



Dixon Healthcare Solutions, Inc.

PRESENTS



Successful

Hospice

Transformation

A Comprehensive Seminar for Hospices

December 5th and 6th, 2019

Bally's Las Vegas

Las Vegas, Nevada

Approved for up to 10 hours of
Hospice Administrator Continuing Education

by Texas Department of Health
and Human Services

Approved for up to 10 hours
of Continuing Nursing Education

Nursing Education Activity is co-provided by
Dixon Healthcare Solutions, Inc. and Corexcel.
Corexcel is accredited as a provider of Continuing Nursing
Education by the American Nurses Credentialing Center's
Commission on Accreditation

SPEAKERS

Richard K. Dixon President and CEO of Dixon Healthcare Solutions, Inc., a national healthcare consulting firm specializing in Home Health and Hospice. His experience includes operations & financial management consulting, budgeting, preparation of Medicare and Medicaid Cost Reports. Mr. Dixon has 25-plus years of experience in healthcare, including VP of Finance for home health agencies with annual revenues in excess of \$30 million. He is a sought after speaker at state and national association meetings. Thousands of people have attended his seminar presentations.

Cheryl Peltekis, RN is an infectious leader in the Home Health and Hospice Industry. In 1995, Cheryl opened and built and ran, from the ground up, a multi-million dollar Medicare Certified and JACHO accredited Home Health and Hospice for over 20 years deficiency free! Cheryl is the rare clinician who “gets” sales and business development. Author of “The Five Steps to Sales Success”, “Super Hero Customer Service”, and 5 Step High Performance Selling Manual”. Cheryl was also the host of a radio weekly talk show, “Health Matters” and developed multiple diseases management programs. She was awarded “Sales Manager of the Year” by Playmaker CRM in 2013. Since 2013, Cheryl opened her consulting business, Penta Care consulting and was quickly acquired by Home Care Sales by Power Shot training where she is the only RN partner with operational experience. Cheryl is also the sales manager for organizations throughout the country.

Meaghan McCormick is an Associate Attorney in Liles Parker’s Washington, DC office where she concentrates her practice in the area of health care regulatory compliance. Meaghan has experience with auditing claims, identifying deficiencies, and assisting clients in improving their documentation. She also assists providers with creating and implementing effective compliance plans. Meaghan has assisted Home Health Agencies, Hospices, Dentists, DME providers, and community mental health centers across the country.

Donna Floyd, RN, BSN has been a Registered Nurse for over twenty-seven years and has extensive health care experience in management of national, regional and start-up organizations, including home health agencies. She is accomplished in the areas of program and policy development, staff education and competency development. Donna’s broad span of experience ranges from successfully holding positions as Agency Administrator, Clinical Nurse Manager, and corporate VP of Program Development to leading organizations in successfully achieving growth and national accreditation. She has provided leadership in the Home Care Association of Colorado as a liaison to the Department of Public Health survey department and served as a member of the Education Committee. Donna has extensive experience with home health agencies and licensure rules in multiple states as well as having contacts in a variety of state departments of health.

Annette Lee RN, MS, HCS-D, COS-C is the founder and President of Provider Insights, Inc. specializing in provider education and consultation for Home Health Agencies and Hospices. She bridges the gap between regulations and operations in the most efficient manner. Annette is a Home Health and Hospice clinical compliance expert and is a nationally recognized educator on Medicare regulations and documentation. She specialized in compliance, outcomes, and ADR’s with a proven track record of successful surveys, completion of medical review audits and appeals, and improved outcome and process measure scores. She previously worked as a clinical education consultant with CAHABA.

Cory Mertz, is the Managing Partner for Mertz-Taggart a leading Healthcare M&A Firm. He has a track record of successful transactions within the rapidly changing healthcare industry. Coupled with a wide variety of business experience including business development and operations management, Cory’s skill set has helped many healthcare entrepreneurs realize their exit planning goals. In 2006, Cory joined Stoneridge Partners, an M&A advisory firm that specializes in home care and hospice, as a dealmaker. While at Stoneridge, Cory had the opportunity to forge relationships with several industry leaders and private equity groups, having closed over 50 healthcare transactions, nationally. Cory has been an invited speaker at several regional and national healthcare conferences on topics ranging from maximizing value for your company to the processes and pitfalls of selling a healthcare company.

Successful Hospice Transformation
Comprehensive Seminar for Hospices

Hospice Program Outline		
Time	Thursday, December 5th	Speaker
7:00 – 8:00	Registration & Continental Breakfast	
8:00 – 9:15	Why Many Hospices Struggle to Grow New Business <ul style="list-style-type: none"> Identify three prospecting mistakes most hospices make What pipelines you should open to allow new business 	
9:15 – 10:30	Latest Hospice Legal Issues <ul style="list-style-type: none"> Update on hospice audit initiatives and primary risk facing your hospice Overview of recent prosecutions of hospices around the country 	
10:30 – 10:45	Break	
10:45 – 12:00	Hospice Update <ul style="list-style-type: none"> New Medicare Rules and Regulations Managing Your Hospice CAP 	
12:00 – 1:15	Change will come – Know your Operations <ul style="list-style-type: none"> Key organizational areas impacting success financially and for surveys How to implement and monitor changes to key areas 	
1:15 – 4:00	Individual Consultation with Speakers – (Optional)	
Friday, December 6th		
7:00 – 8:00	Continental Breakfast	
8:00 – 9:15	When is the Ideal Time to Sell your Hospice <ul style="list-style-type: none"> Discuss historical and current Management & Acquisition hospice market Discuss the factors in determining the ideal time to sell 	
9:15 – 10:45	Hospice ChChChanges <ul style="list-style-type: none"> From Value Based Design to the updated Election Addendum Operationalize hospice updates for efficient compliance 	
10:45 – 11:00	Break	
11:00 – 12:15	Technology is Your Friend <ul style="list-style-type: none"> Successful hospices will engage technology to facilitate care & operations How to implement and monitor technology in key areas 	
12:15 – 1:30	Hospice Medical Review <ul style="list-style-type: none"> Details of the Hospice Hierarchy for medical review (Tool provided) Overview of Targeted Probe and Educate for hospices 	
1:30 – 4:00	Individual Consultation with Speakers – (Optional)	

Stay Current on Hospice Issues
 Sign up for our free email updates
 To sign up just send an email to:
 Margaret@dixonhsi.com

CANCELLATIONS

Cancellations must be in writing to qualify for a refund. Cancellations received prior to October 15, 2019 will be assessed a \$100 cancellation fee. Cancellations after that date will receive a credit toward a future workshop. You may always substitute registrants without penalty.

We are presenting a
 Home Health Seminar in Las Vegas
December 5th – 6th, 2019
 Successful Home Health Transformation
 A comprehensive two-day seminar for
 Home Health Agencies

Why Pay High Fees to Have Your Medicare Cost Report Prepared?

The Medicare Cost Report is required for all Medicare Certified Hospices. CMS utilizes Medicare Cost Reports to adjust and rebase future Medicare Payment Rates. Failure to complete the cost report correctly could lead to a potential reduction in overall Medicare Payment Rates for all Hospices. The Hospice Medicare Payment Rates were adjusted based on Hospice Medicare Cost Reports for FY 2020. Payment Rates for Routine Home Care remained almost the same as the prior year, but major changes in payment rates were made to Continuous Home Care, Inpatient Respite Care, and General Inpatient Care. Since over 95% of Medicare Hospice Payments were for Routine Home Care, most hospices will receive little payment increase for FY 2020.

Dixon Healthcare Solutions, Inc. provides the best Annual Cost Report Preparation Package for Hospices. The Package includes preparation of the Medicare Cost Report and the Financial Statements. This is a Flat Fee Package. You will not be nicked and dimed for additional fees! Our cost report clients also receive unlimited 15-minute telephone consulting during the year.

We provide all of these services for a flat fee of only \$1,895

Ask about our \$300 Early Bird Discount!

For more information, call (321) 473-8561 or go to our website www.dixonhsi.com

REGISTRATION FORM

Successful Hospice Transformation

A Comprehensive Hospice Seminar

Space is limited so it is important to register early.

Payment	1st Person	All Others
Paid by September 15, 2019	\$799	\$699
Paid by October 15, 2019	\$899	\$799
Paid after October 16, 2019	\$999	\$899
Attendee	Attendee Name (Please Print)	
1		
2		
3		
4		
Total Amount Due		
Agency Name		
Agency Contact Person		
Address		
City		
State	ZIP	
Phone		
FAX		
Email		
Method of Payment	<input type="checkbox"/> Check <input type="checkbox"/> Amex <input type="checkbox"/> VISA <input type="checkbox"/> MasterCard <input type="checkbox"/> Discover	
Please complete the information below if paying by credit card		
Card Number		
Expiration Date	Security Code	
Name on Credit Card		
Billing Address		
City		
State	ZIP	
Phone	FAX	
Email		
<p align="center">Cancellations</p> <p>Cancellations received prior to October 15, 2019 will be subject to a \$100 cancellation fee. Cancellations after October 15, 2019 will receive a credit toward a future Dixon Healthcare Solutions, Inc., workshop. You may substitute registrants without penalty. If paying by check, please make the check payable to:</p> <p align="center">Dixon Healthcare Solutions, Inc. and mail check to: 279 Abernathy Circle SE Palm Bay, FL 32909</p> <p align="center">Fax Registration Form to (888) 445-3965 For more information please call (321) 394-5993 and ask for Margaret.</p>		

WHO SHOULD ATTEND

Administrators, Directors of Nursing, Chief Financial Officers, Quality Managers, other Managers, Nursing Supervisors, Managers, Nurses, Accountants, Social Workers, Marketers, and other Hospice Personnel.

WHY SHOULD YOU ATTEND THIS SEMINAR

This is a comprehensive and intensive two-day workshop. Review the program outline to see a list of topics. Attendees will receive comprehensive handouts and electronic media which they will take home as a valuable resource to benefit their hospice. Attendees have the opportunity to meet one-on-one with the speakers to ask specific questions. This will be the best workshop you and your colleagues attend this year.

HOW TO REGISTER

Return the completed registration form with your payment. If you are paying by credit card, you may fax it to us at (888) 445-3965. You may also email the registration form to Margaret@dixonhsi.com. Upon receipt of your paid registration, we will send a confirmation letter via email to you. Please remember to include your email address on the registration form. Space is limited! It is important that you register early. For further information or assistance, please call (321) 394-5993 and ask for Margaret. If paying by check please mail to:

DIXON HEALTHCARE SOLUTIONS, INC.
279 ABERNATHY CIRCLE, PALM BAY, FL 32909

CONTINUING EDUCATION CREDIT

This seminar has been approved for up to 10 hours of Hospice Administrator Continuing Education and up to 10 hours of Continuing Nursing Education hours. Hospice Administrator Continuing Education approved by Texas Department of Health & Human Services. Nursing educational activity is co- provided by Dixon Healthcare Solutions, Inc. and Corexcel. Corexcel is accredited as a provider of Continuing Nursing Education by the American Nurses Credentialing Center's Commission on Accreditation.

Although you do not receive additional reimbursement, since you are paid based on the prospective rate, the fee you pay to register for this workshop and related expenses are allowable Medicare costs on the cost report in accordance with CFR 413.85(d)(3). The entire cost of the seminar and related travel expenses are fully deductible on your company income tax return. Please see your tax professional for a detailed explanation of the deductibility of continuing education expense.

ACCOMMODATIONS

We recommend you stay at Bally's Las Vegas. This seminar will be held in the Resort Tower. We have not blocked rooms for this conference. We have found based on past seminars in Las Vegas that room rates fluctuate. The rate we would obtain for a group rate could rise or fall any time before seminar. We recommend you go to

<https://www.caesars.com/ballys-las-vegas>

to book direct with Bally's Las Vegas or call (702) 967-4111.



We have also found that you may find better rates if you combine your airline rate and hotel by using one of the national travel online vendors. We recommend you check these rates before booking your hotel and airline. The sooner you book the better rates you will receive. If you stay at Bally's Las Vegas or any hotel on the "Strip" you will probably be charged a resort fee of around \$30 per day. The resort fee usually includes free in room internet, fitness center access, newspaper and local calls.