

## How to Succeed Under the Home Health Patient Driven Groupings Model:

### A Seminar Series

- April 3, 2019 | Life Station, 2 Stahuber Avenue, Union, New Jersey, 07083
- May 15, 2019 | NJHA, 760 Alexander Rd, Princeton, New Jersey, 08540
- June 18, 2019 | NJHA, 760 Alexander Rd, Princeton, New Jersey, 08540
- July 11, 2019 | Life Station, 2 Stahuber Avenue, Union, New Jersey, 07083

**Registration** | 8:30 a.m.

**Member:** \$300 full series/ \$100 per session

**Program** | 9 a.m. – 3 p.m.

**Non-member:** \$500 full series/ \$200 per session

**Seminar** | 1911

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### OVERVIEW:

The Home Care & Hospice Association of NJ and the New Jersey Hospital Association are pleased to announce our 2019 Home Health Payment Reform Education Series focused on the Patient Driven Groupings Model (PDGM) scheduled for implementation Jan. 1, 2020.

PDGM represents the most significant change in the Medicare home health program in the 21<sup>st</sup> Century. It will radically change the payment methodology, including the unit of payment, the case mix adjuster, low utilization payment adjustment standards and payment for non-routine medical supplies.

Faculty for this series will be leading experts from national home health consulting firms who will provide you with the tools and knowledge to:

- Gain a better understanding of what PDGM means for you and your agency
- Identify key threats to the home health industry and how to overcome them
- Strategically develop a process to succeed under PDGM
- Discuss the steps the associations are taking to address areas of concern

### TARGET AUDIENCE:

Home care agency executives, clinicians, coders, corporate compliance officers, rehabilitation therapist



## April 3, 2019 – Deep Dive into PDGM Operational Imperatives

### FACULTY:

**Robert J. Simione**  
Principal  
Emeritus

**Julia H. Maroney, RN, MHSA, HCS-D, COS-C**  
Director  
*Simione Healthcare Consultants*

### OVERVIEW:

To thrive in post-acute care, we need to stay ahead of changes related to the implementation of PDGM. This session will include an overview of the new PDGM model and how to prepare the various operational and financial departments for this reimbursement change, including:

- Overview of the significant changes between PDGM and PPS
- Impact analysis of New Jersey home care agencies compared to national benchmarks using the CMS Limited Data Set for 2017
- Management of clinical operations including case management, visit utilization, LUPA Management and coding
- Review of the importance of coding of primary diagnosis around questionable encounters
- Key impacts to the referral management process
- Development of marketing strategies to achieve a positive financial impact
- Key changes to the financial reporting process, including budgeting and key performance indicator reports
- Impact on cash flow and the revenue cycle management processes
- How to best ensure your information technology vendor is prepared for the reimbursement change and other resources that are available to assist with the PDGM model

### CONTINUING EDUCATION CREDITS:

#### CPE Credits:

The Home Care and Hospice Association of NJ is an approved CPE Sponsor. Sponsor Registration # 20CE 00219400 expiring 12/31/2020. A CPE certificate will be distributed at the end of the course provided that the entire course session was attended and a sign in/out sheet was completed.

This activity provides **5.0** accounting contact hours.



## May 15, 2019 –Therapy in a Patient Driven Groupings Model (PDGM)

### **FACULTY:**

***Diana Kornetti, MA, PT***

Chief Operations Officer

*Kornetti & Kraft Health Care Solutions*

### **OVERVIEW:**

With the current level of scrutiny placed specifically on therapy services, it is mission critical that every clinician can clearly defend the medical necessity of the care provided. This will continue to remain an important aspect of auditing practices within the Medicare Part A Home Health benefit in a Patient Driven Groupings Model (PDGM) given the continued existence of established clinical coverage criteria. This model will mark the shift from a volume-based to a value-based system of care for the Medicare Part A Home Health beneficiary with the intent of better aligning payment for service to patient characteristics.

This paradigm shift will demand home health agencies and their clinicians focus care decisions based on patient-centeredness outlined in the newly implemented Conditions of Participations (CoPs). However, the PDGM model includes numerous changes that will require front-line clinician comprehension to accurately capture patient acuity and patient-centeredness in care coordination and care planning. An essential component of clinical decision making will be clear and concise documentation that outlines care choices within the framework of this new and transitional payment methodology, with an eye to financial implications.

Therapist understanding of the details of the Medicare Home Health PDGM model is an essential component of agency ratings, outcomes and financial success. Attendees of this course will be provided regulatory and evidenced-based information to facilitate clinical decision making in commonly treated home health conditions, guidance related to documentation, as well as foster discussions related to resource allocation in a value-based system.

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This activity provides **4.5** accounting contact hours.

#### **Nursing Credits:**

Home Care & Hospice Association of NJ is an approved provider of continuing nursing education by NJSNA, an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation. Provider # P148 – 5/18-19.

This activity provides **4.5** nursing contact hours.



### **Physical Therapy Credits:**

The speakers, content experts and nurse planner(s) for this program have declared no conflicts of interest. There is no commercial support for this activity.

Application has been made to the New Jersey State Board of Physical Therapy Examiners for approval for Physical Therapy Continuing Education credits. CE Credit Certificates will only be distributed with the approval of the PT Board of Examiners, the entire course session was attended, and a sign in/out sheet was completed.

This activity provides **6.5** physical therapy contact hours.

### **June 18, 2019 – The Coding Imperatives – OASIS Under PDGM**

#### **FACULTY:**

***Sherri Parson, RN, HCS-D, HCS-H, COS-C, BCHH-C***

Vice President of Education and Control Standards

*Quality in Real Time (QIRT)*

#### **OVERVIEW:**

Under the new model, primary and secondary diagnosis codes will drive the clinical group assignment and the comorbidity adjustment. OASIS documentation will continue to drive the functional level scoring. Specificity and accuracy will be critical, and turnaround time for coding and OASIS reviews will also be extremely important. This program highlights the:

- Referral sources and intake departments
- Evaluating and enhancing the competency and skill of existing team members to succeed under PDGM
- Organizational dynamic within the HHA under PDGM
- The focus of care and what diagnoses will be problematic in PDGM
- Processes that will promote valid diagnosis selection
- Understanding the implication of a 30-day payment episode related to the primary diagnosis specifically
- Understanding the difference between “low” and “high” comorbidities and the ability to identify these diagnoses
- Understanding how primary diagnosis selection affects OASIS calculations in PDGM
- Evaluation of our current coding practices that will cause issues in PDGM and steps that can be taken now to ensure a smooth compliant transition into the new model
- How to map out current quality status of coding and documentation and objectively develop a system to speed up while increasing accuracy

## **CONTINUING EDUCATION CREDITS:**

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Home Care & Hospice Association of NJ is an approved provider of continuing nursing education by NJSNA, an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation. Provider # P148 – 5/18-19.

This activity provides **4.5** nursing contact hours.

## **July 11, 2019 – Compliance Imperatives Under PDGM**

### **FACULTY:**

***Gina Mazza***  
Senior Vice President  
*Fazzi Associate*

***Kerry Termine***  
Director  
*Fazzi Associate*

### **OVERVIEW:**

PDGM is a full of change for many aspects of agency operations. But compliance isn't one of them. That's because PDGM does not change the Home Health Conditions of Participating (CoPs). Documentation to demonstrate agency compliance with the CoPs, as well as, payment criteria will continue to be important under PDGM. Plus-CMS has already indicated the key areas they will monitor related to the behavioral changes within the industry.

In this session, industry experts Gina Mazza and Kerry Termine of Fazzi Associates will review the critical aspects of your Home Health agency compliance program and key practices that will be under heightened scrutiny under PDGM. They include information and discussion about:

- Accurate practices for selecting the primary and secondary diagnosis codes
- How the secondary diagnosis will drive the comorbidity adjustment
- LUPAs and overall visit utilization in PDGM
- Order management in PDGM
- Key CoPs that can be problematic
- Documentation best practices

As Home Health professionals, we know that patient service and quality of care are at the core of your mission. This session will provide you best practices to help you avoid scrutiny and payment delays.

## **CONTINUING EDUCATION CREDITS:**

### **Nursing Credits:**

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This activity provides **4.5** nursing contact hours.



## EDU 1911 – PDGM Series

**FEES | Member: \$300 full series/ \$100 per session**

**Non-member: \$500 full series/ \$200 per session**

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**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>

### **PAYING BY CHECK**

Please fax your registration form prior to mailing with your payment.

A copy of the registration must accompany your check in order to allocate your payment properly.

**FAX: 609-275-4271**

**Make check payable to: HRET**

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

- For registration inquiries, please contact HRET at: HRETEducation@njha.com or 609-275-4181
- If special accommodations are necessary, please call 609-275-4181
- **In the event of inclement weather, call 609-275-4140 before coming to the conference**

**Check All that Apply:**  **NJHA/LANJ Member**  **Non-member**  
 **April 3, 2019**  **May 15, 2019**  **June 18, 2019**  **July 11, 2019**

### **REGISTRATION**

Name: \_\_\_\_\_

Designation/Credentials: \_\_\_\_\_ Job Title: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Organization: \_\_\_\_\_

Organization Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Method of Payment: Check  Payment Amount: \$ \_\_\_\_\_ Check# \_\_\_\_\_

