DATE: December 21, 2009

TO: Long Term Care Administrators, Directors of Nursing, Directors of Finance, MDS Coordinators, Vice Presidents of Senior Services, Chief Financial Officers

SUBJECT: Getting Ready for Medicaid Case-Mix –What to Expect and Preparation Strategies – A Two-Part Webinar, Jan. 12 and 14, 2:00-3:30 p.m.

In response to the anticipated implementation of a Medicaid case-mix payment system for nursing homes that would take effect in July, the New Jersey Hospital Association and Zimmet Healthcare Services Group, LLC are collaborating to bring a two-part Webinar designed to assist facilities with preparing for the transition.

The New Jersey Department of Health and Senior Services is working toward implementation of a revised Medicaid nursing facility reimbursement system that would have an effective date of July 1. This new methodology would dramatically alter the current system of screens and medians. It will be a case-mix driven system, through use of the Minimum Data Set, with three primary rate components – Direct Care, Operating and Administrative and Capital.

If the system is effective July 1, the initial rates would likely be based on MDS assessments referenced during the first quarter of 2010. This could be true even if the system is implemented retroactive to July 1 later in 2010. In other words, assessments completed beginning in just a few weeks may be used to set your July 1 Medicaid rates.

This two-part Webinar will be held on Jan. 12 and 14 beginning at 2 p.m. on each date. Each program is 90 minutes. Please note: This is one Webinar divided into two sessions. The second date is not a repeat.

Plans for the transition to a Medicaid case-mix system remain fluid and are subject to change. However, we believe providers can only gain by being prepared for case-mix as early as possible. Join us for this important two-part Webinar to get case-mix ready!

Topics to be covered:

- Understanding new system development and timelines
- Review of revised rate setting components: Direct Care, Operating and Administrative and Capital
- Expected phase-in activity
- Introduction to Medicaid MDS Case-Mix
  - Understanding the RUG-III, 34-grouper
  - Calculating CMI
o Minimum Data Set Issues – understanding common causes of understated RUG scores
   • Reconciling conflicting incentives between quality reporting and acuity-based reimbursement
   • What to expect regarding MDS 3.0 and Medicaid CMI
   • Therapy for the long-term care population
   • Restorative nursing
   • Strategies and benchmarking

CONTINUING EDUCATION CREDITS
HRET is an approved provider of continuing nursing education by NJSNA, an accredited approver by the American Nurses Credentialing Center’s Commission on Accreditation. P131-4/08-11. This program qualifies for three contact hours.

LNHA credits have been applied for.

FACULTY
Marc Zimmet, partner, Zimmet Healthcare Services Group, LLC. Zimmet specializes in strategy development and financial analysis for SNFs operating under case-mix payment systems.

Sheryl Rosenfield, RN, BC, director of Clinical Services, Zimmet Healthcare Services Group, LLC. Rosenfield has provided consulting services to SNF providers in over 40 states and has been a trainer of the MDS since 1990.

Webinar Instructions
After you have registered for the Webinar, you will receive an e-mail from WebEx with the date and time of the Webinar, the event number, password and the toll-free event phone number (1-866-699-3239.) You will also receive the WebEx address you’ll need to log on. Click the “Join” button for Medicaid Case Mix and follow the prompts. Please do not delete the WebEx e-mail; you will need the information to join the Webinar.

You can participate in this individually or gather all interested parties in one room and view the Webinar in one location.
REGISTRATION INFORMATION

Fee: Member: $175 – Total for both sessions  
Non-member: $250 – Total for both sessions

- Payment by credit card or check is required at enrollment.
- Registrations will be accepted by FAX (609-275-4271) ONLY IF ACCOMPANIED BY credit card information (MasterCard, VISA or American Express).
- Make checks payable to: HRET of NJ
- Mail to:
  HRET
  P.O. Box 828691
  Phila., PA 19182-8691

- If you use a credit card to hold your registration, it will be charged if payment is not received by the date of the conference.
- Cancellations received by Jan. 1 will receive a refund minus a $50 service fee. Cancellations received after that date will not be eligible for a refund.

To register online with a credit card please go to www.HRET-Register.com.

REGISTRATION (Please Type or Print Clearly)

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