

# BILLING TRENDS, STRATEGIES, AND UPDATES FOR CARE CENTERS

*LeadingAge*<sup>®</sup>  
Minnesota

## *A webinar series*

Oct. 11 • 8:30 a.m. - 1:45 p.m.

Oct. 12 • 8:30 a.m. - 2:45 p.m.

## **Purpose**

This 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.





## PROGRAM SCHEDULE

Oct. 11

### 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 2024.
- Discuss the impact Medicare Advantage is having on providers ability to provide timely and appropriate care to residents.
- Explore Medicare rates and the implementation of adjustments to 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, Minneapolis and Jeff King, Vice President of Finance, Cassia, Edina*

### Module #2 – DHS Update Part 1

9:45 - 10:45 a.m.

- Discuss strategies for increasing the approval rate of your prior authorization requests for private rooms.
- Strengthen your billing practices regarding billing Minnesota Medical Assistance for leave days.

*Greg Leahy, State Program Administrator, Nursing Facility Rates and Policy, 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.

*Nicole O. Fallon, VP, Health Policy @ Integrated Services, LeadingAge, and Director, Center for Managed Care Solutions @ Innovations, Washington D.C.*

### Module #4 - Medicare and Medicaid: Resident Eligibility, Avoiding PPS Pitfalls, Advantage of 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.

*Rebecca Coffin, Attorney and Partner, and Cassie Iverson, Paralegal, Voigt, Rodè, Boxeth and Coffin, LLC, St. Paul*



Thursday, Oct. 12

### **Module #5 – Medicare Update**

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

- Discuss updates for PPS for 2024.
- Understand Value Based Payment program including future updates to the measures used in that program.
- Identify considerations for consolidated billing for services.

*Kathy Mersch, Provider Outreach & Education Consultant/Special Services Representative, National Government Services Inc. Fortville, Ind.*

### **Module #6 – Minnesota’s Managed Care Options for Seniors and Your Care Centers**

10:45 a.m. – 11:30 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.
- 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 #7 – DHS Update Part 2**

1:30 - 2:45 p.m.

- Gain expertise in resident trust fund management.
- Update on programs enacted by the 2023 Legislature and implications for future cost reports.

*Kim Brenne, Audit Director, and Shelly Jacobs, State Program Administrator, Principal, Aging 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 Oct. 8, 2023. 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 webinar series or any individual module.

## Registration Information

Mini-Certificate of Completion for Oct. 11 – 12 / Modules 1 – 6  
*(only available to the person registered that attends all modules)*  
LeadingAge Minnesota Members – \$195 per person  
Prospective Members – \$235 per person

## For Further Information

Olivia Scott, Events & Education  
Coordinator, at  
[oscott@LeadingAgeMN.org](mailto:oscott@LeadingAgeMN.org) or  
651.603.3559 for assistance or if your  
registration has not been confirmed.

[REGISTER HERE](#)

