FULL CONFERENCE BROCHURE

Aging Services Annual Meeting
and Leadership Forum

September 18 - 21, 2012
Madden’s Resort, Brainerd

Aging Services of Minnesota
LEADING CHANGE ■ CHANGING LIVES
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OUTWORK. OUTSMART. OUTPERFORM."
Welcome to the 2012 Aging Services of Minnesota Annual Meeting and Leadership Forum

At the center of our work are the people we serve and advocate for. They inspire us to find new and innovative ways to improve our care and services; lead our organizations through change; and create a vision for the future.

The Aging Services Annual Meeting is where innovation, leadership and visionary ideas converge to give you true business intelligence to inform your business strategies and day-to-day decisions and opportunities to connect and share with your peers.
TUESDAY, SEPTEMBER 18

Noon - 12:45 p.m. – Golf Registration and Lunch sponsored by Merwin LTC Pharmacy

1 p.m. – Eighth Annual Aging Services Golf Tournament

5 – 7:30 p.m. – 19th Hole Golf Awards, Foundation Fundraiser and Meet & Greet Reception sponsored by Merwin LTC Pharmacy and hosted by District D

WEDNESDAY, SEPTEMBER 19

7 – 8:45 a.m. – Hot Breakfast Buffet

7:30 – 8:30 a.m. – New Faces Breakfast

Here’s your opportunity to meet new people and learn some helpful tips for making the most of your first (or second) Annual Meeting. We invite you to gather with other newer members over breakfast for an informal overview of the sessions, activities and networking opportunities available throughout the week.

Facilitator: Adam Suomala, Director of Member Relations, Aging Services of Minnesota, St. Paul

9 a.m. – Welcome, Awards and Opening Keynote sponsored by CliftonLarsonAllen LLP

Strategic Innovation: From Idea to Execution

CHRIS TRIMBLE, Author, Adjunct Professor of Business Administration, Tuck School of Business at Dartmouth and at The Dartmouth Center for Health Care Delivery Science, Hanover, N.H.

How do you effectively execute an innovative initiative? Seems like a simple question, yet this single challenge has vexed even the best-managed organizations.

Chris Trimble has dedicated more than ten years to studying this very issue, and he’s here at Annual Meeting to share his discovery with you.

Trimble is the author of several best-selling books on innovation, including the landmark September 2010 The Other Side of Innovation: Solving the Execution Challenge, with Vijay Govindarajan and Reverse Innovation: Create Far From Home, Win Everywhere, which applied their research to the specific challenge of innovating to propel growth in emerging markets, released in April 2012 and already a #1 bestseller. Trimble’s previous work includes the 2005 book Ten Rules for Strategic Innovators – from Idea to Execution, named to Wall Street Journal’s Top Ten Recommended Reading.

Chris’s career mixes rigorous academic research with hard-nosed practical experience. He is currently on the faculty at the Tuck School of Business at Dartmouth and at The Dartmouth Center for Health Care Delivery Science, where he is immersed in a multi-year effort to apply his work to the specific challenge of innovation in health care delivery.

Trimble holds an MBA degree with distinction from the Tuck School, and a Bachelor of Science degree with highest distinction from the University of Virginia.

11 a.m. – Break and Book Signing sponsored by Elim Preferred Services Inc.

11:15 a.m. – General Session: National Aging Services Trend Watch

DR. CHERYL PHILLIPS, Senior Vice President, Public Policy & Advocacy, LeadingAge, Washington D.C.

• Explore the remarkable opportunities and challenges aging services providers will have in a shifting and chaotic health care environment.

• Understand how changes in payment and models of care re-design will ultimately shape your business.

• Know how care management will be woven throughout the service continuum; how the evolving role of the physician will impact the work of your clinical team and how lessons learned from programs like PACE will allow for the expansion of services into rural settings.

• Learn how to leverage your organization’s opportunities to accomplish its quality and business goals to better serve seniors in your area.

12:15 p.m. – Lunch

1:30 p.m. – CONCURRENT SESSIONS

#1 – The Role of Long-Term Care in the Minnesota Model of Health Care Homes (care center)

KITTY CARLSON, RN, Clinic Manager, RiverWay Elk River Clinic, Elk River; RUTH LAINE, RN, Clinic Manager, Health Partners Coon Rapid Clinic, Coon Rapids; MARIE MAES-VOREIS, Director, Health Care Homes, Minnesota Department of Health, St. Paul; and Staff (TBA), Institute for Clinical Systems Improvement (ICSI), Bloomington

• Refresh your understanding of Health Care Homes in Minnesota as an approach to clinical care re-design for improving health and lowering costs for certain
populations – including seniors – and how they are impacting the delivery of aging services.

- Receive the latest information on the evolution of Health Care Homes as a model of care in Minnesota, what they’ve accomplished to date and who’s the latest to receive certification as a Health Care Home.
- Become familiar with the measures by which Health Care Homes are going to be held accountable for achieving their results.
- Learn how Health Partners’ Health Care Home model incorporates a care coordination component that works to improve health for older adults with complex and chronic conditions.

#2 – Integrating Primary and Behavioral Health in HWS/AL Settings (housing)
TODD STIVLAND, MD, CEO, Bluestone Physician Services, Stillwater
- Understand how integrating primary and behavioral health in HWS/AL settings can improve care and outcomes, in addition to reducing the cost of hospitalizations and the number of visits to the ER.
- Identify strategies to benefit your customers by better coordinating multiple care teams.
- Discover advances in technology that improve residential care.

#3 – New and Innovative Business Models for Care and Service Delivery (both care center and housing)
STEPHEN HOPKINS, Vice President, Wellness and Home-Based Solutions and Executive Director, Life Choices, Evangelical Homes of Michigan, Detroit, Michigan
- Explore how Evangelical Homes transformed their business by serving the growing number of baby boomers who aren’t planning to move from their current residences as they age, and how your organization can do the same.
- Learn how a geriatric care management service line improves the health outcomes of their clients through home care services.
- Understand how the organization leveraged technology to engage with older adults living within and outside their communities.
- Know how the Evangelical Homes successfully created a retirement community without walls that serves individuals in their own homes.

3 p.m. – Break sponsored by Thrifty White Pharmacy Services

3:15 p.m. – CONCURRENT SESSIONS
#4 – New Models of Physician-Led Care in SNFs (care center)
SHARON KLEFSAAS, Executive Director of Operations, Presbyterian Homes and Services, Roseville; DAVID MOEN, MD, Medical Director of Care Model Innovation, Fairview Health Services, Minneapolis and TODD STIVLAND, MD, CEO, Bluestone Physician Services, Stillwater
- Learn how Presbyterian Homes and Services’ Optage program has improved health outcomes by taking the old concept of physician house calls into a new era as a mobile medical home.
- Take home strategies to improve your own business gleaned from Fairview Health Services’ work in care coordination, leveraging technology and restructuring doctor-patient visits with older adults.
- Become familiar with the Bluestone Physician Services model of care that incorporates health maintenance services, reduction of antipsychotics and improved communication with patients and their families about their care.

#5 – Emerging Senior Housing Public Policy Trends in Minnesota – The DHS Perspective (housing)
JEAN WOOD, Director, Aging and Adult Services and ALEXANDRA BARTOLIC, Health Care Senior Program Manager, Aging and Adult Services, Minnesota Department of Human Services, St. Paul
- Refresh your knowledge about Minnesota’s “Pathways to Independence: Reform 2020” initiative and several key components that are likely to impact your business including in-home supports, the report card for HWS/AL and community-based services and Community First Services and Supports.
- Discuss the transition to MN Choices and its relationship to the Customized Living Tool.
- Learn more about provider enrollment as it relates to size, setting and your organization.

4:45 p.m. – Adjourn for the day

5:15 – 9:45 p.m. – Dine Around on Gull Lake sponsored by Dougherty & Company LLC, Northland Securities Inc, Piper Jaffray & Company and Value First
Consider it an Annual Meeting Progressive Dinner – and it was the hit of last year’s conference! Join friends and colleagues for a fun and unique dining experience at some of the finer establishments on Gull Lake. Just $55 per person covers your entire evening including a four course dinner, four drinks and transportation. (a $110+ value!) Destinations include Madden’s Wilson Bay, Lost Lake Lodge, Gull Lake Yacht Club and Iven’s on the Bay. Don’t miss this unforgettable event! Space is limited to 100 and pre-registration is required, so secure your spot early. Motorcoach departs promptly at 5:45 p.m. and returns you to Madden’s at approximately 9:45 p.m.
THURSDAY, SEPTEMBER 20

7 – 8:45 a.m. – Hot Breakfast Buffet

9 a.m. – CONCURRENT SESSIONS

#6 – The Latest Developments in Medicare Payment and Delivery from the CMS Innovation Center (care center)
NICOLE FALLON, Manager, Health Care Consulting, CliftonLarsonAllen, Minneapolis
- Receive a status update on the CMS Center for Innovation initiatives in light of the recent Supreme Court ruling on the Affordable Care Act (ACA).
- Discuss the evolving roles Minnesota’s health care organizations play in these CMS initiatives, including the players, what is currently underway and how Minnesota is starting to implement various aspects of the ACA.
- Re-evaluate your organization’s future role in a new era of integrated care and bundled payment, including specific strategies to pursue for future success.

#7 – Achieving Balance in Your Integrated Marketing Plan (housing)
JENNIFER JOHNSON, Senior Account Manager and TARA STERN, Senior Account Manager, Imagewërks Marketing, Maplewood
- Review the key elements of an effective senior living marketing plan and compare them to the one your organization has in place.
- Identify the range of marketing tools your company is using and whether they currently have a good return on investment.
- Become familiar with current marketing trends and the results they are delivering – including a resurgence of direct mail.
- Know how your organization can achieve a balance in its mix of marketing strategies so you can get the most out of your financial investment in them.

10:30 a.m. – Break sponsored by Fairview Partners

10:45 a.m. – Aging Services Business Meeting
All members in attendance are requested to attend the association’s annual business meeting. The business meeting is an essential function of association governance and as a member, you play an important role. During this meeting, members will receive important information on the financial condition of the association, elect honorary members and vote on key governance changes. All members are welcome; however only voting members are eligible to vote.

11:45 a.m. – Lunch

1 p.m. – CONCURRENT SESSIONS

#8 - Employer Responsibilities Under Health Reform's Affordable Care Act: What Aging Services Organizations Need to Know
DEBRA J. LINDER, Attorney and Shareholder, Compensation Planning and Employee Benefits Group; TERESA THOMPSON, Attorney and Shareholder, Employment and Labor Law Group, and SAM ORBOVICH, Attorney and Shareholder, Aging & Disability Providers Group, Fredrikson & Byron, PA, Minneapolis
- Identify employee benefit changes resulting from the ACA.
- Discuss how the ACA may impact your employee relationships and related regulatory compliance.
- Understand how a small employer is defined under the Affordable Care Act and in Minnesota.
- Recognize the impact of the ACA's small employer designation on non-profit organizations, i.e. whether they can access tax credits, get equivalent benefits, etc.
- Explain what employers need to consider as they face the challenge of mandated health insurance.
- Discuss when providers need to have plans in place to comply with the federal and state requirements.
- Consider the many unanswered questions raised by the ACA.

#9 – Quality Improvement and the Senior Housing Organization (housing)
LINDA SHELL, Corporate Director of Education and Learning, Volunteers of America, Eden Prairie and SHARON WILSON, Corporate Compliance/Quality Management Officer, Augustana Care, Minneapolis
- Consider the significance of the increased level of scrutiny of the quality of services provided in HWS/AL settings by consumers, regulators and other stakeholder groups and how that will likely impact your organization.
- Explore best practices for quality improvement programs in senior housing settings.
- Jump start your organization’s quality improvement activities and take away practical ideas and strategies that yield measurable outcomes.

2:30 p.m. – Break sponsored by Elim Preferred Services Inc.

2:45 p.m. – CONCURRENT SESSIONS

#10 – Rural Care Center Roundtable (care center)
JEFF BOSTIC, Director of Data and Financial Policy, Aging Services of Minnesota, St. Paul and a panel of members to be announced
- Receive an analysis of the data behind the issues facing Minnesota’s rural care centers that will help your organization make key decisions about the challenges
as well as the opportunities they present.

- Learn more about public policy developments related to critical access nursing homes and the implications for rural care centers.
- Gain important insights from a discussion with aging services leaders located in smaller Greater Minnesota communities and how the lessons they learned from embracing opportunities and addressing challenges can help inform your organization’s strategic approaches to a changed environment.

#11 – Technology Solutions and Best Practices in Senior Housing Settings (housing)
MARK E. ANDERSON, Consultant and CRAIG PATNODE, President, Eldermark Software LLC, Minnetonka; JENNIFER MUNDL, Assistant Technology Specialist, Courage Center, Golden Valley; and ANGIE URMAN, Vice President of Operations, Knute Nelson and Administrator, Knute Nelson Care Center, Alexandria

- Explore how diverse technologies being utilized in senior housing settings are enhancing services offered, increasing productivity and improving operations through best practices.
- Learn how Courage Center is helping seniors bridge the digital divide through training, using both low and high technologies to promote social interaction, increase mobility, improve speech and overall health.
- Accomplish your organization’s business goals by leveraging software and technology designed to track service utilization, resident leads and reduce paperwork.
- Hear how the Knute Nelson’s GrandCare program will launch “Smart House” technology that combines telemonitoring to improve the health of seniors, while helping promote their social interaction and well-being through the use of social media.

#12 – Achieving Your Organization’s Mission through Partnerships and Sharing Your Vision (all)
MARVIKN PLAKUT, President and CEO, Episcopal Homes of Minnesota, St. Paul; and JESSICA SORENSEN, Vice President, Public Relations, Aging Services of Minnesota, St. Paul

- Appreciate how Episcopal Homes embraced the art of the possible to diversify the services and programs offered during tough economic times, and how your organization can model this philosophy.
- Recognize the importance of reaching out to other organizations and agencies that share your vision and mission to form partnerships and leverage scarce financial resources to better serve seniors.
- Know how to tell your story to others in a way that attracts partners.

8 – 10:30 p.m. – Minnesota Evening Get-Together and Night Golf sponsored by Herbert J. Sims & Company and Welsh Construction (co-sponsored with Minnesota Hospital Association)
Take a break and join in some friendly conversation and friendlier competition - poker, cards and other games will challenge your competitive spirit and help you let off a little steam after a long day. Take in a quick game and cold beverage!

Then – at 9 p.m. challenge your friends to a wild game of night golf – just three holes and no experience necessary! Get there early because this totally awesome event is limited to 40 people who show up. We’ll supply the glow in the dark golf balls and glow sticks for tee boxes and flags, you supply the golf clubs.

4:15 p.m. – Adjourn for the day
FRIDAY, SEPTEMBER 21
(morning co-sponsored with Minnesota Hospital Association)

7 – 8:45 a.m. – Hot Breakfast Buffet

9 a.m. – The Future of Health and Medicine: Where Can Technology Take Us
DANIEL KRAFT, M.D., Scientist, Founder of IntelliMedicine, Flight Surgeon with Air National Guard, San Diego, Calif.
Examine rapidly emerging, game changing and convergent technology trends and how they will be leveraged to change the face of health care in the next decade.

Dr. Daniel Kraft, leading physician, scientist and innovator, will provide a deep dive into where emergent fields in technology – think beyond digital health records to wearable devices, mobile health, artificial intelligence and nanotechnology – are transforming health care, and have the potential to enable residents and caregivers alike and deliver better care and outcomes at lower cost.

Dr. Kraft is a world renowned visionary in medicine. His expertise has led him to serve as the executive director for FutureMed, focused on understanding and leveraging convergent, exponential technologies in health and medicine. He has multiple scientific publications, medical device, immunology and stem cell related patents. Kraft has founded two companies focused on his inventions and vision of the future in health care.

10 a.m. – Break

10:15 a.m. – Inside Washington: Up-to-the-Minute Politics
JIM VANDEHEI, Co-founder and Executive Director, Politico, Washington, D.C.
Jim VandeHei is co-founder and executive editor of Politico, the highly influential political website and newspaper that Washingtonian Magazine recently hailed as a “media phenomenon.” Vanity Fair recently named VandeHei among the 100 most powerful “Information Age” thinkers for helping create “the model for the new media success story.”

With a close-up view of what really happens in Washington, VandeHei will bring us a front-line journalist’s insight and insider knowledge, covering the upcoming election. Before founding Politico, VandeHei spent more than a decade covering the power politics of Washington. He cut his teeth at Roll Call newspaper, where he routinely broke national stories including exclusives about Republicans secretly planning the impeachment of President Clinton.

He co-moderated two presidential debates in the 2008 campaign and is a regular commentator on many cable and network shows. He has earned a reputation for staying one step ahead of the competition and explaining to readers how political leaders obtain exercise and fight to keep power in Washington.

11:15 a.m. – Break

11:30 a.m. – Facing Adversity with Optimism and Resilience
J.R. MARTINEZ, Speaker, Actor, Former U.S. Army Soldier, Studio City, Calif.
Long before J.R. Martinez won legions of fans as the winner of “Dancing with the Stars,” he was inspiring audiences of all kinds with his remarkable story.

In 2003, Army (position) Martinez was deployed to Iraq, he suffered severe burns to more than 40 percent of his body when his vehicle hit a landmine. During nearly 3 years of surgeries recovery, he spent time visiting other patients, sharing his story and listening to theirs. He has since traveled the country to spread his message of resilience and optimism. While his experience was certainly life-changing, amazingly he claims it was actually a change for the better as he discovered that it is what is inside a person that matters most. Don’t miss his amazing story.

12:30 p.m. – Adjourn
**General Info**

**Continuing Education Credits**
Annual Meeting programming has been designed to meet continuing education requirements for licensed nursing home administrators and nursing professionals for the majority of its educational sessions. Association business meetings or related organizational discussion forums are considered inappropriate to be awarded CEUs. Please see final onsite information for further details. Questions concerning the status of application should be directed to Heidi Simpson at Aging Services.

**Registration Information**
Separate registration is required for the conference and for lodging/meal packages. Room reservations (or day guest/meals) and payment are sent directly to Madden’s. *Early bird registration deadline: Friday, Aug. 17, 212. Registrations received after Aug. 17 will be charged the regular rate.*

**Conference Registration Fees:**
*Full Conference Registration Fees – Sept. 18-21 (lodging and meals not included):*
- Member Provider: Early Bird: $300 / Regular Rate: $350
- Joint Member Provider: Early Bird: $145 / Regular Rate: $195 (MHA provider members attending Annual Meeting)
- Non-member Provider: Early Bird: $565 / Regular Rate: $615
- Business Partner: Early Bird: $410 / Regular Rate: $460
- Prospective Business Partner: Early Bird: $600 / Regular Rate: $650

*For joint PROVIDER members of Aging Services and MHA: Register first with MHA as a full conference participant and then register separately to attend Aging Services meetings and social events as a joint member.*

*One-day Conference Registration Fees* (lodging and meals not included):
- Member Provider: Early Bird: $160 / Regular Rate: $185
- Non-member Provider: Early Bird: $315 / Regular Rate: $340
- Business Partner: Early Bird: $230 / Regular Rate: $255
- Prospective Business Partner: Early Bird: $335 / Regular Rate: $360

You will receive an e-mail within 10 days of receipt of your conference registration and payment.

**Lodging and Meal Registration Fees:**
Madden’s accommodations are a package – lodging and meals together. Full payment is required to reserve accommodations, which are handled on a first received basis. To purchase meals only, use the Madden’s Day Meeting Package form online and send directly to Madden’s. **Lodging deadline is Tuesday, Aug. 21, 2012; and Thursday, Sept. 6, 2012 for meals only.**

**How to Register**
Online at www.AgingServicesMN.org - click on Events • Fax to 651.645.0002; Mail to: Aging Services of Minnesota, Attn: Annual Meeting Registration #6012 • 2550 University Avenue West, Suite 350 So., St. Paul MN 55114-1900

**Golf Tournament Registration:**
Complete separate registration form online to participate in Aging Services’ Golf Tournament. Registration fee $75. Provider members only. Business Partners interested in golfing should contact Jenny Prosser for sponsor rates.

**Special Evening Event Registration:**
If you would like to participate in Wednesday’s Dine Around on Gull Lake ($55) please make sure to indicate this on your registration form and select your preferred bus route. Advanced registration is required. Fees apply.

**Cancellation Policy:**
*Conference Registration:* Registration fees (less a $25 processing fee) are refundable if written notice is received by Friday, Sept. 7, 2012. Cancellations made after that deadline are not eligible for a refund. No-shows will be billed for the registration fee selected.

*Lodging Fee:* Lodging fees (less a $25 processing fee) are refundable if Madden’s receives cancellation notice no later than Tuesday, Aug. 21, 2012. Cancellations made after the deadline are not eligible for a refund. However, replacements are gladly accepted. *Aging Services of Minnesota reserves the right to cancel this event.*
SCHOLARSHIPS AVAILABLE

Five full conference scholarships are available to cover Annual Meeting registration fees for those facing financial hardship, thanks to these generous sponsors:

- Elim Preferred Services, Inc.
- McKesson Medical Surgical
- Omnicare Minnesota (2)
- Thrifty White Pharmacy Services

Application deadline is **Friday, Aug. 17**. For more information about scholarships or to apply, go to http://survey.minnesotacca.com/TakeSurvey.aspx?SurveyID=76KI35mL.

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**We guarantee your satisfaction or we will refund your registration fee!**

Times are tough and we know you spend your dollars wisely. We guarantee you will walk away from Annual Meeting with at least three strategies, ideas or contacts to help lead your organization or we will refund your registration. See any Aging Services staff member for details!
2012 Aging Services Annual Meeting and Leadership Forum
Program Registration Form

Early Bird Registration Deadline: Friday, Aug. 17, 2012

Name____________________________________________________________ Title_______________________________________________________________
Organization__________________________________________________________________________________________________________________________
Address_____________________________________________________________________________________________________________________________
City______________________________________________________________________ State__________________________ Zip_________________________
Phone___________________________________________________________ Fax _______________________________________________________________
E-mail_______________________________________________________________________________________________________________________________

Are you attending Annual Meeting for the first time? ☐ Yes ☐ No

Indicate the concurrent sessions you will attend: (Required to ensure adequate seating and educational materials.)

Wednesday, Sept. 19 ~ 1:30 – 3 p.m.
☐ #1 ☐ #2 ☐ I don’t plan to attend a session during this time

Wednesday, Sept. 19 ~ 3:15 – 4:45 p.m.
☐ #3 ☐ #4 ☐ I don’t plan to attend a session during this time

Thursday, Sept. 20 ~ 9 – 10 a.m.
☐ #5 ☐ #6 ☐ I don’t plan to attend a session during this time

Thursday, Sept. 20 ~ 1 – 2:30 p.m.
☐ #7 ☐ #8 ☐ I don’t plan to attend a session during this time

Thursday, Sept. 20 ~ 2:45 – 4:15 p.m.
☐ #9 ☐ #10 ☐ #11 ☐ I don’t plan to attend a session during this time

Section A – Full Conference Registration Fees
Full conference registration fees are per person and include admittance and course materials for all educational programs offered during the three days, networking breaks and social events.

Member Provider: Early Bird: $300
Regular Rate: $350

Joint Member Provider: (must be an MHA provider member and Annual Meeting attendee) Early Bird: $145
Regular Rate: $195

Non-member Provider:
Early Bird: $565
Regular Rate: $615

Business Partner:
Early Bird: $410
Regular Rate: $460

Prospective Business Partner:
Early Bird: $600
Regular Rate: $650

For joint PROVIDER members of Aging Services and MHA: Register with MHA as a full conference participant and attend our meetings and social events for $145/$195. To register for this special rate, please register with MHA as a full conference participant and then register with us as a joint member provider participant.

Total Section A: $_________________

☐ Check here if you will need lodging at Madden’s. See online form to make your lodging reservations directly with Madden’s.

Section B – One-day Conference Registration Fees
One-day conference registration fees are for those who are unable to attend the full conference. Fees are per person, for one day only. Please indicate which day you will be attending.

Member Provider:
Early Bird: $160
Regular Rate: $185

Non-member Provider:
Early Bird: $315
Regular Rate: $340

Business Partner:
Early Bird: $230
Regular Rate: $255

Prospective Business Partner:
Early Bird: $335
Regular Rate: $360

☐ Wednesday, Sept. 19 ☐ Thursday, Sept. 20 ☐ Friday, Sept. 21

Total Section B: $_________________
Section C – Golf Tournament Registration

Complete separate registration form online to participate in Aging Services’ Golf Tournament. Please include the $75 fee on this form online. **Business Partners interested in golfing should contact Jenny Prosser for sponsor rates.**

☐ Check here if you plan to participate in the Golf Tournament ($75 – rate for provider members only)

Section D – Dine Around on Gull Lake

5:15 – 9:45 p.m. on Wednesday, Sept. 19. $55 per person (a $110+ value) ~ includes transportation via motorcoach, four drink tickets, four courses and gratuities. Limited to 100 people (two motorcoaches) ~ first come, first served. Advanced registration required.

☐ Check here if you plan to participate in the Dine Around ($55) and select your preferred motorcoach and entrée

- Bus 1 – starter at Iven’s on the Bay, dessert at Lost Lake Lodge
- Bus 2 – starter at Lost Lake Lodge, dessert at Iven’s on the Bay (handicap accessible)

☐ Entrée Options – select one:

- Chicken Breast with Gorgonzola Cream Sauce
- 24 Hour Braised Boneless Beef Short Ribs
- Tarragon Mushroom Fufilli

Section E – Lodging and Meal Reservations

See separate form online to make lodging reservations. Lodging preference is on a first-come, first-served basis with reservation and payment made directly to Madden’s. Reservation deadline is Tuesday, Aug. 21, 2012.

Section F – No Lodging, Day Meeting Package Reservations Only

See separate form online if you are staying off-site and you would like to purchase meals from Madden’s. Payment should be made directly to Madden’s. Deadline is Thursday, Sept. 6, 2012.

Amount Due*

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Annual Meeting Payment Information

☐ Invoice me (Aging Services members only)

☐ Enclosed is my check made payable to:
Aging Services of Minnesota
Attn: Annual Meeting Registration #6012
2550 University Avenue West, Suite 350 South
St. Paul MN 55114-1900

☐ Charge to credit card
☐ MasterCard ☐ Visa ☐ American Express

Name on Card_________________________________________ Cardholder’s Signature ______________________________________

Card Number __________________________________________ Exp. Date_________________

Cardholder’s Signature_____________________________________________________________

How to Register:
Online at www.AgingServicesMN.org, click on Events
FAX to 651.645.0002
Mail to: Aging Services of Minnesota
Attn: Annual Meeting Registration #6012
2550 University Avenue West
Suite 350 South
St. Paul MN 55114-1900

AGING SERVICES ACCOUNTING USE ONLY:

Date Received  _______________________   Check # ______________________   Amount $  _________________

#6012
Aging Services of Minnesota
EIGHTH ANNUAL GOLF TOURNAMENT

When: Tuesday, Sept. 18
Where: Pine Beach East
Madden’s on Gull Lake, Brainerd

Provider Member
Entry fee: $75
Noon-12:45 p.m. Registration & Lunch sponsored by Merwin LTC Pharmacy
1 p.m. Shotgun Start
5 -7:30 p.m. 19th Hole Golf Awards, Foundation Fundraiser and Meet & Greet Reception sponsored by Merwin LTC Pharmacy and hosted by District D

Preliminary Details:
1. Check-in at Madden Inn starting at Noon on Tuesday, Sept 18. Lunch will be provided. Groups must be at their carts for a shotgun start at 1 p.m. ALL SKILL LEVELS are welcome for this scramble tournament. We will golf rain or shine.
2. Registration is limited to Aging Services of Minnesota active PROVIDER members. (Business Partners interested in golfing should contact Aging Services for sponsor rates.)
3. Teams will consist of up to four participants, possibly including a sponsor. Aging Services reserves the right to change and complete all team pairings.
4. To register as a group, list all names on this form. Please make sure all group members are aware of the registration and include payment on their Aging Services conference registration form (see section C) or on Aging Services online registration page.
5. To ease congestion, golf carts will be assigned to each team. Complimentary refreshments and snacks will be provided throughout play.
6. Participants who do not have lodging at Madden’s must pay a $45 greens fee at the pro shop prior to play. This is in addition to the $75 tourney fee.

Entry fee should be paid by each individual on Aging Services of Minnesota’s conference registration form (see Section C) or on Aging Services online registration page. Send this form with your conference registration form.

No refunds will be granted for cancellations received after Friday, Sept. 7, 2012. Contact Adam Suomala in the Aging Services office with questions. We look forward to seeing you for a fantastic day of golf!

Golf Tournament Registration Form
(Please print or type clearly.)

Name ____________________________________________________________________________________________
Organization ______________________________________________________________________________________

☐ Please have Aging Services staff pair me with a fun team! OR

☐ I prefer to golf with the following members (list your desired team, provider names only, no vendors unless they are sponsors that have selected and paid for this option separately with Aging Services staff):

Name ____________________________________________________________________________________________ Organization ________________________________

Name ____________________________________________________________________________________________ Organization ________________________________

Name ____________________________________________________________________________________________ Organization ________________________________

Indicate payment on Aging Services' conference registration form or online registration page.
These package rates include lodging, meals (listed above), use of meeting rooms, tennis, croquet, non-motorized boats, use of most resort facilities (except golf unless noted above) service charge and Minnesota sales tax. Rooms are run of the house and assigned on a first come, first served basis. Breakfast buffets will be served in the Madden Inn dining room.

PLEASE INDICATE AREA YOU PREFER TO STAY: __No preference __Madden’s Inn __Wilson Bay __Madden Lodge __Golf Villa __Sunrise Villas

RATES & ROOMMATES: All rates are per person; the double rate requires two adults sharing a room. For your safety and security, Madden’s does not assign roommates. If the second occupant is not indicated, we will assign a single room with a single occupancy rate. Any reservation requests received after August 21, 2012 will be accepted on a space available basis only.

Special Requests: (i.e. room accessibility, dietary needs, etc.)

Explain: _______________________________________________________________________________________________________________

OCCUPANT 1 Single Occupancy ____or Share?____

Name Mr/Ms______________________________________________  Name Mr/Ms______________________________________________

Company _______________________________________________  Company________________________________________________

Address ________________________________________________  Address_________________________________________________

City ________________________ State_______Zip_____________  City____________________________ State_____Zip____________

Daytime phone___________________________________________  Daytime phone___________________________________________

Email: __________________________________________________

PAYSMENT INFORMATION: The full package payment is required at time of reservation request. Checks payable to MADDEN’S ON GULL LAKE are accepted and must accompany this reservation request form. We accept VISA and MASTERCARD for phone or online reservations. Vouchers and Purchase Orders are not accepted for payment. All guests must present a credit card at check-in.

RESERVATION METHODS:

1) MAIL THIS FORM WITH A CHECK TO: MADDEN’S ON GULL LAKE, 11266 Pine Beach Peninsula, Brainerd, MN 56401.
2) Register Online at: http://www.maddens.com/agingservicesofminnesota.html*.
3) Call Madden’s Reservations Office at 800.642.5363*.

*Credit card will be charged when the reservation is made.*

CANCELLATION POLICY: You are responsible for your entire stay, early departures or reservation reductions are not refundable. Package payments are refundable minus a $25 cancellation fee if you cancel by August 21, 2012. Any cancellations made after August 21, 2012 will not receive a refund. (Replacements are gladly accepted.) Reservations made after the deadline are non-refundable.
The Day Meeting Package provides for your participation in Aging Service of Minnesota meetings as a DAY VISITOR at Madden’s on Gull Lake. Send this form with payment directly to Madden’s.

Parking and general access to Madden’s Conference Center is included. Please complete this form to reserve your space and for any additional meals. (Check all days you will be attending.)

**Lunch Buffet** ~ $21.32 per day (Includes state sales tax)
- [ ] Wednesday, Sept. 19
- [ ] Thursday, Sept. 20

Lunch Buffet Charge $__________

**Breakfast Buffet** ~ $12.77 per day (Includes state sales tax)
- [ ] Wednesday, Sept. 19
- [ ] Thursday, Sept. 20
- [ ] Friday, Sept. 21

Breakfast Buffet Charge $__________

**TOTAL CHARGE** $__________

**IMPORTANT:** Dinner on Tuesday, Wednesday and Thursday are NOT included in the conference package. Dining will be available at The Restaurant at Madden Inn (reservations are strongly recommended for the Restaurant at Madden Inn). Additional dining options include 19th Hole Lounge, Perfecto Pizza and The Classic Grill. Due to limited seating in these outlets, reservations are not accepted. Visit [www.maddens.com](http://www.maddens.com) for more information on menus and restaurant hours. To make your dining reservations for The Restaurant at Madden Inn call 800.247.1040.

MAKE CHECK FOR TOTAL AMOUNT PAYABLE TO MADDEN’S ON GULL LAKE OR CHARGE TO VISA OR MASTERCARD BY CALLING MADDEN’S AT 800.247.1040.

Name (please print):___________________________________________________________________________________
Company:___________________________________________________________________________________________
Address:____________________________________________________________________________________________
City: _____________________________________________ State: _________ Zip: _______________________________
Email confirmation to: _______________________________ Daytime Phone: ____________________________________

DEADLINE for DAY MEETING PACKAGE is Thursday, Sept. 6, 2012.

Send this form with payment directly to:
Madden’s on Gull Lake, 11266 Pine Beach Peninsula, Brainerd, MN 56401. Questions call 800.247.1040.
Pick up meal tickets at MADDEN INN. Tickets are for meals only.
Green fees and other recreation are not included.