

# The New England Alliance

In Conjunction with District One  
of American College of Health Care Administrators

## New England Regional Winter Conference & Annual Meeting

Woodstock Inn & Resort

Wednesday, January 10, 2018 – Friday, January 12, 2018

9 CEUs for Administrators

Wednesday 6:30 PM

Welcome Cocktail Reception

Thursday 8:15 AM

Registration & Breakfast

Seminar 9:00 AM–12:00 PM

**LEGAL UPDATE - Foley & Lardner LLP “HOT TOPICS IN LONG TERM CARE”**

### **Making the Deal: Navigating SNF Transactions While Avoiding Traps for the Unwary**

Jon Gabriel, Special Counsel, Foley & Lardner

Hannah Zaitlin, Associate, Foley & Lardner

Clare Selden, Associate, Foley & Lardner

Larry Vernaglia, Partner, Foley & Lardner

This presentation will address the common steps and considerations involved in SNF transactions and identify certain traps and roadblocks dealmakers may encounter along the way. Specific topics will include:

- Preparing for transaction and due diligence
- Negotiating letters of intent and definitive agreements
- Managing the CHOW process
- Uncovering and addressing compliance problems
- Special considerations when private equity buyers are involved
- Real estate transfer pitfalls (e.g. negotiating with landlords; allocating responsibility for remedying defects identified by real property surveys and PCRs)
- Post-closing and other payor considerations

The session will conclude with an “Ask the Panel” session, giving the audience the opportunity to get their questions answered.

### **Reading the Tea Leaves: Recent Trends in Regulatory Enforcement of New England ALFs**

Kyle Faget, Special Counsel, Foley & Lardner

Clare Selden, Associate, Foley & Lardner

This session will walk through a case study of our recent Massachusetts EOEAs experience with a Massachusetts Senior Living Facility. We will explain how those items indicate broader trends in the EOEAs increasingly stringent enforcement of its regulations in Massachusetts, then identify and discuss other compliance survey issues that regulators in other New England states identify as most pressing in their respective jurisdictions.

### **Critical Considerations when Procuring Technology in Long Term Care and SNF Facilities**

Matt Karlyn, Partner, Foley & Lardner

This session will provide an overview of key considerations when embarking on purchasing technology within a Long Term Care or SNF setting. Topics will include:

- Technology trends impacting Long Term Care and SNF facilities
- Issues in technology procurement that arise repeatedly
- Customer perspectives vs. supplier perspectives
- Resolving critical technology issues
- Procuring technology efficiently and with reduced risk

**National Trends and Recent Enforcement Activity in the Long Term Care Industry**  
Torrey Young, Associate, Foley & Lardner

This session will cover LTC compliance issues and recent enforcement actions, including a discussion of the OIG's semiannual report to Congress that highlighted a potential uptick of abuse in nursing homes. We will discuss the increase in nursing home complaints, the referral of these cases from OIG to law enforcement officials, and CMS's reaction. We will also cover some of the landmark FCA settlements relating to nursing homes from 2017.

**3.0 C.E.U's**

**Thursday 12:00–1:00PM**

**Buffet Luncheon**

**Thursday 1:00– 4:00PM**

***Seminar: "Medicare Changes for the Administrator: How Quality, Value and A New Payment System Impact Your Bottom Line."***

Speaker: Maureen McCarthy, RN, BS, RAC-MT, QCP-MT from Celtic Consulting, LLC She is the President and CEO and founder of Care Transitions, LLP, a post discharge care management service provider. McCarthy is also the creator of the McCarthy Method, a documentation improvement system for ADL coding.

This program will help guide attendees through new healthcare reform efforts and alternate payment methods, as CMS moves away from a resource utilization reimbursement system. Specifically, SNF VBP and SNF QRP programs, and how these new programs will influence nursing documentation and Quality Reporting.

Session Objectives: 1. Attendees will learn which measure is currently utilized for value based purchasing; 2. Attendees will be able to also explain the 3 quality based measures effecting 2018 Medicare rates; 3. Review of various federal programs, what each program measures, and how it is measured; 4. Preparation for the shift to an episode based payment system, and how to be successful post-shift; 5. Explain the new case mix methodology of resident classification system (RCS); 6. Explain new ADL scoring, clinical classification categories and groupings call "condition categories".

**3.0 C.E.U's**

**Thursday 4:15 PM**

**New England Alliance Regional Meeting**

**Thursday 5:30 PM**

**Cocktail Reception.**

**Friday 8:15 AM**

**Registration & Breakfast**

**Seminar 9:00 AM-12:00 PM**

***Seminar: "Developing a Five Star Leadership Team"***

***Speaker: Ralph Peterson, Ralph Peterson, LLC, Efficiency Expert, Business Development, Management Training and Development, Columnist and Author.***

Developing a Five Star Leadership Team is the key to achieving the goals of your long-term care community both in terms of quality care and top notch service. Do you want to learn how to build a team that is dedicated, motivated, focused, responsive and ready to tackle any problem that arises in your facility? Whether it's your first time stepping into a leadership role or you're a seasoned professional, this seminar will introduce a variety of leadership tools and strategies for building your team and ensuring the health and well-being of those you serve.

**3.0 C.E.U.'s**

**Conference adjourns at noon**

**Thank you for your support.**



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**Winter New England Regional Conference & Annual Meeting**

*Woodstock Inn & Resort*

*Fourteen The Green*

*Woodstock, VT 05091*

*Wednesday, January 10, 2018 - Friday, January 12, 2018*

**Future Dates for Conferences 2018**

**Spring Regional Conference at Newport Harbor Hotel & Marina May 23 – 25**

**Fall Regional Conference at the Portland Regency Hotel Sept. 26 - 28**

**REGISTER IN ADVANCE TO GET THE BEST RATE – One Registration per Individual**

Name:	NHA License #:	State:	
Facility Name:	email address:		
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City, State, Zip	Credit Card No.: M/C Visa AMEX (please print clearly)		
CC Expir. Date <b>and</b> three or four digit code	ZIP(where the bill goes)		
Signature:			
Please make check payable and mail to: <b><u>“New England Alliance”</u></b> Oriol Health Care Attn: Robert G. Oriol 52 Boyden Road, Suite 205 Holden, MA 01520			
		In Advance	On Site
	All 3 Seminars	\$185	\$250
	Thursday AM Seminar	\$80	\$105
	Thursday PM Seminar	\$80	\$105
	Friday Seminar	\$80	\$105
Guest/Spouse (breakfast/lunch/2 receptions)		\$125	
<b><i>please circle</i></b>			
<i>Room reservations are made separately by calling 1.800.448.7900 or visiting <a href="http://www.woodstockinn.com">www.woodstockinn.com</a>,</i>			

Conference price includes cocktail receptions, deluxe continental breakfast both mornings, and a buffet lunch on Thursday. Rooms are \$225.00/night plus taxes. For Directions and to make Room Reservations please call the Woodstock Inn & Resort directly at 1.800.448.7900, or visiting [www.woodstockinn.com](http://www.woodstockinn.com). Please be mindful of the **December 23, 2017** deadline for reservations. For additional information please email Bob Oriol at [roriol@oriolhealthcare.com](mailto:roriol@oriolhealthcare.com) or call 508.829.1198 or Angie Belland (Mallozzi), email: [abelland@oriolhealthcare.com](mailto:abelland@oriolhealthcare.com) or call 508.981.9182