



Financial

Financial Session 1

SNF Reimbursement Update and Current Trends Facing the Industry

Wednesday September 30, 2020

1. Describe Medicaid and Medicare reimbursement updates affecting skilled nursing facilities.
2. Identify where to obtain and how to analyze market and costing trends data for post-acute care organizations.

Financial Session 2

Re-Imagining Operations: Your First Step in Executing New Growth Strategies

Wednesday, October 7, 2020

1. Discuss the dilemma of how to deliver quality care while improving profitability.
2. Review key benchmarking information to determine how your organization fits into the community.

Financial Session 3

Therapy Contracts Post PDPM, How Did You Fare?

Wednesday, October 14, 2020

1. Discuss the various contractual options under PDPM.
2. Describe how to manage therapy costs while delivering quality with the new payment model.

Financial Session 4

Unlocking Medicaid Revenue: Keys to Medicaid Eligibility

Wednesday, October 21, 2020

1. Describe how a facility can take advantage of Medicaid regulations to avoid denials and force Job and Family Services to perform as required.
2. Discuss how the Appeal Summary can be a crucial tool to obtaining approval and unlocking Medicaid revenue.

Financial Session 5

A View from the Underwriter's Desk: Trends and Preventions in Long-Term Care

Wednesday, October 28, 2020

1. Discuss how insurance carriers are viewing risk in the long-term care setting, and share what providers can do to achieve out of the box solutions.
2. Identify cutting-edge technology that significantly prevents, and successfully predicts, falls before they occur.