

# **SUCCESSFUL LEADERSHIP STRATEGIES TO PREPARE FOR PDPM**

**An executive level workshop for care centers**



**Wednesday, May 15, 2019**  
**Rush Creek Golf Course • Maple Grove**

## PURPOSE

This high-level workshop is specifically designed to provide care center executives with critical need-to-know information as they prepare their organizations for the transition to Patient Driven Payment Model (PDPM). It will also explore the critical areas of operations leaders will need to monitor after PDPM is implemented to ensure success and capture accurate reimbursement. Topics include the operational impact PDPM will have on such areas as admissions, reimbursement, therapy, case management, MDS and clinical services; reviewing the facility's therapy program including options for contracting; planning for organizational structure to support new payment models; and action steps/timeline to prepare for the October 1, 2019 start.

Countdown to  
PDPM

October

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## AUDIENCE

- CEO
- Corporate staff
- LTC administrators
- Senior management

## SCHEDULE

8:30 a.m. Registration and Continental Breakfast

### 9 a.m. **Executive Preparation for PDPM**

- Understand the context in which PDPM will be implemented on October 1, 2019, including value-based transformation, quality initiatives and readmissions penalties.
- Briefly review the basics of PDPM, including how the new components fit together and the latest in CMS guidance.
- Discuss the longer-range outlook necessary for effective strategic planning, including likely shifts in patient population, changes in cost, as well as impact on other payors such as Medicare Advantage and Medicaid.

### **Team Preparation for PDPM Implementation**

- Review the depth and breadth of the operational impact of PDPM on critical areas such as admissions, reimbursement, therapy, case management and MDS, and clinical services.
- Describe the ways in which your interdisciplinary team's (IDT) roles and responsibilities will change under PDPM and what that means for organizational processes, structures and staff training.
- Identify the elements of an effective PDPM utilization review meeting and how the IDT can conduct one.

### **Rethinking and Restructuring Rehabilitation Services Under PDPM**

- Identify critical areas of PDPM regarding therapy, including how the changes in functional impairment scoring will require multi-disciplinary input.
- Compare and contrast the pros and cons of different therapy department organization structures.
- Describe the critical steps for developing a successful plan to optimize payment and care delivery.
- Be prepared for renegotiation of therapy contracts.

*A 15-minute break is included in the morning schedule.*

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# SCHEDULE

Noon Lunch

1 p.m. **Successful Positioning for Complex Patients and Hospital Challenges Under PDPM**

- Illustrate the potential for migration of medically complex patients to skilled nursing providers and solutions you can offer.
- Review examples of payment for medically complex patients under PDPM.
- Recognize marketplace needs, including hospital pain points and competitor niches.
- Identify components of a diverse clinical offering.
- Speak “Health System C-suite.”

**A Leader’s Guide to the MDS and ICD-10 – How to Increase Quality and Reimbursement**

- What leaders need to understand about the importance of complete and accurate ICD-10 and MDS coding for full payment and optimal quality scores.
- Review the implications of Interim Payment Assessment and Interrupted Stays.
- Discuss a methodology your staff can use to ensure accuracy of billing.

*A 15-minute break is included in the afternoon schedule.*

3:30 p.m. Adjourn

## SAMPLE WORKSHOP TOOLS AND RESOURCES FOR THE EXECUTIVE LEADER

- A user-friendly form designed to optimize payments under the new system
- Tools and resources provided to support PDPM educational components
- PDPM Pre-Screening Form
- PDPM Utilization Review
- Therapy Provider Contract Options Overview
- Therapy Provider Contract Preparation Action Plan
- Examples of a PDPM readiness assessment, financial modeling and information on hospital claims data that provides key insights into post-acute care provider opportunities

## HEALTH DIMENSIONS GROUP FACULTY

*Erin Shvetzoff Hennessey, MA, NHA, CPG, Chief Executive Officer; Brian Ellsworth, MA, Vice President, Public Policy and Payment Transformation; Colin Higgins, Director of Research and Analytics; and Darrin Hull, NHA, Executive Vice President, Consulting, Health Dimensions Group, Hopkins*

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## MEETING SITE

Rush Creek Golf Club (Ballroom)  
7801 County Road 101  
Maple Grove, MN 55311  
763.509.0155

## ACCOMMODATIONS

Information on nearby accommodations will be provided with registration confirmation.

## CONTINUING EDUCATION CREDITS

Application is being made to the Minnesota Board of Examiners for Nursing Home Administrators for clock hour credits.

## REGISTRATION FEES

Members - \$200 per person  
Prospective members - \$250 per person

## REGISTRATION INFORMATION

Register online at <https://store.leadingagemn.org/eventlist> with your member user name and password. Contact Ashley Rogers at [arogers@leadingagemn.org](mailto:arogers@leadingagemn.org) for registration assistance or if your registration has not been confirmed. Prospective members contact Ashley Rogers to register.

## CUT-OFF/CANCELLATION

Registration is limited and on a first-received basis. The registration cut-off date/ cancellation deadline is Thursday, May 9, 2019. All cancellations must be made in writing and are subject to a \$25 processing fee. No-shows will be billed the full workshop fee. *LeadingAge Minnesota reserves the right to cancel this workshop.*

**LeadingAge**<sup>™</sup>  
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