

**“Get Down”  
with Long-Term Care!**



**OANH**

**The Ohio Academy of Nursing Homes**

*Helping innovative long-term care  
professionals provide quality health care to Ohioans.*

# **The 2010 OANH Annual Convention & Trade Show October 20-22, 2010**

**Hilton Columbus at Easton  
3900 Chagrin Drive  
Columbus, Ohio 43219**

**Registration & Program Information**

**This registration brochure is sponsored by:**



# “Get Down” with Long-Term Care!

Welcome

Are you ready to grab your bell bottoms and tie dye shirts for the 70s-themed 46th OANH Annual Convention & Trade Show? Get in the groove as you experience great educational sessions, exciting social events and the chance to relax with old and new friends. Once again, we’ve created a schedule that will allow you to obtain up to 18 CEUs.



*New this year*—the OANH convention is going green! Instead of receiving paper handouts at the sessions you attend, you’ll find a flash drive in your bag with handouts for the entire convention. It’s a win for both the environment and attendees! Paper handouts will still be available for an additional charge.

*Get Funky!* At Wednesday’s General Session, you’ll laugh and learn how to deal with stress with speaker Stephen Douglas, PhD. Stephen has an active psychological practice and is known as “the funniest speaker in America on the serious subject of managing stress.” He has addressed more than 2,600 groups during the last 28 years and shares real life, yet humorous, illustrations. Steven’s speech “Cactus Rolling: Coping with Life’s Thorniest Problems” will have you feeling “all right” during the Annual Academy Business Luncheon. This event is sponsored by CompManagement, Inc., a Sedgwick CMS Co. and CompManagement Health Systems, Inc., a Sedgwick CMS Co. Eligible attendees will also cast their votes during the business portion of the luncheon in the annual Election of Directors.

After a full day of learning, are you ready to PARTY? Break out those old go-go boots at the “Disco Party” on the trade show floor! Our first evening of the trade show will include a complimentary bar, courtesy of Cooperative Health Partners, Ltd. It’s a great time to eat, drink and “get your groove on” with vendors that support the Academy.

*Let the good times roll!* Join your colleagues at 9 p.m. in the Hilton Sports Lounge for the “OANH Good Times ” Hospitality Gathering generously sponsored by Cummins, Krasik & Hohl and Geoffrey Webster of Chester Willcox & Saxbe, LLP. The Sports Lounge will be reserved exclusively for cool Academy cats, where you can enjoy snacks and drinks, shoot some pool or catch the game!

Thursday will once again feature informative educational sessions and a great roaming lunch, sponsored by Encore Rehabilitation Services. You’ll visit vendors in the exhibit hall while eating at various food stations. Don’t forget to get your prize card stamped to win some jing (money), as one lucky attendee will walk away with \$500 as the winner of the Grand Prize Drawing at 2 p.m.

On Thursday evening, similar to last year, you’re on your own! Here’s a great opportunity to explore Easton Town Center, which features first-class shopping and a wide variety of restaurants.

This year’s convention will conclude with author Barbara McVicker discussing “Seven Tips to Support and Market to the Sandwich Generation” Barbara is the author of *Stuck in the Middle...Shared Stories and Tips For Caregiving Your Elderly Parents* and has appeared in *The Wall Street Journal*, AARP, CNN, NPR NBC and more. This ending General Session, will give you techniques to market, educate and prepare families and staff for the emotions and needs of “Stuck in the Middle” adult children.

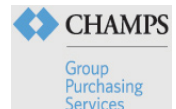
So, plan now to “GET DOWN” WITH LONG-TERM CARE” by looking through the registration brochure, generously sponsored by MobilexUSA, and choosing your sessions.



In closing, I would like to send out a special thank you to our hippest companies, the Academy’s Premier Partners, whose generous support makes all our endeavors possible, including this convention.

Peace out,

Victoria L. Gresh, CAE  
Executive Director



# 2010 Convention Schedule

Be There or Be Square

## Wednesday, October 20, 2010

7:30 – 9 a.m.	Registration/Breakfast
9 – 10:30 a.m.	Concurrent Educational Sessions
10:30 – 10:45 a.m.	Refreshment Break
10:45 a.m. – 12:15 p.m.	Concurrent Educational Sessions
12:15 – 1:45 p.m.	Academy Business Luncheon (including Election of Directors)
1:45 – 3:15 p.m.	Concurrent Educational Sessions
3:15 – 3:30 p.m.	Refreshment Break
3:30 – 5 p.m.	Concurrent Educational Sessions
5 – 7 p.m.	“Disco Party” in Exhibit Hall (featuring food, drinks and prizes)
9 p.m. – 12 Midnight	“OANH Good Times” Hospitality Gathering at Hilton Sports Lounge

## Thursday, October 21, 2010

7:30 – 9 a.m.	Registration/Breakfast
8 – 9 a.m.	Early Bird Educational Session
9 – 10:30 a.m.	Concurrent Educational Sessions
10:30 – 10:45 a.m.	Refreshment Break
10:45 a.m. – 12:15 p.m.	Concurrent Educational Sessions
12:15 – 2:15 p.m.	Roaming Lunch in Exhibit Hall
2 p.m.	Grand Prize Drawing in Hall
2:15 – 3:45 p.m.	Concurrent Educational Sessions
3:45 – 4 p.m.	Refreshment Break
4 – 5:30 p.m.	Concurrent Educational Sessions
5:30 p.m.	Evening on Your Own - Enjoy Easton!

## Friday, October 22, 2010

7:30 – 9 a.m.	Registration/Breakfast
8 – 9 a.m.	Early Bird Educational Session
9 – 10:30 a.m.	Concurrent Educational Sessions
10:30 – 10:45 a.m.	Refreshment Break
10:45 a.m. – 12:15 p.m.	General Session



# Wednesday, October 20, 2010

### 7:30 - 9 a.m.

Registration  
Continental Breakfast

Sponsored by:

McKesson Medical-Surgical

### 9 - 10:30 a.m.

Session 101: Rehabbing Your Rehab Center - How to Design Your Rehab to Better Serve the Boomer Generation

Session 102: MDS 3.0 Update - PART I

Session 103: New Frontiers in Medicaid Litigation: Federal Court Legal Challenges to State Medicaid Reimbursement Rates

Session 104: Pain in the Elderly

Lisa Cini

Patsy Strouse, RN  
Peter Lusenhop, Esq.  
Suzanne Scrutton, Esq.  
Matthew Smith, RN

### 10:30 - 10:45 a.m.

Morning Refreshment Break

Hamilton Insurance Agency

### 10:45 a.m. - 12:15 p.m.

Session 105: Long-Term Care Case Law Update

Session 106: MDS 3.0 Update - PART 2

Session 107: Don't Get Caught Out in Left Field - Cover Your Bases with Effective Event Reporting

Session 108: "Stayin' Alive:" Living with Heart Failure

Geoffrey Webster, Esq.  
Patsy Strouse, RN  
Joseph Zuccari  
Kenita Hill, LNHA  
Teresa Ballantine  
Heidi Trautwein, PharmD, RPh

### 12:15 - 1:45 p.m.

Academy Business Luncheon (including Election of Directors)  
"Cactus Rolling: Coping with Life's Thorniest Problems"

Speaker: Stephen Douglas, PhD

CompManagement, Inc., a  
Sedgwick CMS Company  
CompManagement Health  
Systems, Inc., a Sedgwick CMS  
Company

### 1:45 - 3:15 p.m.

Session 109: RACs

Session 110: Telemedicine: A Key Opening Doorways to New Revenue Opportunities

Session 111: Create a "Red Carpet" Admissions Process

Session 112: Hot Topics in Litigation and Risk Management - PART I

Harry Brown, Esq.  
William Johnson, Esq.  
Linda Saunders, LNHA  
Shelly Szarek-Skodny  
Warren Enders, Esq.  
Danny Newman, Esq.  
Tom Prislipsky, Esq.

### 3:15 - 3:30 p.m.

Afternoon Refreshment Break

Reminger Co., LPA

### 3:30 - 5 p.m.

Session 113: Three Proven Strategies for Reducing Property Taxes

Session 114: Therapy Partnership in 2010 - Success with MDS 3.0 and RUG IV

Session 115: HELP! I just Can't Get Them to Come to Activities!

Session 116: Hot Topics in Litigation and Risk Management - PART II

Nicholas Ray, Esq.  
Scott Ziance, Esq.  
Don Cook  
Rex Crosby  
Terri Odom, OTR/L, ACC, CDP  
Warren Enders, Esq.  
Danny Newman, Esq.  
Tom Prislipsky, Esq.

### 5 - 7 p.m.

Exhibit Hall Opens

"Disco Party" on Trade Show Floor (featuring food, drinks and prizes)

Cooperative Health  
Partners, Ltd.

### 9 p.m. - 12 Midnight

"OANH Good Times" Hospitality Gathering (featuring snacks, drinks and more)  
Social Event for Attendees and Exhibitors

Cummins, Krasik & Hohl  
Geoffrey Webster of Chester  
Willcox and Saxbe, LLP



# Thursday, October 21, 2010

7:30 - 9 a.m.

Registration  
Continental Breakfast

8 - 9 a.m.

Early Bird Educational Session  
Ethics for Health Care Professionals

9 - 10:30 a.m.

Session 201: Keep Your Facility Union Free!  
Session 202: The Latest with Medicare & Medicaid - What You Need to Know  
Session 203: MITS Implementation Update  
Session 204: Successful Conversion to the MDS 3.0 for Operational Professionals

10:30 - 10:45 a.m.

Morning Refreshment Break

10:45 a.m. - 12:15 p.m.

Session 205: Reimbursement Update Part I: "Say It Ain't So Joe...Say It Ain't So Revisited

Session 206: Ten Random Things You Absolutely Must Know for (Legal and Effective) Employee Management

Session 207: Don't Freak Out?! Ohio's Budget is Far From Groovy  
Session 208: Identifying Risk Factors for Vision Loss in the Elderly

12:15 - 2:15 p.m.

Roaming Lunch in Exhibit Hall  
\*Grand Prize Drawing at 2 p.m.

2:15 - 3:45 p.m.

Session 209: Reimbursement Update PART 2: Using Facility Historical Data to Improve and Assess Operations

Session 210: Fire Code Enforcement

Session 211: They did WHAT? - Workers' Comp War Stories: Abuse vs. Fraud

Session 212: Medication Risks

3:45 - 4 p.m.

Afternoon Refreshment Break

4 - 5:30 p.m.

Session 213: Saving Money by Managing Risk: Answers Architects and Contractors Won't Give You

Session 214: Revenue Cycle Management - Have a Plan

Session 215: Behavior Management - When Does the Risk Become Too Great?

Session 216: Life Safety Code Update

5:30 p.m.

Evening on your own—enjoy Easton! For more information go to [www.eastontowncenter.com](http://www.eastontowncenter.com)

Sponsored by:

Hamilton Insurance Agency

Linda Saunders, LNHA

Scott Salsbury, Esq.  
Cindy Dunne  
Jackie Fleener  
Leah Klusch, RN, BSN, FACHCA

OANH

Bert Cummins, CPA  
J. William Kutschbach  
Paula Reape, CPA, LNHA  
Pamela Krivda, Esq.

Chris Murray  
Dr. Andrew Feltz

Encore Rehabilitation Services

Bert Cummins, CPA  
J. William Kutschbach  
Paula Reape, CPA, LNHA  
Jeffrey Baucher  
Dr. David Kessler  
Barbara Peterson, RN

OANH

Kenneth Fisher, Jr., Esq.

Carolyn Lookabill  
Maureen Hendrick  
Laura Colliflower, OTR/L  
Brian Whitten



# Friday, October 22, 2010

7:30 - 9 a.m.

Registration  
Continental Breakfast

Sponsored by:

OANH

8 - 9 a.m.

Early Bird Educational Session  
LTC Best Practices, featuring Academy Award Winning Facilities (panel)

Moderator: Tom Schindler, RN

9 - 10:30 a.m.

Session 301: Your Ohio Nurse Practice Act: Something Old, Something New  
Session 302: Dealing with Difficult People

R. Wynne Simpkins, RN  
Linda Saunders, LNHA

10:30 - 10:45 a.m.

Morning Refreshment Break

OANH

10:45 a.m. - 12:15 p.m.

General Session  
Seven Tips to Support and Market to the Sandwich Generation

Barbara McVicker

12:15 p.m.

The 46th Annual OANH Convention & Trade Show concludes!

*The convention is "going green" this year! Instead of receiving paper handouts at individual educational sessions, each attendee will receive a flash drive with handouts for the entire convention. It's a win for both the environment and for attendees! Paper handouts will be available for an additional charge (see page 18).*

## Dig out your bell bottoms and be part of these "far out" social events!

**"Disco Party" in Exhibit Hall**

**Sponsored by: Cooperative Health Partners, Ltd.**

**Wednesday, October 20, 2010: 5 - 7 p.m.**

Be part of the OANH blast from the past - 70s style! You will be able to chill out with exhibitors while enjoying food and a complimentary bar. Don't forget about the prizes you can win—bring your prize card to get it stamped by participating vendors.

**"OANH Good Times" Hospitality Gathering**

**Sponsored by: Cummins, Krasik & Hohl**

**Sponsored by: Geoffrey Webster of Chester Willcox & Saxbe, LLP**

**Wednesday, October 20, 2010: 9 p.m. - Midnight**

Convention attendees are the hippest cats in town, and will have EXCLUSIVE use of the Hilton Sports Club during this groovy event. You can enjoy snacks and drinks or shoot some pool. Get funky with the Academy team!

**Roaming Lunch in Exhibit Hall**

**Sponsored by: Encore Rehabilitation Services**

**Thursday, October 21, 2010: 12:15 - 2:15 p.m.**

Get the skinny on the latest products and services while visiting with cool exhibitors. Be sure to have your prize card stamped by 2 p.m., when one lucky attendee will win \$500.

The Academy would like to thank the following sponsors of the 2010 OANH Annual Convention & Trade Show. The generous support of these companies enables the Academy to continue its efforts to promote and enhance the long-term care industry. These companies support YOUR Association!



Geoffrey Webster of Chester Willcox and Saxbe, LLP (PP)  
 "OANH Good Times" Hospitality Gathering, Wednesday, October 20



CompManagement, Inc., a Sedgwick CMS Company (PP)  
 CompManagement Health Systems, Inc., a Sedgwick CMS Company  
 Academy Luncheon, Wednesday, October 20



Cooperative Health Partners, Ltd. (PP)  
 "Disco Party" on Trade Show Floor, Wednesday, October 20



Cummins, Krasik & Hohl (PP)  
 "OANH Good Times" Hospitality Gathering, Wednesday, October 20



Encore Rehabilitation Services  
 Roaming Lunch in Exhibit Hall, Thursday, October 21



Hamilton Insurance Agency  
 Morning Refreshment Break, Wednesday, October 20  
 Breakfast, Thursday, October 21



Howard, Wershbale & Co. (PP)  
 Attendee Flash Drives



McKesson Medical-Surgical  
 Breakfast, Wednesday, October 20



Helping innovative long-term care professionals provide quality health care to Ohioans.

PP indicates this company is a 2010 Premier Partner of the Academy.



Midwest Radiology  
 Attendee Bags



MobilexUSA  
 Registration Brochure



Neace Lukens Insurance & Risk Management (PP)  
 Session and Room Guide



Omnicare Pharmacies of Ohio, Inc.  
 Lanyards



Reminger Co., LPA  
 Afternoon Refreshment Break, Wednesday, October 20

**Wednesday, October 20, 2010**  
**9 - 10:30 a.m.**

**Session 101**

**Rehabbing Your Rehab Center - How to Design Your Rehab to Better Serve the Boomer Generation**

Lisa M. Cini - Mosaic Design Studio

This presentation will focus on how to improve the design of an in-house rehab center to better serve clients. The needs of today's LTC clients are much different than those of long ago. Learn how to bring your rehab center up-to-date to serve today's baby boomer clients. Participants will leave with ideas they can implement immediately at their facility, along with long-term redesign options.

**Session 102**

**MDS 3.0 Update - PART I**

Patsy Strouse, RN - Ohio Department of Health

This session will provide detailed instruction on updates to the MDS 3.0 including the definitions and coding requirements; Care Area Assessments (CAAs); changes to the forms; submission; and comparison to the MDS 2.0.

**Session 103**

**New Frontiers in Medicaid Litigation: Federal Court Legal Challenges to State Medicaid Reimbursement Rates**

Peter Lusenhop, Esq. - Vorys, Sater, Seymour and Pease LLP

Suzanne Scrutton, Esq. - Vorys, Sater, Seymour and Pease LLP

Recent federal court decisions out of California have reopened the doors of the federal courts to challenges to state Medicaid reimbursement rates. This presentation will address the history of federal Medicaid challenges to state Medicaid programs, recent case developments and the resulting legal options Medicaid recipients and providers now have to challenge state Medicaid reimbursement rates.

**Session 104**

**Pain in the Elderly**

Matthew Smith, RN - In-House Hospice

This session is designed to increase knowledge of caring for pain in elderly residents and patients. The program will explain the importance of appropriately assessing pain, medications, and barriers to pain control. Additionally, the signs of pain and how to properly manage pain will be reviewed.





# Wednesday, October 20, 2010

## 10:45 a.m. - 12:15 p.m.

### Session 105

#### Long-Term Care Case Law Update

Geoffrey E. Webster, Esq. - Chester Willcox & Saxbe, LLP

Learn the latest changes and rulings surrounding issues that affect YOUR facility. This informative session will cover recent court decisions, the reasoning behind these decisions and how these may directly and indirectly affect your role in long-term care and your day-to-day operations. Understanding these latest changes and rulings can help you protect and run your facility.

### Session 106

#### MDS 3.0 Update - PART 2

Patsy Strouse, RN - Ohio Department of Health

*This is a continuation of Session 102.* This session will provide detailed instruction on updates to the MDS 3.0 including the definitions and coding requirements; Care Area Assessments (CAAs); changes to the forms; submission; and comparison to the MDS 2.0.

### Session 107

#### Don't Get Caught Out in Left Field - Cover Your Bases with Effective Event Reporting

Joseph Zuccari - Servarus Corp.

Kenita Hill, LNHA - Servarus Corp.

Teresa Ballantine - Servarus Corp.

This presentation will discuss ways to prevent being caught off-guard by a claim through effective event reporting. Long-term care facilities need to cover their bases by developing an effective event reporting policy; following up with staff compliance in completing incidents; analyzing facility events; and taking the necessary steps to prevent recurrence. This presentation will focus on embracing technology to proactively respond to an event instead of reacting to a claim.

### Session 108

#### "Stayin' Alive:" Living with Heart Failure

Heidi Trautwein, Pharm D, RPh

Heart failure is a complex pathophysiologic syndrome that has long been recognized as a leading cause of morbidity and mortality among our aging population. This program will address many aspects of the disease with emphasis on the long-term care environment. It will cover the pathophysiology of heart failure, including defining the difference between diastolic and systolic heart failure and their implications on ejection fraction; medication therapy used to decrease morbidity and mortality in heart failure; medications that should be avoided in heart failure and why; and medications for symptomatic relief of heart failure.

**12:15 - 1:45 p.m.**

#### **Academy Business Luncheon and Election of Directors** **"Cactus Rolling: Coping with Life's Thorniest Problems"**

**Keynote Speaker: Stephen Douglas, PhD**

Stress is part of everyday life, especially for those that work in health care. Join Stephen Douglas, PhD to learn how to laugh at life's problems and keep your stress level in check. Stephen has an active psychological practice and is known as "the funniest speaker in America on the serious subject of managing stress." He has addressed more than 2,600 groups during the last 28 years and shares real life, yet humorous illustrations. Steven's speech "Cactus Rolling: Coping with Life's Thorniest Problems" will help you learn to deal with stress and laugh about it!

**Luncheon registration is required for this event.**

**Election of Directors will occur during the luncheon and election results will be announced.**

**Wednesday, October 20, 2010**  
**1:45 - 3:15 p.m.**

**Session 109**

**RACs**

Harry Brown, Esq. - Benesch, Friedlander, Coplan & Aronoff

Recovery Audit Contractor (RAC) audits are real and coming your way! Understand what a RAC is and the potential financial impact it has, and what your rights are. This session will cover the who, what, where and when of RACs and teach you how to prepare your facility NOW.

**Session 110**

**Telemedicine: A Key Opening Doorways to New Revenue Opportunities**

William Johnson, Esq. - MedTrans Options LLC

Skilled nursing facilities face an especially daunting challenge bringing high quality, affordable caring services to all areas of the state for its residents, many suffering from multiple chronic conditions requiring daily management and coordination of medical services pursuant to care plans. Telemedicine can be a critical tool in opening doorways to new revenue.

**Session 111**

**Create a "Red Carpet" Admissions Process**

Linda Saunders, LNHA - Censolutions

Shelly Szarek-Skodny - Legacy Business Partners

Is your admissions process where you want it to be? Does it focus on the resident as a person and not a patient? Learn how to make your admissions process shine and become award-winning with this interactive program that is focused on customer service, accountability and referrals.

**Session 112**

**Hot Topics in Litigation and Risk Management - PART I**

Warren Enders, Esq. - Reminger Co., LPA

Danny Newman, Esq. - Reminger Co., LPA

Tom Prislipsky, Esq. - Reminger Co., LPA

This presentation will provide an update on hot topics in litigation and also provide risk management advice based on their experiences from their latest cases. It is intended to be interactive; thus, a variety of questions from the audience will be entertained and the presenters will provide practical legal advice as it relates to litigation and risk management topics in hopes of avoiding litigation.



**Wednesday, October 20, 2010**

**3:30 - 5 p.m.**

**Session 113**

**Three Proven Strategies for Reducing Property Taxes**

Nicholas Ray, Esq. - Vorys, Sater, Seymour and Pease LLP

Scott Ziance, Esq. - Vorys, Sater, Seymour and Pease LLP

Through both a toolbox approach and a case study approach, the presenters will demonstrate the value of three proven strategies for reducing property taxes in Ohio, including maximizing statutory exemptions, securing property tax abatements and reducing values.

**Session 114**

**Therapy Partnership in 2010 - Success with MDS 3.0 and RUG IV**

Don Cook - Encore Rehabilitation Services

Rex Crosby - Encore Rehabilitation Services

This session will address critical areas for therapy to assist your facility to financially succeed under RUG IV and MDS 3.0. Equally important will be the focus on the development of multi-disciplinary processes that reduce the RAC audit risk. These are two areas that will be instrumental in prospering under the new rules, and there needs to be a level of cooperation and seamlessness between disciplines that go beyond what previously has been.

**Session 115**

**HELP! I Just Can't Get Them to Come to Activities!**

Terri Odom, OTR/L, ACC, CDP - Therapy Alliance

This program will look at barriers to the geriatric client's participation in activities. But we won't stop there! The program will address how to overcome those barriers to increase participation by exploring and utilizing natural motivators as well as strategies to make your programs something your residents won't want to miss!

**Session 116**

**Hot Topics in Litigation and Risk Management - PART II**

Warren Enders, Esq. - Reminger Co., LPA

Danny Newman, Esq. - Reminger Co., LPA

Tom Prislipsky, Esq. - Reminger Co., LPA

*This is a continuation of Session 112.* This presentation will provide an update on hot topics in litigation and also provide risk management advice based on their experiences from their latest cases. The presentation is intended to be interactive; thus, a variety of questions from the audience will be entertained and the presenters will provide practical legal advice as it relates to litigation and risk management topics in hopes of avoiding litigation.

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**"OANH Good Times" Hospitality Gathering: 9 p.m. - 12 Midnight**

Academy attendees are the hippest cats in town, and will have EXCLUSIVE use of the Hilton Sports Club during this groovy event. You can enjoy snacks and drinks or shoot some pool. Get funky with the Academy team!

**Thursday, October 21, 2010**  
**8-9 a.m.**

**Early Bird Roundtable**

**Ethics for Health Care Professionals**

Linda Saunders, LNHA - Censolutions

This interactive program provides a solid introduction to the important role of ethics within today's workplace. It identifies the differences between ethics and morals and applies them to everyday situations. This program explores the most common business value myths and walks participants through decision-making steps that guide them to a higher level of leadership. Case studies are utilized to promote a high level of group integration and discussion.

**9 - 10:30 a.m.**

**Session 201**

**Keep Your Facility Union Free!**

Scott Salsbury, Esq. - Salsbury & Salsbury, LPA

Nursing facilities and other health care workplaces have everything that unions look for: large numbers of employees capable of paying monthly dues; employees performing demanding work that can create tension with management; and jobs that cannot be 'off-shored.' Once a union works itself in, it is virtually impossible to extract. The best strategy for health care employers is to focus on prevention; building the relationships and fostering a workplace environment that are adverse to union organizing. In this session, case studies and participant discussion are used to introduce and work with the best practices to deter union activity.

**Session 202**

**The Latest with Medicare & Medicaid - What You Need to Know**

Cindy Dunne - ECS Billing and Consulting, Inc.

Medicare and Medicaid are fluid programs with constant changes. It is essential for facilities to remain updated on the changes as they occur to remain competitive and compliant. This session will provide information on the most recent changes to the Medicare and Medicaid programs and how they will impact the skilled nursing community. The session will also provide practical solutions to deal with these changes.

**Session 203**

**MITs Implementation Update**

Jackie Fleener - Hewlett Packard Company

Ohio's Medicaid Information Technology System (MITs) is coming! Are you ready? This session will give the most up-to-date information about this new web-based system that is scheduled to launch in December 2010 and will change how providers will submit Medicaid claims.

**Session 204**

**Successful Conversion to the MDS 3.0 for Operational Professionals**

Leah Klusch, RN, BSN, FACHCA - The Alliance Training Center

As of October 1, 2010 facilities will be required to discontinue use of the MDS 2.0 and begin using the MDS 3.0. This change will have many implications for the daily operations of a facility. This class will give operational professionals (administrators, CEOs and COOs), clinical managers (DONs, ADONs, and nurse managers) and financial staff an update regarding issues that have arose since implementation.

**Thursday, October 21, 2010**  
**10:45 a.m. - 12:15 p.m.**

**Session 205**

**Reimbursement Update Part I: "Say It Ain't So Joe...Say It Ain't So Revisited**

Bert Cummins, CPA - Cummins, Krasik & Hohl

J. William Kutschbach - Howard, Wershbale & Co.

Paula Z. Reape, CPA, LNHA - Howard, Wershbale & Co.

H.B. 1 became effective on July 1, 2009, and we are now in the second year of the biennium that this legislation covers. This session will update and refresh participants as to what happens to a facility's Medicaid rate, effective for the period July 1, 2010 through June 30, 2011 (FY 2011). Examples will be provided of facilities at, under and over "price." Attendees will be able to ask questions about their individual facility situations and after attending will be able to review and understand their individual rate-setting calculations for FY 2011.

**Session 206**

**Ten Random Things You Absolutely Must Know for (Legal and Effective) Employee Management**

Pamela Krivda, Esq. - Chester Willcox & Saxbe, LLP

Do you understand all of the recent changes regarding employee rights and benefits? This session will present the latest changes, new laws and requirements. It will explain best practices in employee management and teach you how to avoid costly and time-consuming pitfalls. There will also be a question and answer period where you can present YOUR employee issues.

**Session 207**

**Don't Freak Out?! Ohio's Budget is Far From Groovy**

Chris Murray - The Ohio Academy of Nursing Homes, Inc.

This presentation will cover Ohio's budget, including the impending \$4 to \$8 billion dollar deficit and how this compares to other states. It will outline the path to the fiscal deficit and possible outcomes of the upcoming biennial budget process. The presentation will also include a look at federal reform and its potential impact on skilled nursing facility reimbursement and other policies.

**Session 208**

**Identifying Risk Factors for Vision Loss in the Elderly**

Dr. Andrew Feltz - OnSight Health Care

The attendee will receive information on common systemic conditions that can lead to vision loss. Discussion will include the latest diagnosis and treatment techniques.

**Hang out with cool exhibitors  
at the Roaming Lunch!**

**At 12:15 p.m., visit the Exhibit Hall and get your GROOVE on!  
This roaming lunch will offer lunch while you visit with hip  
exhibitors. Be sure to have your prize card stamped by 2 p.m.,  
when one lucky attendee will win \$500!**



**Thursday, October 21, 2010**  
**2:15 - 3:45 p.m.**

### **Session 209**

#### **Reimbursement Update PART 2: Using Facility Historical Data to Improve and Assess Operations**

Bert Cummins, CPA - Cummins, Krasik & Hohl

J. William Kutschbach - Howard, Wershbale & Co.

Paula Z. Reape, CPA, LNHA - Howard, Wershbale & Co.

*This is a continuation of Session 205.* With the severe lack of funding from government sources and the pressure placed upon long-term health care facilities to provide high quality care despite shrinking dollars, comparative data can identify opportunities and weaknesses which can translate into better results. This session will explore the power of benchmarking data and how to evaluate your facility's historical results (revenue, expense, census, FTE's, etc.) compared to your peers and competitors, leading to more informed decision making.

### **Session 210**

#### **Fire Code Enforcement**

Jeffrey Baucher - Ohio State Fire Marshal

This session will review the guidelines for people who smoke and focus on the most common things cited by the Fire Marshal. Learn how to develop an escape plan, practice that plan and get employee cooperation concerning fire drills. Attendees can bring issues from their own facilities for review.

### **Session 211**

#### **They did WHAT? - Workers' Comp War Stories: Abuse vs. Fraud**

Dr. David Kessler - CompManagement Health Systems, Inc., A Sedgwick CMS Company

Join Dr. David Kessler to learn what you can do to spot Workers' Compensation fraud and abuse. Dr. K has been on the "front line" of the Workers' Compensation war and he has the stories to prove it! He will share some of his most memorable experiences as a physician and explain what you can do to reduce possible fraud and abuse. During this session attendees will also learn how to prevent incidents, how to work with your MCO, and what you can and can't control when it comes to workers' comp.

### **Session 212**

#### **Medication Risks**

Barbara Peterson, RN - Risk Management Solutions

Medication mistakes are one of the most common facility citations and are often the cause of civil lawsuits. What is your facility doing to mitigate medication risks? This session will give you risk management techniques that you can immediately implement back at your facility. Learn tips that are critical to keeping your facility cite-free and your residents safe.



**Thursday, October 21, 2010**  
**4 - 5:30 p.m.**

**Session 213**

**Saving Money by Managing Risk: Answers Architects and Contractors Won't Give You**

Kenneth Fisher, Jr., Esq. - Chester Willcox & Saxbe, LLP

The success of a construction project ultimately hinges on effective management of numerous risks. Some risks are within the owner's control, some are not. And either by law or custom the owner must retain several of each. Through thoughtful risk management, however, an owner can build an on-time, on-budget, litigation-free project. This program will identify many of those risks and suggest effective strategies for managing them.

**Session 214**

**Revenue Cycle Management - Have a Plan**

Carolyn Lookabill - Richter and Associates

Maureen Hendrick - Richter and Associates

This session is for the administrator, owner, CFO or key financial personnel who may be involved with billing for services provided to residents in a SNF setting. Special emphasis will be placed on development of specific components of a plan that will offer a strategic approach to ongoing management of the Accounts Receivable process. With declining reimbursement and increasing scrutiny from compliance programs such as RAC, MIP, OIG, etc., operators will benefit from receiving the information, templates and strategies provided in this session.

**Session 215**

**Behavior Management - When Does the Risk Become Too Great?**

Laura Colliflower, OTR/L - Ohio CEUs

Long-term care settings are tasked with the care not only of a resident's physical well-being, but also that of their psychosocial well-being. The population served by long-term care centers has shifted over the years, bringing with it various new challenges, often in the form of behaviors. Facilities find themselves struggling to balance residents' rights and the safety of other residents when intervening with behaviors such as sexual inappropriateness, suspected alcohol or drug use, non-compliance with smoking policies, and physical aggression. That is where intervention and just as importantly documentation of interventions become key. This course will help facilities evaluate past interventions attempted, other interventions to try, and in the end when to evict because the risk has become too great.

**Session 216**

**Life Safety Code Update**

Brian Whitten - Ohio Department of Health

This session will update you on the most common life safety code citations and give specific examples of violations. Participants will be able to ask questions specific to their facilities.

**Friday, October 22, 2010**  
**8-9 a.m.**

**Early Bird Roundtable**  
**LTC Best Practices Panel**

Moderator Tom Schindler, RN - Strategic Nursing Systems

An attendee favorite returns! Learn from fellow LTC providers what makes for an award-winning facility. A panel consisting of Academy award winners will share their secrets to success. Come hear their strategies for making your facility stand out and share some of your own.

**9 - 10:30 a.m.**

**Session 301**

**Your Ohio Nurse Practice Act: Something Old, Something New**

R. Wynne Simpkins - RWS Education, LLC

This session will cover the Ohio Nurse Practice Act, including scope of practice, CE requirements, licensure requirements and IV therapy. The recent change to the scope of practice for IV therapy will also be covered. *Application has been made for contact hours in Category A.*

**Session 302**

**Dealing with Difficult People**

Linda Saunders, LNHA - Censolutions

This fast-paced and interactive workshop will enlighten participants with improved skills to deal with the most challenging of customers: patients, family members and coworkers. Participants will explore the four types of customers through identifying factors such as needs, communication styles, listening techniques and real examples.

**10:45 a.m. - 12:15 p.m.**

**General Session**

**Seven Tips to Support and Market to the Sandwich Generation**

Author Barbara McVicker

With more than 75 million individuals (2/3 are in the workplace) caring for elderly parents, these adult children want a lifeline. "Stuck in the Middle" of children, career and elderly parents, adult children need emotional support and information. This session will outline the dynamics of the adult child caregiver and primary decision maker. You will gain techniques to market, educate and prepare families and your staff for the emotions, needs and tips to support family caregivers.

About Barbara McVicker...

Barbara is an eldercare expert, consultant to Fortune 500 Companies and author of *Stuck in the Middle...Shared Stories and Tips For Caregiving Your Elderly Parents*. Barbara lives in Columbus, and is often seen in *The Wall Street Journal*, *AARP*, *CNN*, *NPR*, *NBC* and more.



# Hilton Columbus at Easton Hotel Room Reservations

The Hilton Columbus at Easton is located at 3900 Chagrin Dr., in Columbus, Ohio. Individuals should make reservations directly with the Hilton Columbus by calling 614/414-5000. Discounted rates may be available, mention Group Code: NUR and that you are with The Ohio Academy of Nursing Homes, Inc. The registration cut-off deadline is October 5, 2010.

Reservation requests must include check, money order or valid major credit card number equal to one (1) night's room rate, plus applicable occupancy tax, currently 16.75%. Upon receipt, this deposit will be applied to the first night of reservation. To assure accommodation availability, reservations and deposits should reach the hotel by October 5, 2010. Guaranteed reservations are held for arrival until midnight one day prior to the day of arrival. Deposits are refundable if the Hilton Columbus receives notice of cancellation by one day prior to. Check-in time is 3 p.m. Every effort will be made to accommodate guests arriving before check-in time. Luggage may be stored at the bell stand. Check-out time is 12 Noon. Parking is FREE. The Hilton Columbus at Easton is 100% smoke free.

## Directions

From the East: Take 70 West to 270 North. Exit at Easton (Exit 33). Turn left at top of the ramp to cross 270 on the Easton Bridge. You will be traveling on Easton Way. The Town Center is on your right after the next traffic light.

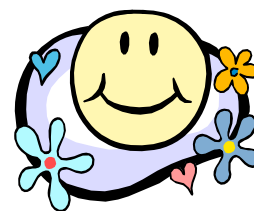
From the West: Take 70 East to 270 North. Exit at Easton (Exit 33). You will be traveling on Easton Way. The Town Center is on your right after the first traffic light.

From the North: Take 71 South to 270 South/East. Exit at Easton (Exit 33). You will be traveling on Easton Way. The Town Center is on your right after the next traffic light.

From the South: Take 71 North to 670 East. Take 270 North to Cleveland. Exit at Easton (Exit 33). Turn left at top of the ramp to cross 270 on the Easton Bridge. You will be traveling on Easton Way. The Town Center is on your right after the next traffic light.

## About Easton...

Opened in June 1999, Easton is a 1.7 million square-foot 'New Urban Retail' center. While at Easton you can wander down cobble walkways to the old-fashioned town square or discover treasures hidden away in dozens of exotic shops and boutiques. There are more than 100 shops, restaurants, clubs and entertainment sites. For more information about Easton visit [www.eastontowncenter.com](http://www.eastontowncenter.com).



**Nursing Home Administrators:** This convention has been approved for 18 hours of CEUs through the Ohio Board of Examiners of Nursing Home Administrators (BENHA).

**Nurses:** Any continuing education that has been approved by BENHA can be accepted by the Ohio Board of Nursing in the State of Ohio. An application for Session 301 to be approved for Category A contact hours is pending.

**Activity Professionals:** NCCAP approval is pending.

**Attorneys:** Supreme Court of Ohio approval is pending.

**Dietary Professionals:** CDR approval is pending.

**Occupational Therapists:** Occupational Therapy, Physical Therapy and Athletic Trainers Board approval is pending.

**Social Workers:** Counselor, Social Work and Marriage and Family Therapist Board approval is pending.



Each attendee will be provided with a three part CEU form at the convention. This form will be uniquely paper punched at the conclusion of each session. It is the attendee's responsibility to ensure their form is punched appropriately and turned into the registration desk upon their departure. Certificates will be mailed to the registration contact person listed on the registration form approximately three weeks after the convention.

### **Early Bird Registration (On or Before October 4, 2010)**

OANH Members:

\$229 for the first person from the facility

\$99 for each additional attendee from the facility

Non-members:

\$329 for the first person from the facility

\$229 for each additional attendee from the facility

### **General Registration (After October 4, 2010)**

OANH Members:

\$279 for the first person from the facility

\$149 for each additional attendee from the facility

Non-members:

\$379 for the first person from the facility

\$279 for each additional attendee from the facility

The convention is "going green" this year! Instead of receiving paper handouts at each individual educational session, all attendees will receive a flash drive with handouts for the entire convention. It's a win for both the environment and for attendees!

A binder containing printed copies of all individual handouts is available at a cost of \$50/each. It is recommended that you pre-order these binders if you would like the paper handouts. Only a limited number of binders will be available for on-site sales. Attendees that pre-order the binder will receive it at the registration desk.

**A binder containing printed copies of all individual handouts is available at a cost of \$50/each.**

Educational sessions, continental breakfasts, breaks, listed meals and social events are included in registration fees. See the registration insert to register or register online at [www.oanh.org](http://www.oanh.org). At [www.oanh.org](http://www.oanh.org) you can also print additional registration forms.

Walk-ins at the convention will be served on a first-come, first-served basis. All registrations must be accompanied by complete payment. Registrations received without payment will not be processed until the above condition is met.

**Cancellations:**

Cancellations received on or before October 11, 2010 entitle registrant to refund, minus a \$50 administrative fee. No refunds will be made after this date. Registered no-shows will be charged the full convention fee and refunds will not be given.

## Wednesday, October 20, 2010

### 9 - 10:30 a.m.

- Session 101: Rehabbing Your Rehab Center - How to Design Your Rehab to Better Serve the Boomer Generation
- Session 102: MDS 3.0 Update - PART I
- Session 103: New Frontiers in Medicaid Litigation: Federal Court Legal Challenges to State Medicaid Reimbursement Rates
- Session 104: Pain in the Elderly

### 10:45 a.m. - 12:15 p.m.

- Session 105: Long-Term Care Case Law Update
- Session 106: MDS 3.0 Update - PART 2
- Session 107: Don't Get Caught Out in Left Field: Cover Your Bases with Effective Event Reporting
- Session 108: "Stayin' Alive:" Living with Heart Failure

### 12:15 - 1:45 p.m.

- Keynote Speech:  
Cactus Rolling: Coping with Life's Thorniest Problems

### 1:45 - 3:15 p.m.

- Session 109: RACs
- Session 110: Telemedicine: A Key Opening Doorways to New Revenue Opportunities
- Session 111: Create a "Red Carpet" Admissions Process
- Session 112: Hot Topics in Litigation and Risk Management PART I

### 3:30 - 5 p.m.

- Session 113: Three Proven Strategies for Reducing Property Taxes
- Session 114: Therapy Partnership in 2010 - Success with MDS 3.0 and RUG IV
- Session 115: HELP! I just Can't Get Them to Come to Activities!
- Session 116: Hot Topics in Litigation and Risk Management PART II

## Thursday, October 21, 2010

### 8 - 9 a.m.

- Early Bird Education Session:  
Ethics for Health Care Professionals

### 9 - 10:30 a.m.

- Session 201: Keep Your Facility Union Free!
- Session 202: The Latest with Medicare & Medicaid - What You Need to Know
- Session 203: MITS Implementation Update
- Session 204: Successful Conversion to the MDS 3.0 for Operational Professionals

## Thursday cont.

### 10:45 a.m. - 12:15 p.m.

- Session 205: Reimbursement Update Part I: "Say It Ain't So Joe...Say It Ain't So Revisited
- Session 206: Ten Random Things You Absolutely Must Know for (Legal and Effective) Employee Management
- Session 207: Don't Freak Out?! Ohio's Budget is Far From Groovy
- Session 208: Identifying Risk Factors for Vision Loss in the Elderly

### 2:15 - 3:45 p.m.

- Session 209: Reimbursement Update PART 2 - Using Facility Historical Data to Improve and Assess Operations
- Session 210: Fire Code Enforcement
- Session 211: They did WHAT? - Workers' Comp War Stories: Abuse vs. Fraud
- Session 212: Medication Risks

### 4 - 5:30 p.m.

- Session 213: Saving Money by Managing Risk: Answers Architects and Contractors Won't Give You
- Session 214: Revenue Cycle Management - Have a Plan
- Session 215: Behavior Management - When Does the Risk Become Too Great?
- Session 216: Life Safety Code Update

## Friday, October 22, 2010

### 8 - 9 a.m.

- Early Bird Education Session:  
LTC Best Practices

### 9 - 10:30 a.m.

- Session 301: Your Ohio Nurse Practice Act: Something Old, Something New
- Session 302: Dealing with Difficult People

### 10:45 a.m. - 12:15 p.m.

- General Session: Seven Tips to Support and Market to the Sandwich Generation

### 12:15 p.m.

- The 46th Annual OANH Convention & Trade Show concludes—PEACE OUT!



**"Get Down" with Long-Term Care!**

2010 OANH Annual Convention & Trade Show

October 20-22, 2010



The Ohio Academy of Nursing Homes, Inc.  
Two Miranova Place, Ste. 390  
Columbus, OH 43215  
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