

Hit ^{the} Trail



**Kansas Home Care Association
2017 Annual Meeting
September 19-21, 2017
DoubleTree by Hilton
Lawrence, Kansas**

with **Home Care & Hospice**

WORKSHOPS

YOU'RE INVITED!

The Kansas Home Care Association invites you to our 2017 Annual Meeting at the DoubleTree by Hilton, Lawrence, Kansas – a great location for 2½ days of education, networking, and fun!

HOTEL INFORMATION:

The DoubleTree by Hilton, 200 McDonald Drive, Lawrence, Kansas, has reserved a block of rooms at the special KHCA rate of **\$91 per night** (single and double, tax not included). The room block will be held until **September 5, 2017**, so be sure to make your reservations by that date. For online reservations, click [here](#), then simply verify the date of arrival and departure and click on "Check Availability" to start the reservation process. Reservations can also be made by calling the hotel directly at 785/841-7077. Remember to mention the Kansas Home Care Association Annual Meeting when reserving your room(s) by phone.



WORKSHOP TRACKS:

- M - Management
- C - Clinical
- H - Hospice

Tuesday, September 19, 2017

★ ★ ★ MANAGEMENT 101 PRE-CONFERENCE

Pre-Conference – 1:00 - 4:00 p.m., 3.2 CNE contact hours

START WITH THE RIGHT TOOLS IN YOUR PACK FOR YOUR JOURNEY DOWN THE HOME HEALTH TRAIL

New staff are entering the home health work force and existing staff are getting promoted to manager positions every day. This preconference is designed to provide the basics of home health to help these new staff and new managers understand the industry and its drivers of success. Topics will include an overview of Medicare home health coverage, reimbursement and billing requirements, operational strategies and key performance indicators that drive successful agencies, and industry challenges including compliance. (Level: General)

Mark Sharp, Partner, and Raymond Belles, Managing Consultant, BKD, LLP, Springfield, MO

Wednesday, September 20, 2017

Opening Keynote – 8:30 - 9:30 a.m., 1.2 CNE contact hours



IS THE WAY TO HOPE A HIGH ROAD OR AN EASY HIGHWAY?

TROUBLE and DIFFICULTY lead us to a passionate patience which is attractive to those we serve. PASSIONATE PATIENCE produces in us character -- which is so needed in today's world and with those in need. CHARACTER leads us to hope. (Level: General) **Chris Zervas, MA, President, Summit Solution Group, Bartlesville, OK**

M1 / C1 – 9:45 - 10:45 a.m., 1.2 CNE contact hours

NAVIGATING THE ROUGH TERRAIN AHEAD: A HOME CARE REGULATORY UPDATE

Join us for an executive summary of the most recent regulatory standards as promulgated by the Center for Medicare and Medicaid Services in Washington, DC. (Level: General) **Sam Smith, Senior Vice President - Business Development, Axxess, Dallas, TX**

H1 – 9:45 - 10:45 a.m., 1.2 CNE contact hours

GEARING UP FOR THE LONG HAUL – A HOSPICE POLICY/ REGULATORY UPDATE

Over recent years, hospice has undergone rapid transformation as the result of numerous regulatory changes and intensified oversight efforts. The Centers for Medicare & Medicaid Services' (CMS) ongoing monitoring of hospice utilization and practice patterns are expected to produce additional regulatory and policy changes over the coming years. This session will provide an overview of pending hospice regulatory and policy considerations in the hospice world, with a special focus on the fiscal year 2018 payment rule. (Level: General) **Theresa M. Forster, VP for Hospice Policy & Programs, National Association for Home Care & Hospice, Washington, DC**



WORKSHOPS (WEDNESDAY CONT.)

Luncheon (L1) – 12:00 - 1:30 p.m., 1.0 CNE contact hour

GENERATING PERSONAL POWER FOR A PUSH TO THE SUMMIT

In this session, we will focus on using the tools of personal and spiritual development to access personal power, happiness and freedom. A wake up call to start creating your life on purpose rather than reacting to life by default. (Level: General) **Jay Pryor, Speaker, Author, Coach, Jay Pryor Consulting, LLC, Lawrence, KS**



KHCA DISTRICT GET-TOGETHER:

Arrive early on Wednesday morning to network with other member agencies in your KHCA district. Areas will be designated for each district to meet from 7:30 to 8:30 a.m.

M2 – 2:30 - 4:30 p.m., 2.4 CNE contact hours

IT FEELS GOOD TO BE LOST IN THE RIGHT DIRECTION. RECRUITMENT AND RETENTION IS NOT ABOUT THE DESTINATION – IT IS ABOUT THE JOURNEY

“\$h!t happens and then recruitment starts.” If this is how you feel, then this is the course for you! Program participants will leave with two takeaways: 1) A better understanding of how recruitment and retention are part of something larger; 2) How to use their employer brand to help in both. (Level: General) **Scott S. Criqui, MHRM, HR Director, Bert Nash Community Mental Health Center, Lawrence, KS**

H2 – 2:30 - 4:30 p.m., 2.4 CNE contact hours

INTENTIONAL PRACTICE: THE POWER OF PRESENCE

In home care and hospice, we join our patients and their families on their journey. Learn how your awareness of your own compassion and energy can improve your work, strengthen your rapport with your patients and enhance your effectiveness. (Level: General) **Christina Jordan, ACHP-SW, LMSW; and Julie Andrews, RN, CHPN, Visiting Nurses Association of Douglas County, Lawrence, KS**

C2 – 2:30 - 4:30 p.m., 2.4 CNE contact hours

STOCKING YOUR SURVIVAL KIT FOR A TREACHEROUS HIKE: CARING FOR OUR MOST COMPLEX PATIENTS

The purpose of this workshop is to deepen the clinical provider’s knowledge of CHF, COPD and dementia patients. We will discuss disease trajectory, prognostication and symptom management of these disease states. (Level: Intermediate) **Janelle D. Williamson, APRN/NP-C, ACHPN, Nurse Practitioner for Pain and Palliative Care Services, Lawrence Memorial Hospital, Lawrence, KS**



BUSINESS MEETING:

The KHCA Annual Meeting Business Meeting will be held at the start of Wednesday’s luncheon. This brief meeting will allow for necessary association business to be conducted.

WEDNESDAY EVENING SOCIAL:

Take a break and enjoy the company of your peers and others involved in home care and hospice. From 5:00 to 6:30 pm on Wednesday evening, join us at the beautiful Baker Wetlands and Discovery Center for local flavors, beverages, and perhaps even some bird-watching! You may also want to stretch your legs on one of the many trails around the center. The rest of your evening will be free for you to relax or explore Lawrence.



WORKSHOP TRACKS:

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Thursday, September 21, 2017

M3 – 8:30 - 10:45 a.m., 2.5 CNE contact hours

CGS UPDATES: HIKING YOUR AGENCY THROUGH SUCCESSFUL DOCUMENTATION

Come hike with CGS to understand all the clinical information and requirements to ensure successful claim submission with minimal denial concerns. Be ready for round two of probe and educate with no worries. Go home with many resources to ensure success in the days and weeks ahead. (Level: General) **Sandy Decker, RN, BSN, Senior Provider Education Consultant, CGS Administrators, LLC, Des Moines, IA**

WORKSHOPS (THURSDAY CONT.)

2017 KHCA AWARDS & RECOGNITION:

During Thursday's Luncheon, KHCA will present its 2017 Awards & Recognition. During this event, we come together as a true home care community... all disciplines together celebrating the distinguished performance and service of some of its special people.

CONTINUING EDUCATION:

Kansas Home Care Association is approved as a provider of CNE by the Kansas State Board of Nursing. Course offerings are approved for contact hours applicable for APRN, RN, or LPN relicensure. Kansas State Board of Nursing provider number: LT0287-314. Other disciplines will need to apply independently – a certificate of attendance will be provided.

SPECIAL NEEDS/ QUESTIONS:

If you have special needs or questions regarding workshops, scheduling, accommodations, meals, etc., please contact the KHCA office at 785/478-3640 or e-mail us at khca@kshomecare.org.

WORKSHOP TRACKS:

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C3 – 8:30 - 10:45 a.m., 2.5 CNE contact hours



CLIMB EVERY MOUNTAIN; IMPROVE EVERY OASIS OUTCOME

Does your agency struggle to improve its outcome measures? Many of the OASIS items are used in the calculation of the case mix weight, HHC Report, star rating score and value-based purchasing score. Because of this, it is imperative that clinicians know how to accurately interpret the intent of the OASIS items. This informative workshop will help clinicians master OASIS items that are causing the most problems and will focus on which OASIS items should be

targeted by your review staff. (Level: General) **Jennifer Warfield, BSN, HCS-D, COS-C, ICD-10 Trainer, Director of Education Services, PPS Plus, Biloxi, MS**

Luncheon (L2) – 12:00 - 1:30 p.m., 1.0 CNE contact hour

BOTTOM LINE OR PUNCH LINE

Is Your Customer Service Making You Money or A Laughing Stock? This program focuses on the revenue side of the net income equation and offers owners and managers the basics for world class customer service because customer service doesn't begin with front line employees, but rather in the highest levels of an organization. My unique experience as first a hospital CFO and CPA and now a professional speaker affords an entertaining and informative program filled with practical suggestions that can help organizations increase profits by truly serving their customers. Participants will learn the importance of educating and empowering employees, developing happier employees because employee relations mirror customer relations, listening to our customer's complaints to continuously improve our products and service, and, as always, stories guaranteed to make you laugh. (Level: General) **Kent Rader, Professional Speaker, Kent Rader Speaks, Liberty, MO**

M4 – 1:45 - 4:00 p.m., 2.5 CNE contact hours

SET YOUR COMPASS FOR EMERGENCY PREPAREDNESS

Will you be ready to meet the challenge of emergency management for hazards typical to Kansas by November 2017? Join us to review the CMS requirements for Emergency Preparedness for home care providers, discuss risk assessment, development of your emergency plan and communication plan in collaboration with other emergency organizations, and implementation tips for staff training and practice exercises.

(Level: General) **Teresa Northcutt, BSN, RN, COS-C, HCS-D, HCS-H, Senior Associate Consultant, Selman-Holman & Associates LLC, Denton, TX**

C4 – 1:45 - 4:00 p.m., 2.5 CNE contact hours



STANDING AT THE NEW CoPs TRAILHEAD? GET MOVING ON QAPI & INFECTION CONTROL

The new CoPs will be in effect January 13, 2018, but that doesn't mean you should delay studying them and learning how to be compliant with them! It is so important for clinicians to really understand QAPI and infection control conditions in the new CoPs. This has been historically challenging areas for clinicians in the past so be sure to learn the formal new rules and what it means for you!

(Level: Intermediate) **Sharon M. Litwin, RN, BSHS, MHA, HCS-D, Senior Managing Partner, 5 Star Consultants, Camdenton, MO**

HOME HEALTH AIDE CONCURRENT CONFERENCE

Thursday, September 21, 2017

(5.0 Hours Inservice Credit) The Home Health Aide Conference is not included in the one- or two-day registration packets, but must be purchased separately. During the noon hour, the home health aides will join other conference participants to attend the luncheon workshop L2.

8:30 - 9:30 a.m.

MAPPING OUT HEALTHY PATIENT RELATIONSHIPS

Have you ever observed or participated in a patient interaction where it just did not feel right? Maybe patients or families are requiring too much from you. This will be a fun interactive session where registrants will self-identify behaviors and learn techniques to keep them on the path to healthy professional client and family relationships. We are stronger together when we make our patient relationships great again! **Mary Lisa Joslyn, MSN, RN, MA, Assistant Professor, Baker University, Topeka, KS**

9:45 - 10:45 a.m.

FROM FRUSTRATION TO SUCCESS: THREE STRATEGIES FOR DEALING WITH DIFFICULT PATIENTS

Learn three strategies for dealing with difficult patients that typically tell you no or make your job difficult. This will be a fun, interactive session. **Brenda Williams, BSW, Senior Director of Marketing, Midland Care Connection, Topeka, KS**

1:45 - 2:45 p.m.

WALKING THE PATH TO EFFECTIVE INFECTION PREVENTION PRACTICES

Infection prevention is the cornerstone of all care provided. By using good infection prevention practices we can provide the best care possible, allowing our patients/clients to remain in their homes and maintain independence. In this workshop, we will address the major infection prevention practices to follow, as well as what assessments are helpful to assist home health aides identify infection risks and/or cases. **Brenda Davis, RN, BSN, CIC, QI Project Manager, Kansas Foundation for Medical Care, Topeka, KS**

3:00 - 4:00 p.m.

SIMPLE MESSAGE FOR HOME CARE PARAPROFESSIONALS



Home health aides will learn basic massage techniques that will allow them to provide hand, foot and shoulder/neck massage to interested home health clients. Presenter will also touch on “energy work” techniques for fragile patients, contraindications as well as the importance of “intention” and good communication for touch practitioners. Participants should be comfortable practicing on each other during this “hands-on” session. **Sarah Rooney, MT, Hospice Volunteer Coordinator and Massage Therapist, Visiting Nurse Hospice, Lawrence, KS**

THANK YOU!

We would like to extend a very special thanks to our **2017 KHCA Annual Meeting Committee.**

Cynthia Lewis, Chair
Visiting Nurses Association
Lawrence, KS

Jill Guenther
Saint Luke's Health Systems
Home Care & Hospice
Lansing, KS

Rick Lane
Alternacare Infusion Pharmacy
Olathe, KS

Marsha Kent
Midland Care Home Health
Topeka, KS

Kristin Reed
Visiting Nurses Association
Lawrence, KS

Stan Sweeney
Health Watch Health Care of
Liberal, LLC
Liberal, KS

Terri Wahle
Homecare & Hospice, Inc.
Manhattan, KS

Carol Whitehair
Home Health & Hospice of
Dickinson County
Abilene, KS



2017 PARTICIPATING VENDORS

EXHIBITOR ACTIVITIES:

Exhibitors will be present both days of the Annual Meeting. Extended breaks between workshops will allow you time to visit each exhibitor to learn about the various home care and hospice products and services they have to offer. We also invite you to meet annual meeting co-sponsors through "Up-Close with a Co-Sponsor" – mini-workshops, on the exhibitors' choice of topics, to be presented during the networking hours. Again this year, we will also offer "Up-Close with an MCO" sessions.

DOOR PRIZE GIVEAWAY:

Thursday, September 21
Noon—12:15 p.m.

To conclude our exhibitor activities, door prizes from supporting vendors will be announced at this time. Since you must be present to win, you won't want to miss this event!

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| 5 Star Consultants, LLC | Infusion, LLC |
| Alternacare Infusion Pharmacy | Kansas Foundation for Medical Care |
| Amerigroup | KCI (Acelity) |
| AmeriHealth Caritas | Kansas Department of Health & Environment |
| AxelaCare Health Solutions | Kinnser Software |
| Axxess | McKesson |
| BKD, LLP | Pharmacare Health Specialists |
| Blue Cross Blue Shield of Kansas | PPS Plus Software |
| Clock Medical Supply | UnitedHealthcare |
| Coram CVS / Specialty Infusion Services | Via Christi Home Medical Infusion Pharmacy |
| Health Back Home Health | We Care Online |
| Homestyle Direct | |

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REGISTRATION INFORMATION

Ticket Pricing	Early Bird Member Price (by Aug 21)	Member Price after August 21	Non-Member Price
Pre-Conference, Tuesday, September 19 (3.2 CNE contact hours)	\$55	\$65	\$130
Wednesday Only, September 20 4 workshop sessions, lunch included (5.8 CNE contact hours)	\$160	\$185	\$370
Thursday Only, September 21 3 workshop sessions, lunch included (6.0 CNE contact hours)	\$160	\$185	\$370
2-Day Packet, September 20-21 7 workshop sessions, lunch included (11.8 CNE contact hours)	\$240	\$270	\$540
HH Aide Conference, Thursday, September 21 5 inservice credit hours, lunch included	\$90	\$100	\$200

SPLITTING REGISTRATIONS

One- and two-day registration packets may be split among multiple employees within your agency. When completing the online registration, select your ticket option with the first registrant, then choose to "ADD GUEST" and complete both the "Registrant Information" and "Workshop Selection" portions of the online registration form for the second registrant (skipping the ticket portion).

WORKSHOP SELECTION REQUIRED

Due to limited workshop classroom space, we require that each attendee select the specific workshop(s) he/she plans to attend. Registrations will be accepted on a first-come basis. Remember, midday workshops with luncheons are included in the price of each day's registration, but you must indicate your plans to attend with your online registration.

CONFIRMATION/INVOICE

Letter of confirmation with map link and an invoice will automatically be generated once you confirm your online registration. Credit cards cannot be accepted.

CANCELLATIONS

Refunds, less a \$25 processing fee, are available for cancellations received by September 12. No refunds will be given for cancellations received after September 12. No-shows will be held responsible for payment.

REGISTRATION MUST BE COMPLETED ONLINE... [CLICK HERE](#) to register.

REGISTRATION DEADLINE: TUESDAY, SEPTEMBER 5, 2017

HANDOUTS

Handouts will be made available online prior to the conference. **Each attendee will be responsible for printing and bringing their own handouts to each workshop.**

TRANSFERRING REGISTRATIONS

If necessary, registrations may be transferred to others within your agency. Change requests should be sent by email: kada@kshomecare.org. Replacements and transfers made after September 5 or at the Annual Meeting will be required to complete a special form at the registration desk.

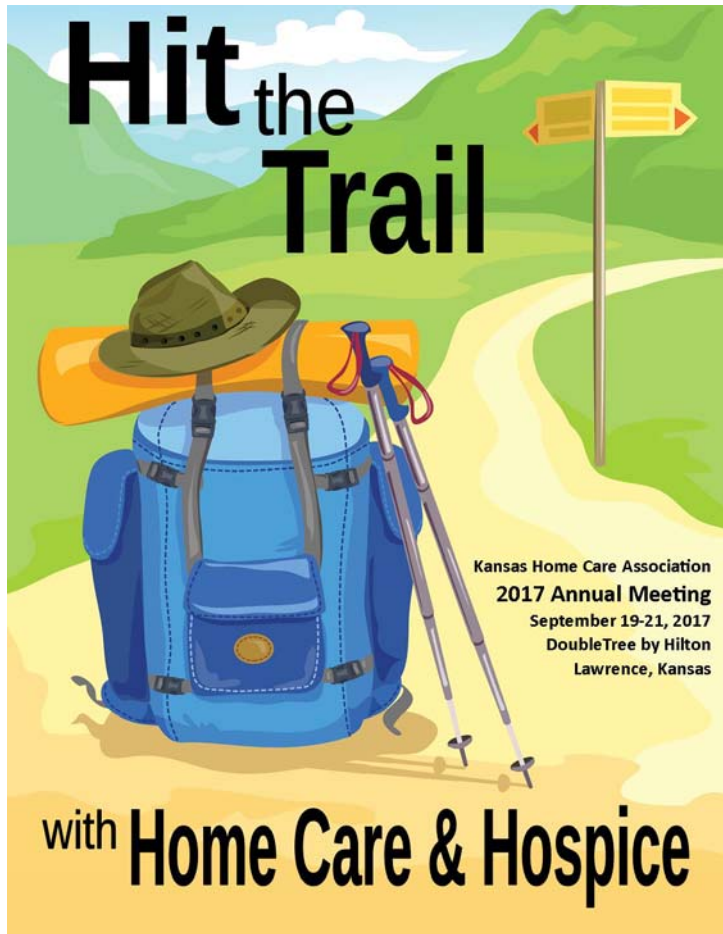
MONITORS

Monitors are needed to assist with the sign-in/certificate distribution process for each workshop. Please indicate on your registration if you are willing to help with a workshop for which you have registered to attend.

PROGRAM CONTENT - KHCA greatly appreciates the time and effort on the part of our speakers and vendors in providing information for our attendees. The Kansas Home Care Association feels an obligation to present the widest possible viewpoints represented in the home care and hospice arena. However, the participation of any speaker/vendor/product in our presentations does not constitute an endorsement by this association. As always, participants are advised to exercise diligence and/or seek further counsel in making any decisions that affect their business or the quality of services provided.



*Want to attend at the member rate,
but not yet a KHCA member?
Visit www.kshomecare.org for your
membership application and **join today!***



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