complex regulatory environments in the entire healthcare system. Yet, within the scope of home health compliance and payment, three things stand out as factors for success: OASIS, documentation, and diagnosis coding. Do these correctly, and you will help protect the Medicare payments you've earned while avoiding survey and fraud problems.

2009 will once again present many new challenges for homecare providers. A new version of OASIS is on its way. ICD-10 is on the horizon. Providers must learn how to cope with some very serious threats, including:

- Recovery Audit Contractors (RACs) will begin scrutinizing homecare providers
- Fraud investigations in south Florida will spread across the country and put many more agencies in the crosshairs
- Providers will receive a very limited Medicare episode payment increase for 2009
- Awareness and planning for the new OASIS-C must begin

What does all this mean to your homecare agency?

- Better documentation is required to support services
- Clinicians and coders must work together
- Improved accuracy in OASIS coding is necessary
- You will be exposed to greater lost payment due to misunderstandings and errors
- It is more important than ever to do it right the first time

More than ever before, you and your staff must master documentation, diagnosis coding, and OASIS. In this seminar, you'll learn to apply critical thinking to Medicare—evaluate evidence, decipher fact from opinion, and spot inconsistencies—and gain the confidence to use these skills to teach others in your agency.

Register NOW for this important seminar to:

- Overcome common mistakes that cost thousands in lost productivity and payments
- Learn simple strategies that can ensure success in the face of Medicare scrutiny
- Replace misconceptions, myths, and outdated facts with clear, current, and correct information
- Use what you learn to guide and teach others in your agency

You'll be taught by homecare's master of masters, **Diane J. Omdahl, RN, MS**, nationally acclaimed for her in-depth knowledge of Medicare home health regulations and her effective teaching skills. With an engaging style, she'll strip away myths and confusion, and give you a practical methodology and approach to solving Medicare's many dilemmas. Her more than 25 years of firsthand home health experience ensures you'll receive the best real-world guidance. Diane delivers a consistent, proven approach to Medicare home health—one that you can take home and use with confidence in your agency. You'll leave excited, confident, and eager to apply what you've learned. And, best of all, you'll strengthen your agency's ability to compete successfully in today's challenging homecare environment.

TO REGISTER

CALL 800-553-2041 OR VISIT WWW.BEACONHEALTH.ORG.

99 OUT OF 100

PARTICIPANTS CONSISTENTLY RATE THE MASTERING MEDICARE SEMINARS “EXCELLENT” OR “VERY GOOD”

“Diane, you are still the best and far beyond compare! Thank you so very much. We will see you again!”

Arsenia M Ribancos, CEO
Torrance, CA

“Very good and informational. My favorite seminar to attend. I look forward to coming again next year.”

Casi L. Foster, QI Coordinator
Tahlequah, OK

“Diane is an excellent speaker. She captivated the audience and was knowledgeable about the subject. She answered questions with confidence and expertise.”

Daliah Spencer, Clinical Nursing Supervisor
Elizabeth, NJ

“I marvel at her vast array of knowledge and her ability to draw on these resources from memory. She is a great speaker and takes very difficult information and makes it easily understandable. I have attended her Mastering Medicare seminar for the last three years and she always manages to present material in an interesting manner. Thanks for helping us stay compliant and being available when we are unsure.”

Donna Bailey, QA Coordinator
South Bend, IN

“I make sure to attend Diane’s seminar each year. She is an excellent speaker—very thorough and concise. She definitely knows how to dissect and simplify the CoP. My kudos!”

Virginia P. Caballero, Director of Nursing
Southfield, MI

“Excellent workshop. Information was presented in a clear, organized manner. I have worked for four years in homecare without a formal education in Medicare. This workshop pulled it all together for me. I now have a greater understanding of Medicare PPS regulations for homecare. Thank you!”

Kathy Watts, Nurse
Barre, VT

“Thank you for your clear, concise, thorough presentation on the fundamentals of home health. The explanations and rationale for the rules and regs makes me feel like I finally have a comprehensive understanding. Thanks again!”

Audra Flynn, Nurse
Sacramento, CA

“As usual, Diane did a wonderful job. She has always been insightful. I have been in homecare since 1987 and have attended three Beacon seminars and still come home with a wealth of information. Thank you!”

Martha Avera, Administrator
Columbus, OH

“The information that was provided gave me a better understanding of my role as a home health nurse. The material/handouts were excellent.”

Aquilla McKay, Nurse
Memphis, TN

“Interesting topics were covered that relate to a large number of issues. Ms. Omdahl presented well and led the group in an engaging discussion that anyone can pull pertinent information from and use to their advantage.”

Reynaldo Querubin, Asst. Administrator
Mount Prospect, IL

“This was my first conference with Diane and I understood and learned more about Medicare guidelines in one day than I have in months. She made the topics easy to understand.”

Theresa Bark, QI Director
Irwindale, CA

“Diane is an enjoyable speaker who is an expert of her subject matter. An excellent resource with a sense of humor! I really enjoyed this seminar and came away much more knowledgeable about Medicare.”

Mary England, Coordinator
Laconia, NH

SEMINAR AGENDA

Day One

8:30 a.m. to 11:45 a.m.

Documentation

- Fundamentals
- Scrutiny in 2009
- Medicare-covered services, e.g., skilled nursing, therapy
- Nonroutine supplies
- Plan of care

1:00 p.m. to 3:35 p.m.

OASIS

- Comprehensive assessment basics
- Operational issues
- Start of care challenges
- HHRG data elements, including wounds, ADL, and more
- OASIS-C

Day Two

8:30 a.m. to Noon

Diagnosis Coding

- Rewards and risks
- Principles for diagnosis sequencing and documentation
- Coding strategies for manifestations, symptoms, pressure ulcers, and more
- V codes in home health care
- PPS case-mix diagnoses

TO REGISTER

CALL 800-553-2041 OR VISIT WWW.BEACONHEALTH.ORG.

WHO SHOULD ATTEND?

Homecare Administrators and Directors

who want to assure compliance and full payment for services provided

Clinical Managers and Educators

who supervise or teach care delivery and documentation

Financial Managers

who want to learn about key clinical issues that can improve financial success

Quality Improvement Leaders

who monitor and evaluate an agency's care delivery and compliance

Homecare Nurses and Therapists

who need to know how the regulations impact patient care

Discover the Methods of **MEDICARE MASTERS** that Will Pay Dividends for Years to Come

- ▶ Clarify the “Supply HHRG,” HIPPS codes, and documentation and reporting of supplies.
- ▶ Learn techniques to demonstrate that services are skilled, reasonable, and necessary.
- ▶ Develop a game plan for OASIS-C and best practices.
- ▶ Strengthen your knowledge and use of the HHRG.
- ▶ Know the role of OASIS data elements in the HHRG.
- ▶ Gain strategies to enhance the clinician’s role in diagnosis coding and M0230, M0240, and M0246.
- ▶ Discover how fraud in south Florida can hurt your agency.
- ▶ Get the straight facts about physician signatures and orders.
- ▶ Fine-tune your knowledge of the Medicare PPS case-mix model.
- ▶ Bullet proof documentation.
- ▶ Discover tips for completing the plan of care to avoid denials.
- ▶ Replace the myths about the PPS’ impact on documentation and diagnosis coding with facts.
- ▶ Recognize red flags that could jeopardize payment and compliance.
- ▶ Learn what can go wrong in the PPS and adopt strategies for preventing problems.

Take Advantage of these Outstanding **EXTRAS**

- ▶ Receive specially designed tools and unique handouts to help you tackle Medicare issues
- ▶ Earn 8.75 contact hours
- ▶ Network with your peers
- ▶ Obtain special seminar pricing for all products on display
- ▶ Enjoy a continental breakfast on both days, lunch on the first day, and refreshments during breaks

LOCATIONS and HOTELS

Orlando, FL

February 23–24

Orlando Airport Marriott | 7499 Augusta National Drive, Orlando, FL 32822 | 800/228-9290

\$149 per night (room block discount expires February 6)

Fresh from a complete renovation, the Marriott Orlando Airport Hotel emerges as a contemporary masterpiece of comfortable luxury and modern delights. This hotel quickly transports you into a resort-style atmosphere and offers a central location to Walt Disney World®, Universal Studios, SeaWorld®, and downtown Orlando.

Las Vegas, NV

March 9–10

Flamingo Las Vegas | 3555 Las Vegas Blvd South, Las Vegas, NV 89109 | 888/373-9855

\$129 per night (room block discount expires February 16)

Enjoy the Flamingo's center-strip location, across from Caesars Palace, the Forum shops, and the Bellagio fountains. The monorail stops at the Flamingo for convenient travel along the Strip. World famous restaurants, casinos, shows, and other major attractions are within a short walk.

Nashville, TN

April 20–21

Sheraton Music City | 777 McGavock Pike, Nashville, TN 37214 | 888/627-7060

\$139 per night (room block discount expires April 3)

Connect with the heart of downtown Nashville at the Country Music Hall of Fame or experience the awe of The Grande Ole Opry. Spend a relaxing day at one of Nashville's beautiful state parks, the Adventure Science Center, or the home of President Andrew Jackson – The Hermitage. The Nashville International Airport is also just minutes away.

Chicago, IL

May 18–19

Marriott Chicago Oakbrook | 1401 West 22nd Street, Oak Brook, IL 60523 | 800/228-9290

\$154 per night (room block discount expires May 1)

Conveniently located in a western Chicago suburb, the Marriott Chicago Oak Brook features well-appointed accommodations. Fabulous shopping awaits at the Oakbrook Center across the street. Located 20 minutes from O'Hare International Airport and 25 minutes from downtown Chicago.

New Orleans, LA

June 15–16

Westin New Orleans Canal Place | 100 Rue Iberville, New Orleans, LA 70130 | 888/627-8180

\$119 per night (room block discount expires May 22)

Be the first to experience the ALL NEW Westin New Orleans Canal Place. Along the mighty Mississippi River and just steps from The French Quarter, fine dining, Harrah's Casino, upscale shopping, museums, art galleries, and the central business district, you will enjoy comfort and service that will make you feel right at home.

MEET YOUR PRESENTER



DIANE J. OMDAHL, RN, MS

Diane began her career in homecare in 1979. In 1987, she founded Beacon Health as a clinical management and educational resource for homecare providers. Today, she is editor-in-chief of four highly acclaimed newsletters, including *Homecare DIRECTION™*.

Diane has been a featured presenter at national and state association and major homecare corporation meetings. She has presented homecare seminars for more than 10 years and has consistently received rave reviews. Audiences praise her depth of knowledge, practical insight, and ability to present complex material in understandable terms.

TO REGISTER

CALL 800-553-2041 OR VISIT WWW.BEACONHEALTH.ORG.

2009 MASTERING MEDICARE REGISTRATION FORM

REGISTER EARLY! Space is limited and likely to sell out.
Reserve your hotel room early before the room blocks expire.

| | REGISTRATION RATE | | BEACON INSTITUTE MEMBER RATE | |
|---|-------------------|-------------|------------------------------|-------------|
| | Regular | Early Bird* | Regular | Early Bird* |
| First person | \$845 | \$745 | \$676 | \$626 |
| Each additional person (from SAME agency) | \$795 | \$695 | \$635 | \$585 |

* Refer to the Early Bird discount deadline (below) that applies to the seminar you wish to attend.

Please select the seminar location you wish to attend:

- | | |
|--|---------------------------------|
| <input type="checkbox"/> ORLANDO February 23–24 | Early Bird deadline: January 26 |
| <input type="checkbox"/> LAS VEGAS March 9–10 | Early Bird deadline: January 26 |
| <input type="checkbox"/> NASHVILLE April 20–21 | Early Bird deadline: March 9 |
| <input type="checkbox"/> CHICAGO May 18–19 | Early Bird deadline: April 4 |
| <input type="checkbox"/> NEW ORLEANS June 15–16 | Early Bird deadline: May 4 |

When registering, be sure to reference the source code above your name on the mailing label.

Beacon Institute Members:

Include your member number here to be eligible for the Beacon Institute price.

CONTACT PERSON NAME: _____ Attending the seminar: Yes No

Title: _____ Dept: _____

Organization: _____

Street Address: _____

City: _____ State: _____ ZIP: _____

Tel: _____ Fax: _____

E-mail: _____ **FEE:** _____

NAME OF REGISTRANTS: (Seminar confirmation will be sent via e-mail.)

1st Name: _____

Title: _____

E-mail: _____ **FEE:** _____

2nd Name: _____

Title: _____

E-mail: _____ **FEE:** _____

3rd Name: _____

Title: _____

E-mail: _____ **FEE:** _____

4th Name: _____

Title: _____

E-mail: _____ **FEE:** _____

5th Name: _____

Title: _____

E-mail: _____ **FEE:** _____

TOTAL FEE: _____

SELECT YOUR METHOD OF PAYMENT: Bill my credit card (check one): VISA MC AmEx Discover

Check enclosed (payable to HCPro, Inc.)

Signature _____ Account # _____ Exp. Date _____

Required for authorization

Your credit card bill will reflect a charge from HCPro, Inc.

You must be registered and prepaid to attend. Full payment must accompany all registrations. Fee includes continental breakfasts, lunch on the first day, and all conference materials.

Cancellation Policy: Please visit www.beaconhealth.org and click on our "Seminar Cancellations Policy" link in the "About Beacon Health" section in the bottom left corner.

FOUR WAYS TO REGISTER :

CALL: 800/553-2041 FAX: 800/639-8511 ONLINE: www.beaconhealth.org

MAIL: Beacon Health, A Division of HCPro, Inc., 200 Hoods Lane, Marblehead, MA 01945

2009 MASTERING MEDICARE

OASIS, DOCUMENTATION, AND DIAGNOSIS CODING

An intermediate/advanced seminar to help you manage Medicare's biggest challenges, demonstrate compliance, and retain more of the payment you've earned.

**REGISTER
TODAY!**

Early-bird
rates available!

ORLANDO February 23–24

LAS VEGAS March 9–10

NASHVILLE April 20–21

CHICAGO May 18–19

NEW ORLEANS June 15–16

BEACON
HEALTH
HCPro

200 Hoods Lane, Marblehead, MA 01945

SERVING
HOMECARE
PROVIDERS
FOR MORE
THAN 21
YEARS