



2017 Annual Conference & Exhibition

June 22 & 23, 2017

STOCKTON SEAVIEW HOTEL & GOLF CLUB

Galloway, New Jersey

Home Care & Hospice: Driving Solutions in Healthcare Delivery



Conference Program Sponsor

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Home Health and Hospice Partnerships with
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AETNA BETTER HEALTH®
OF NEW JERSEY



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STOCKTON SEAVIEW HOTEL & GOLF CLUB

Galloway, New Jersey



Hotel Accommodations:

STOCKTON SEAVIEW HOTEL & GOLF CLUB

401 South New York Road

Galloway, NJ 08205

www.StocktonSeaview.com

To reserve a room, call the **STOCKTON SEAVIEW HOTEL & GOLF CLUB** at (855) 894-8698. To register at the special event room rate, be sure to say you are attending the Home Care & Hospice Association of NJ's Annual Conference & Exhibition.

Guests are also welcome to use the passkey link below to book room reservations on-line.

Passkey Link: <https://aws.passkey.com/go/homecareandhospice>

Please note: the last day to book a room under the group block rate of \$129.00 per night is on May 22, 2017

Seaview Seafood Night

Planning dinner on your own?

Enjoy an all-you-can-eat Seafood Buffet in the hotel restaurant!

Every Thursday 5pm-10pm [Make a Reservation](#)

Stay tuned...More local dining options will be highlighted in the coming weeks.

Thursday June 22, 2017

TIME:			TRACKS:
7:30-8:15am	<i>Conference Registration & Breakfast with Exhibitors</i>		
8:15-8:30am	<i>Welcome & Opening Remarks</i> <i>Chrissy Buteas, President & CEO, Home Care & Hospice Association of NJ</i>		
8:30-9:15am	<p>Keynote Address:</p> <p><i>Growing Home Care and Hospice Leaders in 2017</i></p> <p><i>Glen R. Cavallo</i></p>	<p>Join us as we tee off this year's conference with a motivational and inspirational keynote address that will inspire you to be part of the team <i>driving solutions in healthcare delivery!</i></p> <p>Glen Cavallo presents a compelling and thoughtful narrative on how understanding the overall life experiences of health care associates is critical to reducing turnover, gaining support and loyalty while driving long term success for your company. If you believe that people are your biggest asset, your future success depends on developing and retaining dedicated team members and strong focused leaders.</p>	General Session
9:30-10:30am	<p><i>OASIS Excellence for Agency Success</i></p> <p><i>Anita Werner, RN, HCS-D, COS-C</i> <i>Fazzi Associates</i></p>	<p>OASIS impacts everything in home health care. It is the single most important tool used by clinicians to assess the clinical status of every home health patient in the country. It impacts quality scores, reimbursement, STAR ratings and your future success with Value-Based Purchasing. OASIS influences the viability of your organization!</p>	Clinical
9:30-10:30am	<p><i>Pre-Claim Review: Lessons Learned</i></p> <p><i>Nick Seabrook</i> <i>BlackTree Healthcare Consulting</i></p> <p><i>Matt Chalberg</i> <i>Forcura</i></p>	<p>While NJ has not been selected to participate in the Pre-Claim Review Demonstration process, it is imperative for industry professionals to have a sound understanding of its potential <i>sand traps</i>. With the controversial Pre-Claim Review Demonstration set to go into effect in other states, home health agencies can expect to be hit with new requirements. This presentation will discuss the lessons learned by Illinois that can help prepare agencies in other states.</p>	Management Financial
9:30-10:30am	<p><i>A Survival Guide to Home Based Palliative Care</i></p> <p><i>Dr. Amy P. Frieman, MD</i> <i>Meridian Health Medical Group-Hospice & Palliative Medicine</i></p>	<p>Dr. Frieman will speak about the future prospective changes she forecasts in the field of hospice and palliative care in the community. As the population continues to age in place and home care and hospice's role expands to promote more patient centered care planning; palliative care providers must be more innovative to design a sustainable palliative health care model.</p>	Hospice Clinical
9:30-10:30am	<p><i>Hot Button Employee & HR Issues You Need to Know!</i></p> <p><i>Matthew M. Collins, Esq.</i> <i>Brach Eichler, L.L.C.</i></p>	<p>The employer/employee relationship is governed by extensive regulations that are constantly changing. To properly protect themselves, employers must understand their obligations under applicable laws. Attend this session to identify "Hot Button" HR problem areas and get practical guidance on</p>	Management

		implementing proactive policies in order to avoid costly legal claims and government inspections.	
10:30am	<i>Morning Coffee Break with Exhibitors</i>		
11:15am-12:15pm	<i>Leading with Purpose</i> <i>Larry Prince, Ed.M.</i> <i>President & Managing Member</i> <i>Prince Health, LLC</i>	Leadership is one of the most important skills professionals must have in order to effectively drive change! This program will define the construct of “Purpose” and the role it plays in leading people toward success. Highlights will include setting and communicating a shared vision, making a case for change, prioritizing strategic actions and ensuring clarity of the mission’s purpose through defining shared goals. Attendees will learn how to develop a plan for personal leadership change.	Clinical Management
11:15am-12:15pm	<i>The Changing Course of Alternate Payment Models</i> <i>William Dombi, Esq., VP of Law</i> <i>National Assoc. for Home Care & Hospice</i> <i>William. Simone III, Managing Principal</i> <i>Simione Healthcare Consultants</i>	Go for par by attending this session to learn about innovative and alternate care models that are shifting Medicare payments from rewarding quantity to rewarding quality by creating strong incentives to deliver better care to patients at lower costs. Hear from two industry icons how alternative payment models like bundling, CJR, Cardiac bundles, VBP and the new grouper model will impact your agency’s reimbursement, cash flow, provider collaboration and care coordination.	Management Financial
11:15am-12:15pm	<i>2017 Hospice Regulatory Update</i> <i>Katie Wehri, Hospice Consultant</i> <i>Home Care & Hospice Association of NJ</i>	Hospices are experiencing significant changes to the hospice payment structure and implementation of quality reporting. In addition, hospices continue to be impacted by CMS change requests and survey and certification memos as well as increased oversight by Medicare Administrative Contractors (MACs), the OIG and other contractors. This session will provide a review of the current hot regulatory topics for hospice as well as an explanation of the FY2018 proposed hospice rule.	Hospice
11:15am-12:15pm	<i>Innovations for Medicaid Programs</i> <i>Valerie Harr, Deputy Commissioner</i> <i>NJ Department of Human Services</i>	The Department of Human Services has been critically evaluating its key priority areas for the next several years in order to develop a strategic map to better serve the people of NJ. This session will provide you with an update on the innovative program ideas being designed by DHS in order to improve population health by strengthening NJ’s Medicaid Program.	Management
12:30-2:00pm	<i>Annual Awards Luncheon & Association Annual Report</i>	Special Guest, Cathleen Bennett, Commissioner, NJ Department of Health Carol Kientz and Martha Esposito Annual Awards Presentation	
2:15-3:15pm	<i>Measuring Quality in NJ’s Medicaid Program</i>	Welcome to the 3 rd annual managed care organization panel presentation!	Clinical Management

	<p><i>Aetna Better Health of NJ</i> <i>Amerigroup</i> <i>Horizon NJ Health</i> <i>United Health Care</i> <i>WellCare</i></p>	The State's five MCOs discuss the future of measuring quality of care in NJ's Medicaid Program and more...stay tuned!	
2:15-3:15pm	<p><i>Value Based Purchasing- First Year Perspectives</i></p> <p><i>Christopher Attaya, MBA</i> <i>VP of Business Intelligence</i> <i>Strategic Healthcare Programs (SHP)</i></p> <p><i>Nick Seabrook, Managing Director</i> <i>BlackTree Healthcare Consulting</i></p>	The first performance year of the new CMS Home Health VBP program is over. CMS's CY2017 final rule and other guidance has provided important updates to the home health VBP program. Over the last year, providers have made strong improvements in their home health outcomes and overall TPS performance. This session will share the insights learned and trends in performance across the first 12 months of the program including scores from NJ agencies.	Financial
2:15-3:15pm	<p><i>Conflicts of Dying</i></p> <p><i>Erinn Nakahara</i> <i>Volunteer Coordinator</i> <i>Hunterdon Hospice</i></p>	Dying and conflict are both natural processes, yet their intersection can be devastating. The reality of dying inspires anxiety, and conflict erupts as a result. When to change a plan of care, where and how to die, spiritual readiness for death and the relational experience with the dying are topics that result in polarities. The way we look at the intergroup and interpersonal interaction is critical to identify the perceptions, conflict styles and responses to conflict at end of life.	Hospice
2:15-3:15pm	<p><i>A Federal Health Care Update from Washington, D.C.</i></p> <p><i>William Dombi, Esq., VP of Law</i> <i>National Assoc. for Home Care & Hospice</i></p>	Join Bill Dombi for a comprehensive update on what's happening at a federal level in the Trump administration's first 100+ days! What can we predict for the future of ACA reform? What will block grants mean in a Medicaid managed care environment? Discuss the expansion of managed Medicare, alternate payment models, the new Home Health CoPs, the compliance landscape and many more topics that affect all healthcare providers.	Management
3:30-4:30pm	<p><i>The March to Population Health: Opportunities on Your Journey</i></p> <p><i>Brent Feorene, Vice President</i> <i>Health Dimensions Group</i></p>	The 21 st century has shown a broad 'swing' from disease specific health care planning to a focus on the evolution of a coordinated care continuum responsible for the patient throughout the journey that is centered in population health. This session will illustrate the variable roles that community health providers can have in meeting the demand for solutions to expand post-acute care and build healthy communities.	Clinical
3:30-4:30pm	<p><i>Electronic Visit Verification: The Future of EVV for Medicaid Providers</i></p>	Electronic Visit Verification is a tool designed to help improve compliance, patient care, documentation and billing accuracy. EVV can enhance operations and save money. This panel of industry experts will explain the future mandate for EVV (Medicaid), generic system design and features, best practices for	Management Financial

	<i>Alayacare Axxess CellTrak Sandata Technologies Sinq</i>	implementation, staff training strategies, home care industry challenges including calculating your ROI and how EVV will change the structure and flow of your operations.	
3:30-4:30pm	<i>How to Provide Continuous Home Care in Hospice Katie Wehri, Hospice Consultant Home Care & Hospice Association of NJ</i>	Katie will highlight how to utilize CHC within the CMS guidelines. She will discuss the challenges CHC providers face in providing adequate staffing and accurate and compliant documentation. This session will provide tips on how to structure clinical documentation, evaluate the financial impact of using/not using CHC and will compare CHC to GIP.	Hospice
3:30-4:30pm	<i>Why Staff Leave & How to Keep/Attract Them Eric Scharber, President & Founder Exact Recruiting</i>	Workforce challenges are among the top concerns for healthcare executives these days. Organizations that are successful with retaining staff will see much higher levels of success than those who struggle with retention. This session will offer clear retention strategies that can be implemented right away!	Management
4:30-pm	<i>Refreshment Break with Exhibitors</i>		
5:15-6:15pm	<i>Is Your QAPI CoP Ready? Lisa Meadows, MSW Clinical Compliance Educator Accreditation Commission for Health Care (ACHC)</i>	Lisa Meadows will detail the components necessary for establishing a Quality Assessment Performance Improvement Program that meets the new Home Health Conditions of Participation (COPs). Learn why a robust program is more important than ever for compliance and reimbursement. Are you QAPI ready?	Clinical Management
5:15-6:15pm	<i>2017 Department of Labor Update Christopher Mayer, Esq. McCarter & English</i>	Chris Mayer will provide attendees with an update on Department of Labor laws regarding overtime pay for home health aides and other non-exempt staff. This session will illustrate some of the recent lawsuits that have arisen after the loss of the live-in exemption and will include a discussion about the inclusion of arbitration clauses in provider agreements that will help mitigate DOL violations.	Management Financial
5:15-6:15pm	<i>Control Your Hospice Finances with Benchmarking Brian A. Martin, VP Simione Healthcare Consultants</i>	With every hospice organization facing more financial and regulatory pressure, real-time benchmarking allows hospice providers to meet the challenge to provide high quality care while controlling costs. Accurate and timely data is essential to help hospice providers understand the “big picture” on finance and operations. This program will highlight the benefits of benchmarking and show ways to manage finances, profit margins and functional activities in comparison to industry trends.	Hospice

5:15-6:15pm	<i>Preferred Provider Arrangements: Compliant Partnering to Enhance Quality of Care</i> <i>Lani Dornfeld, Esq.</i> <i>Cheryll Calderon, Esq.</i> <i>Brach Eichler, LLC</i>	This presentation will include a summary of the changes in health care that make preferred provider arrangements a must and an explanation of how these relationships may be formed, documented and managed in compliance with regulations. It will explain the rules governing these relationships, how to structure agreements, ensure maintenance of patient choice and how the interplay of the anti-kickback statute, Stark law and other fraud and abuse laws affects these relationships.	Management
6:30-7:30pm	<i>Cocktail Reception and Member Mingle</i>		
Friday June 23, 2017			
TIME:			TRACKS:
7:30-8:15am	<i>Breakfast with Exhibitors</i>		
8:30-9:30am	<i>Home Health, Hospice and Health Care Service Firm CHHA Compliance</i> <i>Denise Hendrickson, RN</i> <i>Jackie King, MBA</i> <i>Community Health Accreditation Partner (CHAP)</i>	Certified Home Health Aides play a huge role in the day to day care of patients. As a result of their growing role, agencies face a number of challenges when it comes to collaboration, documentation and compliance by the aide with the patient's plan of care. This session will identify the most common stumbling blocks encountered during site visits and provide the tools needed to confidently prepare for a survey while taking the critical support provided by CHHAs into consideration.	Clinical
8:30-9:30am	<i>Worker's Compensation: Mitigating Risks and Controlling Costs</i> <i>Patricia Sullivan</i> <i>Paul Gazso</i> <i>TSG Financial</i>	Workers' Compensation for home health care providers represents a significant expense and exposure. While no home care or hospice provider wants a claim to occur, accidents happen, particularly for those providers with employees lifting and/or transporting patients on a regular basis. This presentation will provide an overview of the workers' compensation marketplace and identify strategies to help control costs through effective risk transfer, claims management and loss control.	Finance Management
8:30-9:30am	<i>Quality Management for Hospice Providers: Challenges & Opportunities</i> <i>Carol Spence, PhD</i> <i>Vice President, Research & Quality</i> <i>National Hospice and Palliative Care Organization</i>	Attend this session to learn more about the challenges and opportunities hospices should embrace in designing, building and revising a quality improvement program for success.	Hospice
8:30-9:30am	<i>All About Facebook</i> <i>Erica Metzger</i> <i>Social Media Manager</i>	This session will describe the ins & outs of Facebook's posting types and advertising manager. Specifically, learn how to log and profile your agency's marketing needs, leverage advertising objectives and ad expenses and the specific and very important metrics that will assist you in measuring performance.	Management

	<i>BAYADA Home Health Care</i>		
9:45am	<i>Grand Prize & Raffle Drawings in the Exhibit Hall</i>		
10:15-11:15am	<i>A Community Based Sepsis Initiative</i> <i>Eve Bankert MT (ASCP)</i> <i>Quality Improvement Specialist</i> <i>Health Care Quality Improvement</i> <i>IRRO- New York</i>	Sepsis ranks number one for all-payer hospital discharges, exceeding one million discharges a year and representing 5.2% of all healthcare costs. For Medicare, septicemia (except in labor) is the costliest diagnosis and in some states, the number one driver of 30-day readmissions. In an effort to expand a community-based sepsis initiatives QIN are working with community health care providers on sepsis initiatives. Today's presentation will outline education to build awareness of sepsis for at-risk community residents, identify best practice protocols on the recognition and importance of efficient referral to emergent care management, improve care transitions and care pathways and increase public awareness of the signs, symptoms, and contributing factors to sepsis through community outreach, public service announcements, and social media.	Clinical
10:15-11:15am	<i>Negative Pressure Wound Therapy: It's a Whole New World for Billing (NPWT)</i> <i>Amy Fulton</i> <i>FGA, Inc.</i>	CMS implemented a change in billing that permits coverage of disposable negative pressure wound therapy (NPWT) devices but payment for the NPWT is separate from the routine PPS payments and is reimbursed under Part B! Learn more about the billing, home visit and operational changes your agency MUST understand in order to bill for NPWT under Medicare Part B.	Financial
10:15-11:15am	<i>Identification & Management of Delirium</i> <i>Elizabeth Mager-O'Conner, MSN, GNP, ACHPN- Valley Home Care & Hospice</i> <i>Dr. Arnold Scham, MD, FAPA</i> <i>Medical Director Valley Hospice & Director of Home Based Palliative Care</i>	Practitioners in the fields of palliative and hospice care recognize that delirium is a complex syndrome with a variety of precipitating factors. This presentation will define the etiology and interventions used to treat delirium and participants will be encouraged to share experiences and strategies they have used for treating delirium. Case studies will be used to illustrate common situations encountered in practice.	Hospice
10:15-11:15am	<i>The Impact of Behavioral Health on Population Health Initiatives & Outcomes... A Leadership Perspective</i> <i>Eva Wasserman, MSN, RN</i> <i>Clinical Design Liaison Manager</i> <i>Clinical Operations and Transformation</i> <i>Horizon Blue Cross</i>	When you ask nurses what is the most challenging thing they face when treating patients in the community, they routinely identify behavioral health issues impacting the plan of care and patient outcomes! The reasons are: <ul style="list-style-type: none"> • 1 in 5 Americans have a Behavioral Health issue • 59% of those members have a comorbid chronic physical condition • 75% of those patients are not receiving adequate diagnosis and treatment • 1/3 go un-diagnosed with a behavioral health condition Behavioral health is an issue that must be addressed by home care and hospice providers and insurers when managing populations in order to implement effective initiatives to achieve positive patient and community outcomes.	Management

Grab & Go Lunch

**** NOTE: Schedule of events is subject to change.**