



**Managed Care Contracting:
A Focus on the Changing Environment**
New Jersey Hospital Association, Princeton, NJ

Sept. 25, 2015

Registration: 8:15 a.m.	Location: NJHA Conference and Event Center
Program: 9 a.m. – 3:30 p.m.	760 Alexander Road, Princeton
Seminar: EDU 1557	Fee: <i>NJHA/LANJ Member:</i> \$149/person
	<i>Non-Member:</i> \$249/person

OVERVIEW:

Medicaid Managed Care and Medicare Advantage contracts quickly are becoming the payment foundation for many New Jersey providers, especially in long term care and home- and community-based care. Poorly negotiated contracts can cost providers thousands of dollars, even in some instances, the business. To be successful, you must secure the right terms in your contracts, which requires an understanding of what Managed Care Organizations are required legally to address in contracts, key terms and definitions and knowledge of your negotiating position. It also requires knowing in advance what constitutes a reasonable offer and what does not. Included in the meeting materials will be the third edition of *NJHA's Managed Care Contracting Guide*, which will be discussed.

OBJECTIVES:

1. Understand the general structure of a managed care contract and related attachments
2. Identify key terms and definitions found in managed care contracts
3. Understand various payment methodologies
4. Identify your organization's contracting leverage.

TARGET AUDIENCE:

Long term care, home health and assisted living executives, financial officers and managed care executives.

CONTINUING EDUCATION CREDITS:

This continuing education program is sponsored/conducted by the Health Research and Educational Trust and is in compliance with N.J.A.C. 8:34-7.3 to provide licensed nursing home administrator (LNHA) and certified assisted living administrator (CALA) education credits accepted by the Nursing Home Administrators Licensing Board. This education activity may only be used for continuing education credit and not to meet academic college credits.

This education activity has been approved for **4.75** LNHA/CALA credits.

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AGENDA

8 a.m. *Registration and Continental Breakfast*

9 a.m. *Welcome and Introductions*

Theresa Edelstein, MPH, LNHA

Vice President, Post-Acute Care Policy and Special Initiatives
New Jersey Hospital Association

9:15 a.m. **An Introduction to Contracting and the Negotiation Process**

Brian M. Foley, Esq.

Partner

Schenck, Price, Smith & King LLP

Sharmila Jaipersaud, Esq.

Associate

Schenck, Price, Smith & King LLP

The morning session will include an overview of the general structure of a managed care contract and related attachments, including key definitions and critical provisions providers need to ensure are included.

10:30 a.m. *Break*

10:45 a.m. **Morning Session Continues**

The morning session will conclude with identifying the typical parties to the process, the regulatory oversight system, including applicable state and federal laws related to Medicaid managed care and potential issues in a managed care agreement. There also will be an overview of NJHA's Managed Care Contracting Guide and how to use it.

12 p.m. *Networking Luncheon*

Program continues ...

1 p.m. **The Finance Puzzle**

Debra E. Bornstein

Principal

WeiserMazars

Participants will learn the importance of being thoroughly prepared to address the finances behind the contract including payment methodologies, what to review internally to be prepared and identifying your leverage.

2:15 p.m. *Break*

2:45 p.m. **Afternoon Session Continues***

The afternoon session will conclude with a discussion on value-based contracting and risk sharing, strategic alliances and rapidly changing market forces.

3:30 p.m. **Question and Answer, Program Evaluation and Adjournment**

Registration Guidelines for 2015

PAYING BY CREDIT CARD

Guarantee your seat now by paying for your registration online with a credit card.
It's secure and easy.

Click on the following link:

<http://hret-registration.njha.com>

Note: For security purposes, please **DO NOT** mail credit card information with your security code to the P.O. Box. Save time and register online through our secure Web site.

PAYING BY CHECK

Reference the seminar number in the memo on the face of the check. Your registration will not be confirmed until your payment is received by HRET. A copy of the registration form must accompany the check in order to allocate payment properly.

FAX: 609-275-4271

Make check payable to: HRET of NJ

Mail to: HRET of NJ – P.O. Box 828691 – Philadelphia, PA 19182-8691

Payments by mail must be postmarked no later than Friday, Sept. 11, 2015

After Sept. 11, check payments must be presented at registration the day of the program.

HRET/NJHA staff reserve the right to refuse entrance if payment is not received in full at the time of registration.

GENERAL INFORMATION

- **Fax the registration page to HRET-NJ prior to mailing with payment.**
- **Onsite registration:** NJHA will do its best to accommodate walk-ins, but cannot guarantee seating. Please call 609-275-4180 the day preceding a conference to inquire about availability. If NJHA can accommodate you, payment in full is due at the registration table via check or credit card. No exceptions.
- For program inquiries, please contact Theresa Edelstein at tedelstein@njha.com
- For registration and payment inquiries, please call 609-275-4180 or email at HRETEducation@njha.com
- For directions visit NJHA at: <http://www.njha.com/directions.aspx>. Ample parking is available behind the conference center building.
- If you have a disability and need special accommodation, please call 609-275-4180.

CANCELLATION POLICY

- Cancellations received by Sept. 21 will receive a refund minus a \$45 administrative fee.
- No refunds will be issued after the deadline or for no-shows.
- Registrants unable to attend may send an alternate. Alternate attendee information should be sent at least 48 in advance of program to HRETEducation@njha.com

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Date:	Sept. 25, 2015
Registration Start:	8:15 a.m.
Program Start:	9 a.m.
Location:	New Jersey Hospital Association 760 Alexander Road, Princeton, NJ 08543
Fee:	<input type="checkbox"/> NJHA/LANJ Members: \$149/person <input type="checkbox"/> Non-members: \$249/person
Seminar:	EDU 1557

Payment by Mail or Fax

(Please type information directly into this PDF form before printing. Copy form to add registrants.)

Note: Your registration will not be complete until payment has been received.
Payment must be postmarked no later than Sept. 11, 2015

Online Credit Card Registration

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Instead click "Register for this Event" below.

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Job Title:	Job Title:
Degrees/Credentials (MD, RN, LNHA, etc.):	Degrees/Credentials (MD, RN, LNHA, etc.):
Email:	Email:
Phone number:	Phone number:
Organization:	Additional Registrant:
Organization Address:	Job Title:
City, State, Zip:	Degrees/Credentials (MD, RN, LNHA, etc.):
Registration Contact:	Email:
Contact email:	Phone number:
Payment Information: <input type="checkbox"/> Check <input type="checkbox"/> Credit Card	Additional Registrant:
Check / Credit Card No.:	Job Title:
Expiration Date: Security Code:	Degrees/Credentials (MD, RN, LNHA, etc.):
Name on credit card:	Email:
Billing Address: <i>(street, city, state, zip)</i>	Phone number: