

BILLING TRENDS, STRATEGIES & UPDATES FOR CARE CENTERS

LeadingAge[®]
Minnesota

A webinar series

Wednesday, Nov. 9
8:30 a.m. – 1:45 p.m.

Thursday, Nov. 10
8:30 a.m. – 1:30 p.m.



Purpose

This educational webinar series is designed to provide timely updates on key issues that impact experienced care center billing office staff. It will cover the latest information on billing for care center services to private pay, Medicaid, Medicare, and managed care clients.



SCHEDULE OF EVENTS

Wednesday, Nov. 9

Module #1 – Important Trends for Care Center Business Office Operations

8:30 – 9:15 a.m.

- Review the Minnesota Department of Human Services (DHS) rate setting process, its implications for private pay billing, and what to anticipate for 2023.
- Discuss increasing Medicare Advantage participation in Minnesota and the challenge of extensive documentation requirements from health plans to authorize services.
- Explore Medicare rates and the implementation of adjustments to the Patient-Driven Payment Model (PDPM).
- Describe the issues providers are having with counties regarding processing of Medicaid applications and delayed payments.
- Learn about private room billing and the limit on those payments depending on options chosen by the provider.

Jeff Bostic, Director of Data and Financial Policy, LeadingAge Minnesota, St. Paul; and Jeff King, Vice President of Finance, Cassia, Edina

Module #2 – Minnesota's Managed Care Options for Seniors and Care Centers

9:45 – 10:30 a.m.

- Get the latest information on the Minnesota Senior Care Plus (MSC+) and Minnesota Senior Health Options (MSHO) program including changes in health plans, service areas, and benefits.
- Receive updates on enrollment for MSC+ and MSHO.
- Understand how to resolve managed care options billing issues and concerns.
- Become familiar with DHS' MSHO RFP to potentially add new plans to the program.
- Learn about spend down requirements and how to implement them working with different payers including DHS and health plans.

Sue Kvendru, MSHO Project Manager, Minnesota Department of Human Services, St. Paul

Module #3 – Medicare Advantage Update

11 a.m. – Noon

- Learn the latest Medicare Advantage trends and discuss enrollment in Minnesota.
- Describe Institutional Special Needs Plan activity in Minnesota.
- Receive an update on supplemental benefits being offered by Minnesota health plans.

Jonathan W. Lips, Vice President, Legal, LeadingAge, Washington, DC

Thursday, Nov. 10

Module #4 – Medicare and Medicaid: Resident Eligibility, Avoiding PPS Pitfalls, Advantage of Bed Holds

12:45 – 1:45 p.m.

- Review the valuation of assets to meet eligibility criteria to ensure residents qualify and maintain benefits for seamless payment for services.
- Discuss hardship considerations and how to work with your county to monitor for potential suspicious activities.
- Understand the prospective payment system (PPS) and how to use admission information to avoid paying for services that aren't your responsibility.
- Re-examine bed hold reimbursement policies and legal avenues to secure accurate payment.

Rob Rodè, Attorney and Partner, and Jennifer Bernstein, Paralegal, Voigt, Rodè, Boxeth & Coffin LLC, St. Paul

Module #5 – Medicare Update

8:30 – 9:15 a.m. and 9:30 – 10:15 a.m.

- Discuss updates for PPS for 2023.
- Learn about the proposed recalibration of the PDPM parity adjustment.
- Understand Value Based Payment reductions.
- Hear updates regarding the Federal Public Health Emergency and related waivers.

Kathy Windler, Provider Outreach @ Education Consultant/Special Services Representative, National Government Services Inc., Fortville, Ind.

Module #6 – DHS Update

10:45 – 11:45 a.m. and 12:30 – 1:30 p.m.

- Learn the latest information on 2022/2023 care center rates and how to prepare for a nursing facility rates and policy audit.
- Strengthen your billing practices regarding private pay requirements, billing Minnesota Medical Assistance for leave days, and medical supplies.
- Discuss strategies for increasing the approval rate of your prior authorization requests for private rooms.
- Gain expertise in resident trust fund management.

Kim Brenne, Audit Director, Shelly Jacobs, State Program Administrator, Principal, Aging, and Greg Leahy, State Program Administrator, Nursing Facility Rates and Policy, Minnesota Department of Human Services, St. Paul



Suggested Audience

Experienced business office staff, including CFOs.

CEUs

Eligible for 7 clock hours

This webinar series has been designed to meet the CEU approval criteria for the Minnesota Board of Executives for Long Term Services and Supports (MN-BELTSS). Participants may also request a general certificate of attendance. CEUs are earned only for the individual registered.

Cut-Off/Cancellation

Registration cut-off date/cancellation deadline is 5 p.m. on Nov. 7, 2022. Cancellations must be made in writing and are subject to a \$25 processing fee. No-shows will be billed the full webinar fee. LeadingAge Minnesota reserves the right to cancel this virtual event or any individual session.

Registration Information

Mini-Certificate of Completion for Nov. 9–10 / Modules 1 – 6
(only available to the person registered that attends all modules)

LeadingAge Minnesota Members – \$195 per connection

Prospective Members – \$235 per connection

For Further Information

Olivia Scott, Events & Education Coordinator, at

oscott@LeadingAgeMN.org or 651.603.3559 for assistance or if your registration has not been confirmed.

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