

FULL CONFERENCE BROCHURE

*Aging Services Annual Meeting and Leadership Forum
September 21 - 24, 2010 • Madden's Resort, Brainerd*



super•hero (sōō'pər-hir'ō)

noun

1. an invincible, all-powerful hero of a kind found in comic books
2. **any person regarded as having extraordinary ability in some field**

Feel the Power: Take Charge of Change



**Aging Services
of Minnesota**

LEADING CHANGE ■ CHANGING LIVES



Welcome to the 2010 Aging Services of Minnesota Annual Meeting and Leadership Forum! **Feel the Power: Take Charge of Change**

Why the Superhero theme? We are people with extraordinary abilities – courage, wisdom, strength, strong moral code. We fight for those in need. We embrace risk. We might not leap tall buildings in a single bound, but each of us has the power to conquer new issues and challenges every day – to confront change head-on and make the most of the opportunities that lie within.

Programming for Annual Meeting has been carefully designed to help you increase your superpowers. Here is a sample of what awaits you at this year's premier leadership event for aging services providers.

Health Care Reform

What do historic changes in health care delivery mean for providers of aging services?

- Understand the new regulatory requirements, payment reforms and other key provisions that were included in health care reform and how they will be implemented in Minnesota.

New Business Models

What are the new ways that aging services providers will serve our communities in the future?

- Understand the new world of accountable care organizations, bundled payment, PACE, technology and other opportunities to expand or redesign the services you offer and how you are paid.

Operational Excellence

How can we fine tune our day-to-day operations to increase efficiency, effectiveness and profitability?

- Learn creative ways to improve your operations, from increasing staff morale and achieving zero lost revenue days to dealing with the media and complying with new requirements for MDS 3.0 and more.

Public Policy

This year's meeting also offers two opportunities to shape public policy for aging services:

- A HWS Town Hall Forum with a diverse panel of key state agency staff, consumer representatives, legislators and providers.
- A televised Gubernatorial Debate featuring the candidates who seek to lead Minnesota for the next four years.

TUESDAY, SEPTEMBER 21

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

1 p.m. **Sixth Annual Aging Services Golf Tournament**

5 - 7:30 p.m. **19th Hole Golf Awards and Meet & Greet Reception**
sponsored by Wipfli LLP and hosted by District F

WEDNESDAY, SEPTEMBER 22

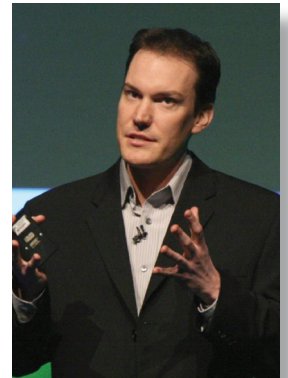
8 - 9 a.m. Continental Breakfast

9 a.m. **Opening, Welcome, Awards and Keynote** *sponsored by Piper Jaffray & Company*
The Power of Positive Leadership - Shawn Achor

In times of change and challenge, your leadership matters. A lot. So here's a winning formula: **Work harder = be more successful = be happy, right? Wrong!**

Our most commonly held formula for success is actually the reverse. A decade of research shows that our brains are literally hardwired to perform at their best when we are positive. Training your brain to be positive **first** actually fuels greater success because our brains become more engaged, creative, motivated, energetic, resilient and productive at work. The research also proves that organizations that actively work to enhance employee happiness gain a significant competitive advantage.

This morning's keynote speaker is Harvard University researcher and guest lecturer Shawn Achor, Founder/CEO of Aspirant, an applied research consulting firm that works with organizations seeking to increase employee morale and create a more positive and productive workplace. Learn how to use the science of positive leadership to create a ripple effect that keeps your team motivated and engaged. Find out how to increase happiness and meaning, boost success rates and profitability and create positive transformations that result in a more successful organizational culture and positive bottom line.



11 a.m. Break *sponsored by Elim Preferred Services Inc.*

11:15 a.m. **Aging Services Business Meeting** immediately followed by lunch in the meeting room

1:15 p.m. **Health Care Reform – What You Need to Know About Implementation in Minnesota**

- Understand how federal health care reform will reshape Minnesota's older adult services system.
- Learn what opportunities lie ahead for older adults and older adult service providers as health care reform is implemented.
- Identify areas of concern for older adult service providers as health care reform is implemented and discuss ways to address those concerns.

Presenters: Expert Panel Representing MDH, DHS and the Commerce Department

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

3 p.m.

CONCURRENT SESSIONS

#1 (All) The Local News Station is at Your Door! Now What?

- Using a defined decision-making process, evaluate the options and potential consequences of letting the media in or turning them away.
- Develop your own basic crisis communications checklist to use in the event the media contacts your organization about an issue.
- Learn how to prepare a written statement or key messages to be used in media interviews so your organization can effectively manage your story even under pressure.
- Identify the sources of information that the media monitor, what those sources say about your organization and how to ensure you're not blindsided by them in a media interview.

Presenters: SHIREEN GANDHI, Vice President, and LIZ MIKLYA, Vice President, Weber Shandwick, Minneapolis

#2 (Care Centers) Are We There Yet? Making Progress Toward Oct. 1 MDS 3.0 and RUGs IV Implementation

- Evaluate your organization's progress toward MDS 3.0 implementation and identify areas that will require immediate attention to bring in line before October 1st.
- Identify critical clinical areas to address with staff to monitor your implementation efforts such as the new assessments and factors that will move residents to new domains or classes.
- Review the therapy-related changes under the new system and identify which will need discussion with your therapy provider to ensure they are adequately addressed, such as concurrent and group therapy.
- Analyze the potential impacts RUGs IV and Medicare's interim payment strategy will have on your organization's revenues.

Presenters: KRISTY BROWN, Executive Director, Augustana Therapy Services, Minneapolis; JULIE THURN-FAVILLA, Corporate Director of Clinical Care, Augustana Care, Minneapolis and DEBBIE ELSEY, Principal, LarsonAllen, Minneapolis

#3 (Housing) Sorting Out the Roles of Government, Providers and Consumers: A HWS Town Hall Discussion

- Explore the frequently competing roles of consumers, the provider community and the government in shaping broad public policy for senior housing with services in Minnesota.
- Identify the shared priorities regarding the regulation of housing-with-services settings in Minnesota.
- Discuss the appropriate role of government at its various levels in setting policies and payment systems that impact seniors' choices about where to live and what services to use.
- Examine the tension between consumer choice and consumer protection that has been a hallmark of the state's HWS Contract Act and senior housing policy.
- Explore strategies to address emerging public policy issues on regulating housing with services in Minnesota and be equipped to take an active role in shaping public policy and your organization's future.

Moderator: GAYLE M. KVENVOLD, President and CEO, Aging Services of Minnesota

Panel Members: JEAN WOOD, Executive Director, Minnesota Board on Aging, Minnesota

Department of Human Services, St. Paul; DEB A. HOLTZ, State Ombudsman, Office of

Ombudsman for Long Term Care, St. Paul; a consumer from a HWS member setting (to be

announced); a HWS provider representative, and a consumer advocate representative and state legislator (to be announced)

4:30 p.m.

Adjourn for the day

8:30 – 10:30 p.m.

Operation Aging Services sponsored by PointClickCare

Are you ready to compete with and against your peers to win the grand prize? Bring your competitive spirit and we will provide the rest, including an emcee that will explain the rules of the game and encourage your team along the way. Will you be chosen as your team's captain? Will you be part of the team to complete the checklist first? Don't miss this chance to walk away with the team prize. Make sure to arrive by 8:30 p.m. for instructions. You won't want to miss this exhilarating night of fun, competition and laughter.

THURSDAY, SEPTEMBER 23

8 – 9 a.m.

Continental Breakfast

9 a.m.*

GENERAL SESSIONS

#4 (All) Part 1: Collaborative Business Models for Post Acute Care Partnerships Under Health Care Reform

- Update your knowledge about future payment trends and the changing health care landscape in Minnesota.
- Learn from acute care providers what business models they are now pursuing in light of Minnesota payment reform and anticipation of emerging reimbursement systems for post acute care.
- Recognize where aging services organizations might fit into that new world as partners with hospitals to help you begin strategic planning efforts now.

Presenters: NANCY REHKAMP, Principal, LarsonAllen and an expert panel

Part 2: Developing a Business Plan to Operate Successfully in the New Payment Environment: A Hands-on Workshop

- Discuss the value proposition you might bring to a potential partner to support hospital and physician efforts in a post acute care model.
- Identify the type of clinical and quality data needed to demonstrate value and include in contracting.
- Develop a starter business plan for aging services organizations' role in this new world.

#5 (Housing) Zero Lost Revenue Days: Yes You Can!

- Gain important insights about companies operating in some of the most challenged markets in the country that are achieving record results.
- Know what is required of today's senior housing executive management team to provide the type of leadership necessary to attain full occupancy.
- Identify three tactics that will increase employee collaboration and engagement – a requirement for attaining full occupancy.
- Discover the top three most ignored metrics that contribute to 100% occupancy in any community or product type.
- Find out how to transform your company into one that will thrive and be successful in the future.

Presenter: TRACI BILD, President and Founder, Bild and Company, Palm Harbor, FL

***All morning sessions include a 15-Minute Break sponsored by U.S. Bank National Association Corporate Trust Services**

Noon

Lunch

1:30 p.m.

CONCURRENT SESSIONS

#6 (All) The Essentials of PACE – Everything Inquiring Minds Want and Need to Know

- Briefly review Minnesota's 2010 PACE legislation and what it is designed to accomplish.
- Receive the most recent information on the evolution of PACE projects nationally and get a better sense of the opportunities for aging services organizations.
- Gain important insights and lessons learned from organizations that are part of PACE projects in other states, learn how PACE is operating as a business model and what the various partners are bringing to the table.
- Evaluate your potential opportunities as a niche partner in a Minnesota-based PACE project that may be developed as part of the new PACE legislation.

SHAWN BLOOM, President and CEO, National PACE Association, Alexandria, VA;

WAYNE OLSON, Senior Vice President of Healthcare, Volunteers of America National

Services, Eden Prairie and JADE GONG, Vice President of Strategic Initiatives, Health Dimensions Group, Arlington, VA

#7 (Care Center) A Target on Your Back: The New Reality of the False Claims Act

- Understand new initiatives the government is bringing to enforcement actions and where aging services organizations fit into those overall strategies.
- Understand why revisions were made to the False Claims Act as part of the federal Health Care Reform Legislation passed earlier in 2010.
- Understand why the Minnesota state legislature made its own revisions to the state's False Claims Act and what they were designed to accomplish.
- Compare the federal and state requirements to understand what is expected of your organization to be in compliance.
- Gain insights on the safe harbor provisions available to care centers in the event of an investigation.
- Explore what your organization can do to improve its documentation of services provided and reduce the potential for incurring risk for a false claims filing.

Presenters: JESSE A. BERG, Attorney and KATHRYN BERGSTROM, Attorney, Gray Plant Mooty PA, Minneapolis

#8 (Housing) Do You Know POLST? Advance Care Planning and Physician Orders for Life Sustaining Treatment

- Become familiar with the advance care planning opportunities available for professionals working with tenants in senior housing, assisted living and memory care.
- Identify the tools available to document advance care planning decisions, health care directives and POLST orders.
- Understand the Minnesota POLST order form that is being developed for widespread use throughout Minnesota.

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

3 p.m.

Break **sponsored by Omnicare Minnesota**

3:15 p.m.

CONCURRENT SESSIONS

#9 (All) Essential Technologies for the Next 5 Years

- Learn from a panel of providers on the technologies essential to the future of aging services.
- Understand how technology can improve clinical care and communications.
- Explore the use of technology to increase resident/client safety, reduce risk and streamline operations.

#10 (All) Fighting State and Federal Audits and Paybacks Under 2010 Federal Health Care Reform

- Learn what new audit initiatives by the federal Office of Inspector General (OIG), Medicare fiscal intermediaries and Minnesota's Department of Human Services mean for providers.
- Explore the impact the Transparency and Program Integrity Provisions of the 2010 Federal Health Care Reform are likely to have on aging services providers.
- Analyze when an overpayment may trigger the need for a Provider Self-Disclosure with the OIG and learn how the OIG evaluates and processes these disclosures.
- Understand what constitutes a good defense to a payback or audit claim through study of two cases: Minnesota administrative law judges denied a \$300,000 SIRS claim against a waiver provider and denied a nearly \$700,000 claim leveled by DHS against a Medicaid mental health residential provider.

Presenter: SAM ORBOVICH, Attorney, Fredrikson & Byron, Minneapolis

4:15 p.m.

Adjourn for the day

8 - 10 p.m.

Riddle Me This...Super Trivia sponsored by Northland Securities Inc. and Thrifty White Pharmacy Services

What's a super hero's favorite part of a joke? Why, it's the "punch" line of course! And it won't take long for your favorite part of Thursday evening to be this battle of the aging services brains. From movies and music to aging services lore, members will work together proving their intellectual strength in a series of 10-question rounds. And to the winning team... well, you'll have to come and find out!

FRIDAY, SEPTEMBER 24

7:30 – 8:30 a.m.

Continental Breakfast

A day of joint programming with the Minnesota Hospital Association.

8:30 – 9:30 a.m.

The Power of Message - Michael Sheehan

In a world inundated with sound bites, 24-hour news cycles and sensational news coverage, being effective at communicating your messages is more important than ever. Aging services leaders must be strategic in initiating positive messages about your organizations or responding to negative situations, whether addressing the news media, your elected officials or a prospective resident. In fact you have a lot of power to influence the messaging and how your organization is portrayed. Learn key strategies that will help you get your message across in a confident, succinct and articulate manner.

Michael Sheehan is nationally known for his expertise in message development and communications training. He has coached more presidents, vice presidents, governors and members of Congress than anyone in the country. He recently spoke at AAHSA's Future of Aging Services and Leadership Summit in Washington, D.C., and Aging Services of Minnesota members who heard him speak had a clear message to us: Bring him to Annual Meeting! You asked, we listened.



9:30 – 9:50 a.m.

Break *sponsored by Omnicare Minnesota*

9:50 – 10:50 a.m.

Hitting the High Notes and Living Life to the Fullest - Ronan Tynan

Hear the incredible story of Irish Tenor and acclaimed speaker Ronan Tynan, M.D., a physician, author, award-winning singer, recording artist and Olympic champion. Barbara Walters called his life story “so amazing you might find it hard to believe.”

Ronan Tynan is truly a modern day “Renaissance Man.” Faced with numerous challenges throughout his life, he has persevered with enormous passion and determination. Diagnosed with a lower limb disability at birth, Ronan Tynan had his legs amputated below the knee when he was 20 years old. Eight weeks later, he was climbing the stairs of his college dorm, and within a year, he was winning races in the Paralympic Games, amassing 18 gold medals and 14 world records. He was the first disabled person ever admitted to the National College of Physical Education and in 1993 he graduated from the prestigious Trinity College in Dublin as a physician specializing in orthopedic sports injuries.

He has performed around the world and released three solo CDs and seven with The Irish Tenors and was honored to sing for President Ronald Reagan’s state funeral.

Tynan shares his amazing story today to inspire you and demonstrate how ordinary individuals can overcome huge obstacles to succeed.



10:50 – 11:15 a.m.

Break *sponsored by Omnicare Minnesota*

11:15 a.m. – 12:15 p.m. Aging Services/MHA Gubernatorial Debate

Minnesota voters will choose our new Governor in November. Much is at stake for providers of older adult services and those we serve, not only for the 2010 campaign but also for the next administration.

As leaders of Minnesota’s healthcare and aging services community, it is critically important that you hear and help to shape, first-hand, the related ideas and opinions expressed by the major candidates for Governor. Along with our Minnesota Hospital Association partner, Aging Services is pleased to host a gubernatorial debate on the closing day of Annual Meeting.

Twin Cities Public Television will record and air the debate on its Minnesota Channel for statewide exposure. All candidates for governor have been invited to participate.

Join us to hear what the candidates have to say about the future of healthcare and older adult services in Minnesota for 2011 and beyond.

12:15 p.m.

Conference Adjourns



Seven provider member scholarships will be available thanks to the following sponsors:

**Elim Preferred Services Inc., Evercare, McKesson Medical Surgical,
Merwin LTC Pharmacy (two scholarships), Omnicare Minnesota and
U.S. Bank National Association Corporate Trust Services.**

Scholarship application - Deadline: August 20, 2010

<http://survey.minnesotacca.com/TakeSurvey.aspx?SurveyID=n221785>



2010 Annual Sponsors

DIAMOND



YOUR ASSOCIATION'S TRUSTED RESOURCE



Special Thanks...

Aging Services of Minnesota would like to thank the following 2010 Annual Sponsors for helping to advance our mission and for supporting important programs and initiatives.

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BRONZE



NORTHLAND  SECURITIES

Fairview Partners |  FAIRVIEW

PointClickCare®



RSM! McGladrey
Accounting | Tax | Business Consulting



General Information

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 #8010

2550 University Avenue West, Suite 350 South

St. Paul MN 55114-1900



Conference Registration Fees – *Held at 2008 levels!

Early Bird registration deadline is Friday, Aug. 20, 2010.

Full Conference Registration Fees – Sept. 21-24 (lodging and meals not included):

Member Provider:	Early Bird: \$290/After Aug. 20: \$340
Non-member Provider:	Early Bird: \$550/After Aug. 20: \$600
Business Partner:	Early Bird: \$400/After Aug. 20: \$450
Prospective Business Partner:	Early Bird: \$585/After Aug. 20: \$635

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

Member Provider:	Early Bird: \$155/After Aug. 20: \$180
Non-member Provider:	Early Bird: \$305/After Aug. 20: \$330
Business Partner:	Early Bird: \$225/After Aug. 20: \$250
Prospective Business Partner:	Early Bird: \$325/After Aug. 20: \$350



Joint PROVIDER members of Aging Services and MHA may attend both association's meetings and social events for \$340. To register for this special rate use the MHA registration form online at www.mnhospitals.org, click on Events and then click on MHA Annual Meeting.

Lodging and Meals

Separate registration is required for the conference and for lodging and meals. Register for lodging packages and separate meals directly with Madden's at www.agingservices.maddens.com or visit www.agingservicesmn.org (events) to print registration forms.

New this year – Madden's lodging packages are more affordable when you pay only for what you use.

Meals: Lodging packages include a continental breakfast and lunch, but evening dinners are no longer automatically included.

Pre-order evening meals online at www.agingservices.maddens.com by Sept. 8.

Golf: Golf is not included in lodging packages but may be purchased onsite.

Lodging: All rooms are priced equally; no up charge for Sunrise Villas and Golf Villas. Room requests are granted on a first come first served basis. Lodging deadline is Aug. 24.

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.

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. 10, 2010. No refunds for cancellations made after Sept. 10 or for no-shows.

Lodging Fee: Lodging fees (less a \$25 processing fee) are refundable if Madden's receives cancellation notice no later than Tuesday, Aug. 24, 2010. No refunds after Aug. 24 but replacements are gladly accepted.

Aging Services of Minnesota reserves the right to cancel this event.

2010 Aging Services of Minnesota Annual Meeting & Leadership Forum

Program Registration Form

Early Bird Registration Deadline: Friday, Aug. 20, 2010

One form per person, please.

Name _____ Title _____

Facility/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. 22 ~ 3 – 4:30 p.m. ☐ #1 ☐ #2 ☐ #3 ☐ I don't plan to attend a session during this time

Thursday, Sept. 23 ~ 9 a.m. – Noon ☐ #4 ☐ #5 ☐ I don't plan to attend a session during this time

Thursday, Sept. 23 ~ 1:30 – 3 p.m. ☐ #6 ☐ #7 ☐ #8 ☐ I don't plan to attend a session during this time

Thursday, Sept. 23 ~ 3:15 – 4:15 p.m. ☐ #9 ☐ #10 ☐ 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: \$290 Regular Rate: \$340
Non-member Provider:	Early Bird: \$550 Regular Rate: \$600
Business Partner:	Early Bird: \$400 Regular Rate: \$450
Prospective Business Partner:	Early Bird: \$585 Regular Rate: \$635



For joint PROVIDER members of Aging Services and MHA: Attend both associations' meetings and social events for \$340. To register for this special rate please use the MHA registration form, available online at www.mnhospitals.org, click on Events and then click on MHA Annual Meeting.

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: \$155 Regular Rate: \$180
Non-member Provider:	Early Bird: \$305 Regular Rate: \$330
Business Partner:	Early Bird: \$225 Regular Rate: \$250
Prospective Business Partner:	Early Bird: \$325 Regular Rate: \$350

☐ Wednesday, Sept. 22 ☐ Thursday, Sept. 23 ☐ Friday, Sept. 24

Total Section B: \$ _____

Section C – Golf Tournament Registration

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

Section D – 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. 24, 2010.

Section E – 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. **NOTE: New in 2010 ~ dinners on Tuesday, Wednesday and Thursday are not included in the package plan, please make sure to order any dinners you many want via the Madden's day meeting package form.** Payment should be made **directly** to Madden's. Deadline is Wednesday, Sept. 8, 2010.

Amount Due*

Section A Total \$_____ (full conference fee)

Section B Total \$_____ (one-day conference fee)

Section C Total \$_____ (golf tournament fee – provider members only)

Total Due \$_____

***Note:** see separate registration forms for lodging with meals, meals for off-site guests and golf. To register for joint Aging Services and MHA rate of \$340 use MHA's registration form, available online at www.mnhospitals.org, click on Events and then click on MHA Annual Meeting.

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 #8010
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

FAX to 651.645.0002

Mail to: Aging Services of Minnesota
Attn: Annual Meeting Registration #8010
2550 University Avenue West
Suite 350 South
St. Paul MN 55114-1900

Name on Card _____

Card Number _____ Exp. Date _____

Cardholder's Signature _____

Early Bird Registration Deadline: Friday, Aug. 20, 2010

AGING SERVICES USE ONLY:

Date Received _____ Check # _____ Amount \$ _____
#8010

Aging Services of Minnesota SIXTH ANNUAL GOLF TOURNAMENT

When: Tuesday, Sept. 21
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 and Meet & Greet Reception
sponsored by Wipfli LLP and hosted by District F

Preliminary Details:

1. Check-in at Madden Inn starting at Noon on Tuesday, Sept 21. Lunch will be provided. Groups must be at their carts for a shotgun start at 1 p.m. ALL SKILL LEVELS welcome for this scramble tournament.
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 one 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 on Tuesday night 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. 10, 2010. Please 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.)

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 24, 2010

Check in time: 4 p.m.

Check out time: 11 a.m.

Aging Services of Minnesota

#5738

Arrival: Tuesday, September 21, 2010

Departure: Friday, September 24, 2010

OPTION 1 – 3 nights - Tuesday, Wednesday and Thursday nights lodging

Package includes: 3 nights lodging, 1 round of golf in association golf tournament on Tuesday, 3 continental breakfasts & 2 lunches

_____ \$431.41 per adult DOUBLE

_____ \$737.43 per adult SINGLE

OPTION 2 – 2 nights - Wednesday & Thursday nights lodging

Package includes: 2 nights lodging, 2 continental breakfasts & 2 lunches

_____ \$265.48 per adult DOUBLE

_____ \$469.50 per adult SINGLE

Option 3 – ONE Night - Tuesday night lodging

Package includes: 1 nights lodging, 1 round of golf in association golf tournament on Tuesday

_____ \$141.34 per adult DOUBLE

_____ \$245.35 per adult SINGLE

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. Continental breakfasts will be served in meeting room area for guest choosing options 1 or 2.

ONLINE RESERVATIONS: Go to <http://www.agingservices.maddens.com>.

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 24, 2010 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 _____

Company _____

Address _____

City _____ State _____ Zip _____

Daytime phone _____

Email: _____

Credit card number: VISA MASTERCARD

_____ Exp _____

Amount to be debited (full package payment) \$ _____

OCCUPANT 2- Register me now ___ OR will register separately? ___

Name Mr/Ms _____

Company _____

Address _____

City _____ State _____ Zip _____

Daytime phone _____

Email: _____

Credit card number: VISA MASTERCARD

_____ Exp _____

Amount to be debited (full package payment) \$ _____

PAYMENT INFORMATION: CREDIT CARDS ARE DEBITED UPON RECEIPT

The full package payment is required at time of reservation request. When a credit card is used for payment, it must be valid and will be charged the required amount when the reservation is processed. We accept **VISA or MASTERCARD**. Checks made out to MADDEN'S ON GULL LAKE are acceptable and must accompany the reservation request form. Vouchers and purchase orders are not accepted for payment. All guests must present a credit card at check-in.

MAIL THIS FORM TO: MADDEN'S ON GULL LAKE, 11266 Pine Beach Peninsula, Brainerd, MN 56401.

Call reservations at 800.642.5363 or FAX to 218.829.7698. A credit card is required for payment on all phone and fax requests.

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 24, 2010**. Any cancellations made after **August 24, 2010** will not receive a refund. (Replacements are gladly accepted.) Reservations made after the deadline are non-refundable.

Reservation made by _____ Phone _____ Date _____

2010 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.)

Day Meeting Package ~ \$30.73 per day (Includes continental breakfast, lunch and state sales tax)

- ☐ Wednesday, Sept. 22
- ☐ Thursday, Sept. 23

Day Meeting Charge \$ _____

Continental Breakfast ~ \$9.22 per day (This price includes state sales tax)

- ☐ Friday, Sept. 24

Breakfast 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.agingervices.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.

Card# _____ **Exp. Date:** _____

Signature: _____

Name (please print): _____

Company: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Email confirmation to: _____ **Daytime Phone:** _____

DEADLINE for DAY MEETING PACKAGE is Wednesday, Sept. 8, 2010.

Send this form with payment directly to:

Madden's on Gull Lake, 11266 Pine Beach Peninsula, Brainerd, MN 56401. Questions call 800.247.1040.
FAX credit card purchases to 218.829.7698.

Pick up meal tickets at MADDEN INN. Tickets are for meals only. Green fees and other recreation are not included.