

# EXPANDING the POSSIBILITIES

## Aging Services Annual Meeting and Leadership Forum

September 17-20, 2013  
Madden's Resort, Brainerd



**Aging Services**  
*of Minnesota*

LEADING CHANGE ■ CHANGING LIVES

*LeadingAge*<sup>™</sup>

 **ALFA**  
STATE AFFILIATE

# 2013 Annual Sponsors

## DIAMOND



## Special Thanks...

Aging Services of Minnesota would like to thank the following 2013 Annual Sponsors for helping advance our mission and for supporting important programs and initiatives.

## GOLD



## SILVER



## BRONZE



# Welcome to the 2013 Aging Services of Minnesota Annual Meeting and Leadership Forum

Important conversations about the issues  
most important to you –

**Workforce** **FINANCIAL** **STRENGTH** **What's Next**

*Quality* **Health** **Care** **Reform**

**Transformation** **New** **Technologies**

*Regulations* **GAMECHANGERS** **Strategy**

## A note about Annual Meeting session topics

A majority of the concurrent sessions are designed to address the issues you told us were most important to you in the recent Member Value Survey conducted by Aging Services in May/June 2013: finances, workforce, regulatory compliance and positioning for future success.

You'll find icons identifying the various session formats throughout the brochure. Here's what to look for.



### Master Classes

These sessions explore the strategic, big picture and future oriented issues of interest to aging services providers.



### Learning Labs

A deep dive focus on specific topics that help your organization accomplish its short term goals and achieve positive outcomes through improved operations.



### Conversations that Matter

Informal learning opportunities designed to leverage the wealth of knowledge and experience in peer to peer discussion and sharing of information.

***Working together to create the future  
of older adult services.***



# SESSIONS

## TUESDAY, SEPTEMBER 17

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

1 p.m. – **Ninth Annual Aging Services Golf Social**

5 – 7 p.m. – **19th Hole Meet & Greet Reception (open to all Annual Meeting attendees)** sponsored by **Merwin LTC Pharmacy and hosted by District A**

## WEDNESDAY, SEPTEMBER 18

7 – 8:45 a.m. – **Hot Breakfast Buffet**

7:30 – 8:30 a.m. – **Conversations That Matter**



Start your day with hot breakfast and hot topics! Gather in the Madden’s Inn dining room for a stimulating and focused conversation with your colleagues around the pressing issues on your mind. No prior registration necessary. Just come hungry, ready to share your experience and ideas, and excited to learn from each other. Choose the conversation group of most interest. (*Madden’s meal plan or meal ticket required.*)

- #1 – Housing/Marketing
- #2 – Development/Repositioning
- #3 – CFO’s

7:30 – 8:30 a.m. – **New Faces Breakfast** sponsored by **Healthsense**

*Facilitator: ADAM SUOMALA, Vice President of Membership and Strategic Affiliations, Aging Services of Minnesota, St. Paul*

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. (*Madden’s meal plan or meal ticket required.*)

9 a.m. – **Welcome, Awards and Opening Keynote**  
**Disruptive Demographics: Technology and the New Business of Senior Living**



*JOSEPH COUGHLIN, Ph.D., founder and director, Massachusetts Institute of Technology AgeLab, Cambridge, Mass.*

Explore the great expectations of today’s consumers combined with new technologies that will completely disrupt current assumptions and business models.

Today’s adult children research and validate their senior housing choices in person with family, and online. They expect technology – from smart toilets to smart walls – to provide 24/7 safety, security and social connectivity. They are also seeking creative financial products to pay for a better life for their parents and eventually for themselves.

During this thought-provoking and lively keynote presentation, Dr. Coughlin will engage you to envision technology-enabled services that will create new revenue streams serving community-living adults, adult children and residents, from on-demand entertainment to personalized nutrition.

Together, we will envision future scenarios and tackle some provocative questions together, like:

- How will the aging of Baby Boomers affect retailers, home services or even how the car may be used in the future?
- What actions should companies and government take today to anticipate change tomorrow?
- How will living longer with chronic disease create new demand for wellness systems provided by retailers, pharmaceutical companies and telecommunications firms to monitor, manage and motivate healthy behaviors across the lifespan?
- How will longer life expectancy change financial services from “retirement planning” to “longevity management?”
- And perhaps most importantly, how does our field of aging services adapt in the midst of all of this and who will be your new strategic partners to operate tomorrow’s senior housing enterprise?

*Dr. Joseph Coughlin is founder and Director of the MIT AgeLab and America’s preeminent scholar on aging. His research seeks to understand how demographic change, social trends and technology converge to drive future innovations. He was named by The Wall Street Journal as one of “12 pioneers inventing the future of aging.”*



**Morning refreshments** sponsored by **Wipfli LLP**

11:30 a.m. – **Lunch**

1 p.m. – **CONCURRENT SESSIONS**



### #1 – Shift Happens: Transitioning Long-Term Care Services and Supports into Integrated Systems of Care

- Learn how on a national level, long-term services and supports (LTSS)

systems are moving towards service integration across the health care and social service delivery system.

- Understand the intent behind the transition to Medicaid managed LTSS.
- Explore value propositions for senior service providers as part of an integrated system of care.
- Discuss new emerging opportunities and challenges so you can develop a plan to position your organization for success in this new service system.

SARAH S. STEENHAUSEN, MS, Senior Policy Advisor, SCAN Foundation, Long Beach, Cali.



### #2 – Boost Care Center Financial Health through Key Performance Metrics for Small Rural Settings

- Benchmark key performance metrics for effective financial performance in your care center.

- Improve long term care reimbursement through managing the MDS.
- Create an operational response to financial performance benchmarks and identify cost savings through best practice staffing and expense management for key departments.

KIM HELLER, CPA, Wipfli, LLP, Edina; and LISA THOMSON, Vice President, Pathway Health Services Inc., White Bear Lake



### #3 – Pay for Performance for Home and Community-Based Services – Coming Your Way

- Hear what DHS is considering as criteria for the HCBS performance-based incentive program that will

begin next April and the HCBS quality add-on that will be available for rate adjustments beginning July 2015.

- Describe the data and measures that are being considered in the development of the HCBS report cards and quality profiles.
- Learn how DHS will prioritize work on report cards and quality profiles, how these will be implemented and tied to the performance-based incentive program and the quality add-on for rates.

- Understand how providers like you can influence the development of these consumer tools that DHS is creating.

JEAN WOOD, Senior Health Care Program Manager; and LOREN COLMAN, Assistant Commissioner, Minnesota Department of Human Services, St. Paul

2:30 p.m. – **Break sponsored by Kraus-Anderson Construction Company**

2:45 p.m. – **CONCURRENT SESSIONS**



### #4 – The Green House Project®: A Long-Term Care Model that Improves Lives

- Review the components of The Green House Model and the current status of national implementation.

- Explore the clinical and quality of life outcomes of existing Green House homes.

- Discuss the operational and potential revenue outcomes of providers.
- Gain important insights from the experiences of Episcopal Homes of Minnesota in planning for the model and the goals they hope to accomplish by adopting it.

ANNA ORTIGARA, Resource Development Director, The Green House Project®, Tinley Park, Ill.; and MARVIN PLAKUT, President and CEO, Episcopal Church Homes, St. Paul



### #5 – Corporate IDs and How Getting it Wrong Can Cost You Big Bucks

- Realize that the feds, the states, the counties, the intermediaries, the MCOs, the IRS, the Secretary of State and

others all now have comprehensive databases that must match what you report about your organization and are increasingly aware they can use corporate laws to make you be more accurate.

- Understand that inaccuracies in corporate ID information submitted can have much more serious consequences such as reimbursement denials, delays in being issued licenses and registrations, project and building opening dates pushed back and other negative outcomes for your business endeavors.
- Consider how to reallocate responsibilities in your organization to better align with the current realities of interlocking databases.

BARBARA J. BLUMER, Attorney, Barb Blumer Law, PA, Eagan



# SESSIONS

9 a.m. – **CONCURRENT SESSIONS**



## #6 – Driving Organizational Excellence: Engage Staff to Engage Your Customers

- Learn how to re-focus your staff's efforts on building positive relationships with your customers through engagement, listening and anticipating their needs.
- Consider how to engage your workforce so that they are satisfied, capable and fully motivated will help them reach high performance, serve customers and achieve your organization's objectives.
- Examine how your leadership in measuring performance at all levels can inform decision-making and improvement strategy.
- Discover how to use the framework of the Baldrige Award to improve your organizational excellence.

*BRIAN LASSITER, President, Performance Excellence Network (formerly the MN Council for Quality), St. Paul*

4:15 p.m. – **Adjourn for the day**

## 5:30 p.m. – Caribbean Cruise Conspiracy: Murder Mystery Dinner sponsored by Piper Jaffray & Company

*Whodunit?* Calling all amateur sleuths for an Annual Meeting first... a real killer of an evening. Take part in a murder mystery dinner aboard the S.S. Victoria! Meet the captain, crew, fellow cruise guests and one uninvited guest ... MURDER. Figure out the clues and try to be the first to solve the mystery. Make it more fun and come dressed as a Caribbean cruise guest – beach clothes and flip flops optional. Event fee of \$50 includes two drink tickets, appetizers, dinner buffet, dessert and show (a \$100 value).

## THURSDAY, SEPTEMBER 19

7 – 8:45 a.m. – **Hot Breakfast Buffet**

### 7:30 – 8:30 a.m. – **Conversations That Matter**

Start your day with hot breakfast and hot topics! Gather in the Madden's Inn dining room for a stimulating and focused conversation with your colleagues around the pressing issues on your mind. No prior registration necessary. Just come hungry, ready to share your experience and ideas and excited to learn from each other. Choose the conversation group of most interest. (*Madden's meal plan or meal ticket required.*)

- #1 – Insurance Mandate
- #2 – New Administrators
- #3 – Relationships with Hospitals



## A – Technology Developments for Aging Services Settings

- Learn about LeadingAge's newest technology initiatives around electronic health records, telehealth, technology trends and the resources that can help you in your work.
- Learn about the \$45 million grant the state received from CMS and how those funds will be used to improve health information exchange between providers.
- Discuss statewide funding for shared health information exchange services and performance-based connectivity incentives.
- Hear about one aging services provider organization's experience in working with Stratis Health on a connectivity initiative.

*PAUL BURNSTEIN, Associate Director, Center for Aging Services Technologies (CAST), LeadingAge, Washington D.C.; JENNIFER FRITZ, Deputy Director, Office of Health Information Technology, Health Policy Division, Minnesota Department of Health, St. Paul; and JON LUNDBERG, Vice President of Operations, Ebenezer, Minneapolis*

## B – Paying for Quality - Findings from the Minnesota Performance-Based Incentive Payment Program (PIPP)



- List three reasons for adopting quality as an essential business strategy which will enable you to more successfully compete as reimbursement models move from volume to value.
- Understand why Minnesota has invested in value based reimbursement and how

it may be used for other long term care services in the future.

- Identify three performance metrics that have been used by PIPP and how they have changed for participants of the program compared to all other Minnesota providers.
- Articulate key interventions that improved the Quality of Life scores and reduced health care costs for SNF residents and increased clinical capabilities for organizations that participated in PIPP.

*NANCY E. REHKAMP, Director of Health Innovations, CliftonLarsonAllen, Minneapolis (moderator); VAL COOKE, Project Director, Department of Human Services, Nursing Facility Rates & Policy, St. Paul; and LISA EDSTROM, Investigator, PIPP Program and President, Lisa Edstrom Health Consulting, St. Paul*

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**

### 1:15 p.m. – **CONCURRENT SESSIONS**

#### **#7 – Employment Policies and Positive Employee Relations**



- Discuss non-financial or low-cost ways to work with your staff in a positive manner and improve employee morale.
- Analyze the impact of new labor and employment legislation in Minnesota.
- Know how to update your personnel policies to protect your organization from employment law claims.
- Discover preventive workplace strategies to avoid workplace disputes and minimize the risk of organizing efforts.

*V. JOHN ELLA, Attorney at Law, MSBA Certified Specialist in Labor and Employment Law, Jackson Lewis, LLP, Minneapolis*



#### **#8 – Ch-Ch-Ch-Changes to Minnesota's Level of Care and Its implications for Your Aging Services Business**

- Become familiar with the new level of care standards taking effect on January 1, 2014 and how they will affect your clients.
- Review the policy making process and how providers will have an opportunity to provide input on how level of care changes will be made.
- Discuss how these changes are likely to impact your business and how you might need to adjust your operations accordingly.

*DOUGLAS SILVERMAN, MPH, State Program Administrator; and JOLENE KOHN, State Programs Coordinator, Aging and Adult Services Division, Minnesota Department of Human Services, St. Paul*

2:45 p.m. – **Break sponsored by Elim Preferred Services Inc.**

### 3 p.m. – **CONCURRENT SESSIONS**



#### **#9 – Update on Pay for Performance for Skilled Nursing Facilities**

- Learn about the existing pay for performance system used this year for nursing home rates.
  - Become familiar with the changes for 2015 under consideration by DHS.
  - Understand how skilled care centers can provide input into the policy decision-making process.
- ROBERT N. HELD, Continuing Care Program Coordinator, Aging and Adult Services Division, Minnesota Department of Human Services, St. Paul; and JEFF BOSTIC, Director of Data and Financial Policy, Aging Services of Minnesota, St. Paul*



#### **#10 - Fine Tuning Your Operations for the New Home Care Survey**

- Refresh your knowledge about the new home care licensure changes.
  - Compare and contrast the old with the new requirements so you understand the scope of the changes and which will be most critical to prepare for.
  - Identify priority areas that are likely to be emphasized in the new survey process, including Vulnerable Adult reporting, abuse prevention, nursing assessments and interventions.
  - Get practical strategies to prepare for a home care survey under the new licensure requirements.
- MICHELLE KLEGON, Attorney, Klegon Law Office LTD, Minneapolis*

### 4 p.m. – **Adjourn for the day**

### 4:15 p.m. – **R&R at Day's End**

You deserve the perfect end to your day. Take time for yourself, unwind and recharge your batteries.

#### **Relaxation Station**

Join us in the Tennis & Croquet building and pamper yourself with a chair massage and healthy refreshments. Participate in a relaxing walk with your friends while you enjoy the natural beauty of the north woods.

#### **Rejuvenation Station**

It's often said that laughter is the best medicine, and who doesn't feel great after a deep belly laugh? Endorphins are released into your system, lifting your spirits and energizing you. Come experience laughter yoga firsthand.



# SESSIONS

## 8 p.m. – **Who You Callin’ Cupcake?** *sponsored by Dougherty & Company LLC and Welsh Construction*

Get your game face on and come to a crazy new event full of hilarious fun and friendly competition. This is anything but a “pretty cupcake” competition; this is a serious design challenge. What can you create using a few ordinary items and a cupcake or two? Just bring your creative spirit and find out – and we promise, no baking experience necessary! Winner earns bragging rights and a special prize. Dessert, coffee and liquors will be served.

## FRIDAY, SEPTEMBER 20

*(morning co-sponsored with Minnesota Hospital Association)*

### 7 – 8:30 a.m. – **Hot Breakfast Buffet**

### 8 a.m. – **Blue Zones: Secrets of a Long Life**



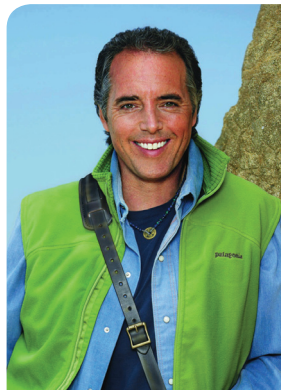
*DAN BUETTNER, National Geographic Writer, Renowned Explorer and Author, Minneapolis*

Dan Buettner has traveled the globe to uncover the best strategies for longevity and happiness. He identified Blue Zones — places where they have the greatest life expectancy and where more people reach age 100 than anywhere else.

Working with a team of experts, Buettner distilled their secrets into nine common denominators he calls the Power 9®. What is the optimal diet for making it to a healthy age 90? Should you be running marathons or doing yoga? Does stress really shorten your life? How do social connections, doing what you’re passionate about, and lifestyle choices help us live longer, healthier lives? Dan debunks the most common myths and offers a science-backed blueprint for the average American to live another 12 quality years.

Using National Geographic photography, Dan will take you to each of the Blue Zones while you consider the implications of his findings for the people we serve.

Dan Buettner is an internationally recognized researcher, explorer, New York Times bestselling



author and National Geographic Fellow. He founded Blue Zones®, a company that puts the world’s best practices in longevity and well-being to work in people’s lives. He is the author of two bestselling books, *The Blue Zones: Lessons for Living Longer from the People Who’ve Lived the Longest* and *Thrive: Finding Happiness the Blue Zones Way*.

*Mr. Buettner will be signing copies of his books during the break following his presentation.*

### 9 a.m. – **Break and Book Signing**

### 9:15 a.m. – **New Game, New Rules, New Reality: The Shifting World of the 21st Century**



*LOWELL CATLETT, Ph.D., Economist, Futurist, Dean of the College of Agricultural, Consumer and Environmental Sciences, New Mexico State University, Las Cruces, N.M.*

We begin this final day of Annual Meeting with an entertaining and provocative look at our aging services and healthcare world. Explore new ideas and new collaborations with economist and futurist Lowell Catlett.

The ways in which the individuals we serve make decisions about lifestyles versus life itself have tremendous consequences to the insurance and financial services industries. We must look for new and creative ways to serve older adults. Certainly new products are in order, but just as important will be the development of human talent to help people live life to its fullest. Healthcare, wealth management and risk management all become blurred and integrated in ways never dreamed before. It’s a new game, new rules, new reality.

Dr. Lowell Catlett is an exciting economist and futurist who combines his understanding of evolving technologies and their implications for how we live and work in the future to prepare us to anticipate coming changes, and to deal winning hands when the deck is being continually reshuffled.

Join us as Catlett delivers thought-provoking information on future trends, while providing his wit and humor in this insightful, entertaining and candid presentation.

*Dr. Catlett will be signing copies of his books during the break following his presentation.*





10:15 a.m. – **Break and Book Signing**

10:30 a.m. – **Blueprint for Leadership Success**



*DR. STEVE BEDWELL, MD, Physician,  
Teacher, Speaker, Mind Capital, Dallas,  
Texas*

As healthcare leaders, every initiative to be implemented comes packaged with significant problems to solve, tough decisions to make and frustrating and inevitable setbacks. But that truth doesn't have to derail the organizational changes that you want, or need to make.

In this highly entertaining and interactive final session, Dr. Steve Bedwell creates a blueprint for leadership success.

Step back and look at your challenges from a completely different perspective. Learn how to run your points of view through a handful of self-administered reality checks – a systematic and proven approach to problem solving and emotional intelligence that will help you break down destructive silos in the workplace and replace them with dynamic engagement between groups.

You will learn three key action steps: how to solve problems, spot opportunities and make better decisions; how to dilute toxic emotions and prevent them from crippling your success; and how to take action in accordance with your highest priorities and consistently achieve your goals.

Dr. Bedwell creates a unique opportunity to put evidence-based tactics to work immediately to build leadership traits across your teams, embed yourself in a culture of success and leave a lasting legacy.

Dr. Steve Bedwell MD is based in Dallas and speaks to a wide range of business and healthcare audiences from CEOs and software providers, to hospital leaders and clinical teams. An experienced teacher, Steve spent seven years explaining the complexities of medicine at the Royal London Hospital. He presents a game-changing perspective on solving problems, managing frustration and taking action in chaotic times.

11:30 a.m. – **Adjourn**



## **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!

## **Scholarships Available**

Seven 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.
- Health Dimensions Group
- Kraus-Anderson Construction Company
- Merwin LTC Pharmacy
- Northland Securities
- Omnicare Minnesota
- Thrifty White Pharmacy Services

Application deadline is **Friday, Aug. 16, 2013**. For more information about scholarships or to apply, go to [www.aging-services-annual-meeting.org](http://www.aging-services-annual-meeting.org).

# GENERAL INFO

For full conference details  
visit [www.agingservicesannualmeeting.org](http://www.agingservicesannualmeeting.org)

## How to Register

Online at [www.agingservicesannualmeeting.org](http://www.agingservicesannualmeeting.org)

Fax to 651.645.0002

Mail to: Aging Services of Minnesota

Attn: Annual Meeting Registration #6013

2550 University Avenue West, Suite 350 South

St. Paul MN 55114-1900

## Conference Registration Fees ~ Early Bird registration deadline is Friday, Aug. 16, 2013.

**Full Conference Registration Fees** – Sept. 17-20 (lodging and meals not included)

Member Provider: Early Bird: \$315/After Aug. 16: \$365

Joint Member Provider: Early Bird: \$155/After Aug. 16: \$205

Prospective Provider: Early Bird: \$595/After Aug. 16: \$645

Business Partner: Early Bird: \$430/After Aug. 16: \$480

Prospective Business Partner: Early Bird: \$630/After Aug. 16: \$680

**One-day Conference Registration Fees** (lodging and meals not included)

Member Provider: Early Bird: \$170/After Aug. 16: \$195

Prospective Provider: Early Bird: \$330/After Aug. 16: \$355

Business Partner: Early Bird: \$240/After Aug. 16: \$265

Prospective Business Partner: Early Bird: \$350/After Aug. 16: \$375

Joint PROVIDER members of Aging Services and Minnesota Hospital Association may attend for the special rate of \$155/\$205. Register first for the MHA Annual Meeting as a full conference participant, and then register with Aging Services as a joint member to attend our meetings and social events.

## Lodging and Meals

Separate registration is required for the conference and for lodging and meals. As of Aug. 9, **MADDEN'S IS SOLD OUT**. See below for overflow lodging.

**Meals:** Lodging packages include a hot breakfast buffet and lunch. Evening dinners are no longer automatically included.

**Golf:** Golf is not included in lodging packages but may be purchased onsite for a reduced fee.

**Lodging: Madden's is sold out!** Our overflow hotel is Arrowwood Lodge at Brainerd Lakes, approximately five miles away from Madden's. Shuttle service will be provided for \$5 per day/roundtrip. To make reservations with Arrowwood Lodge, call 218.822.5634 and be sure to mention the Aging Services of Minnesota room block when calling to guarantee the discounted, negotiated room rate (\$79 single, \$89 double per night).

## Golf Social Registration

Complete separate registration form online to participate in Aging Services' Golf Social. Registration fee \$75 for Tuesday overnight guests; \$120 for attendees staying onsite. 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 Murder Mystery Dinner (\$50) please make sure to indicate this on your registration form. Advanced registration is required. Fees apply.

## Continuing Education Credits

Annual Meeting programming has been designed to meet continuing education requirements for licensed nursing home administrators and nursing professionals. Final approval information will be available onsite. Questions: contact Heidi Simpson at Aging Services.

## Cancellation Policy

**Conference Registration:** Registration fees (less a \$25 processing fee) are refundable if written notice is received in the Aging Services office no later than Friday, Sept. 6, 2013. No refunds for cancellations made after Sept. 6 or for no-shows.

**Madden's Lodging Fee:** Lodging fees (less a \$25 processing fee) are refundable if Madden's receives cancellation notice no later than Tuesday, Aug. 20, 2013. No refunds after Aug. 20 but replacements are gladly accepted.

# 2013 Aging Services Annual Meeting and Leadership Forum Program Registration Form

**Early Bird Registration Deadline: Friday, Aug. 16, 2013**

One form per person, please.

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. 18 ~ 1 – 2:30 p.m.    | <input type="checkbox"/> #1 | <input type="checkbox"/> #2  | <input type="checkbox"/> #3  | <input type="checkbox"/> I don't plan to attend a session during this time |
| Wednesday, Sept. 18 ~ 2:45 – 4:15 p.m. | <input type="checkbox"/> #4 | <input type="checkbox"/> #5  | <input type="checkbox"/> #6  | <input type="checkbox"/> I don't plan to attend a session during this time |
| Thursday, Sept. 19 ~ 9 – 10:30 a.m.    | <input type="checkbox"/> A  | <input type="checkbox"/> B   | <input type="checkbox"/> I don't plan to attend a session during this time |  |
| Thursday, Sept. 19 ~ 1:15 – 2:45 p.m.  | <input type="checkbox"/> #7 | <input type="checkbox"/> #8  | <input type="checkbox"/> I don't plan to attend a session during this time |  |
| Thursday, Sept. 19 ~ 3 – 4 p.m.        | <input type="checkbox"/> #9 | <input type="checkbox"/> #10 | <input type="checkbox"/> 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: \$315/Regular Rate: \$365 |
| Joint Member Provider:        | Early Bird: \$155/Regular Rate: \$205 |
| Prospective Provider:         | Early Bird: \$595/Regular Rate: \$645 |
| Business Partner:             | Early Bird: \$430/Regular Rate: \$480 |
| Prospective Business Partner: | Early Bird: \$630/Regular Rate: \$680 |

**Joint PROVIDER members of Aging Services and Minnesota Hospital Association may attend for the special rate of \$155/\$205. Register first for the MHA Annual Meeting as a full conference participant, and then register with Aging Services as a joint member to attend our meetings and social events.**

**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: \$170/Regular Rate: \$195 |
| Non-member Provider:          | Early Bird: \$330/Regular Rate: \$355 |
| Business Partner:             | Early Bird: \$240/Regular Rate: \$265 |
| Prospective Business Partner: | Early Bird: \$350/Regular Rate: \$375 |

Wednesday, Sept. 18    Thursday, Sept. 19    Friday, Sept. 20

**Total Section B: \$** \_\_\_\_\_

**Section C – Golf Tournament Registration**

Complete separate registration form online to participate in Aging Services’ Golf Social. Registration fee \$75 for Tuesday overnight guests; \$120 for attendees staying offsite. Provider members only. **Business Partners interested in golfing should contact Jenny Prosser for sponsor rates.**

Check here if you plan to participate in the Golf Tournament (\$75/\$120 – rate for provider members only)

**Section D – Caribbean Cruise Conspiracy: Murder Mystery Dinner**

5:30 – 9 p.m. on Wednesday, Sept. 18. \$50 per person (a \$100+ value) ~ includes murder mystery show, two drink tickets, appetizers, dinner buffet, dessert and gratuities. Advanced registration required.

**Section E – Lodging and Meal Reservations**

**Madden’s is sold out!** See pg. 10 for overflow lodging information.

**Section F – No Lodging, Day Meeting Package Reservations Only**

See separate form online if you are staying offsite and you would like to purchase meals from Madden’s. Payment should be made **directly** to Madden’s. Deadline is Thursday, Sept. 5, 2013.

\*\*\*\*\*

**Amount Due\***

- Section A Total     \$\_\_\_\_\_ (full conference fee)
- Section B Total     \$\_\_\_\_\_ (one-day conference fee)
- Section C Total     \$\_\_\_\_\_ (golf social fee - \$75/\$120 – provider members only)
- Section D Total     \$\_\_\_\_\_ (murder mystery dinner - \$50)
- Total Due**         \$\_\_\_\_\_

**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 #6013  
2550 University Avenue West, Suite 350 South  
St. Paul MN 55114-1900
- Charge to credit card  
 MasterCard    Visa    American Express

**How to Register:**  
 Online at [www.AgingServicesMN.org](http://www.AgingServicesMN.org), click on Events  
 FAX to 651.645.0002  
 Mail to: Aging Services of Minnesota  
 Attn: Annual Meeting Registration #6013  
 2550 University Avenue West  
 Suite 350 South  
 St. Paul MN 55114-1900

Name on Card \_\_\_\_\_ Cardholder’s Signature \_\_\_\_\_

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Cardholder’s Signature \_\_\_\_\_

**Early Bird Registration Deadline: Friday, Aug. 16, 2013**

|                                     |               |                 |
|-------------------------------------|---------------|-----------------|
| AGING SERVICES ACCOUNTING USE ONLY: |               |                 |
| Date Received _____                 | Check # _____ | Amount \$ _____ |
| #6013                               |               |                 |

# Aging Services of Minnesota NINTH ANNUAL GOLF SOCIAL

**When:** Tuesday, Sept. 17  
**Where:** Pine Beach East  
Madden's on Gull Lake, Brainerd

**Provider Member Entry fee:** \$75 for Tuesday overnight guests;  
\$120 for attendees staying offsite

**Noon-12:45 p.m.** Registration & Lunch *sponsored by Merwin LTC Pharmacy*  
**1 p.m.** Shotgun Start  
**5 -7:30 p.m.** 19th Hole Meet & Greet Reception (open to all Annual Meeting attendees) *sponsored by Merwin LTC Pharmacy and hosted by District A*

## Preliminary Details:

1. Check-in at Madden Inn starting at Noon on Tuesday, Sept 17. 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. 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.

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. 6, 2013. Contact Adam Suomala, [asuomala@agingservicesmn.org](mailto:asuomala@agingservicesmn.org) 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.)

Indicate payment on Aging Services' conference registration form or online registration page.

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 \_\_\_\_\_

**MADDEN'S RESERVATION REQUEST  
DEADLINE: August 20, 2013**

**Aging Services of Minnesota  
#10257**

Check in time: 4 p.m.

Check out time: 11 a.m.

Arrival: Tuesday, September 17, 2013  
Departure: Friday, September 20, 2013

**OPTION 1 – 3 nights (Tuesday, Wednesday and Thursday nights lodging)**

Package includes: 3 nights lodging, waived greens fee for association golf tourney Tuesday (must pay tourney fee to ASM), 3 breakfast buffets & 2 lunches

\_\_\_\_\_ \$457.23 per adult DOUBLE

\_\_\_\_\_ \$770.61 per adult SINGLE

**OPTION 2 – 2 nights (Wednesday & Thursday nights lodging)**

Package includes: 2 nights lodging, 2 breakfast buffets & 2 lunches

\_\_\_\_\_ \$282.70 per adult DOUBLE

\_\_\_\_\_ \$491.60 per adult SINGLE

**OPTION 3 – 1 night (Tuesday night lodging)**

Package includes: 1 night lodging, waived greens fee for association golf tourney Tuesday (must pay tourney fee to ASM)

These package rates include (except golf unless noted) Breakfast and lunch buffets

facilities served basis.

PLEASE INDICATE AREA

rise Villas

**RATES & ROOM**

Madden's does not assign reservation requests received

curity, ny

**Annual Meeting Lodging:**

Madden's and the overflow hotel are now sold out. Lodging is available at the Holiday Inn Express & Suites Brainerd/Baxter. Call 888.824.3232 or 218.824.3232. There is not a group rate at this hotel.

**Special Requests:** (i.e. \_\_\_\_\_)

Explain: \_\_\_\_\_

**OCCUPANT 1** Single \_\_\_\_\_

eparately?\_\_

Name Mr/Ms \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Daytime phone \_\_\_\_\_

Daytime phone \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_

**PAYMENT 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/aging-services-of-minnesota.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 20, 2013. Any cancellations made after August 20, 2013 will not receive a refund. (Replacements are gladly accepted.) Reservations made after the deadline are non-refundable.

Reservation made by \_\_\_\_\_ Phone \_\_\_\_\_ Date \_\_\_\_\_

**2013 Aging Services Annual Meeting & Leadership Forum**  
**Madden's Day Meeting Package**

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. 18
- Thursday, Sept. 19

**Lunch Buffet Charge**                      \$ \_\_\_\_\_

**Breakfast Buffet** ~ \$12.77 per day (Includes state sales tax)

- Wednesday, Sept. 18
- Thursday, Sept. 19
- Friday, Sept. 20

**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. 5, 2013.**

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.



# EXPANDING the POSSIBILITIES



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St. Paul, MN 55114-1900  
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[www.AgingServicesMN.org](http://www.AgingServicesMN.org)