

ZIMMET HEALTHCARE SERVICES GROUP

WEBINAR

2023 Signature  
Education Series

STRATEGIES FOR  
SUCCESSFUL CHANGE



[www.zhealthcare.com](http://www.zhealthcare.com)

Zimmet Healthcare is pleased to announce our 2023 online Signature Education Series. The theme of this series focuses on risk mitigation in the delivery of quality resident care while ensuring accurate and compliant reimbursement. This theme will be accomplished while preparing for the significant changes that will result from the new Minimum Data Set 3.0 v.1.18.11!

We begin the Signature Education Series in January 2023 with “Litigation Mitigation,” which will discuss the facility’s risks and best practices to avoid or mitigate undesirable outcomes. Other highlights include preparing for the end of the COVID-19 Public Health Emergency, strategies to prevent rehospitalization, and achieving preferred provider status with referrers. We will focus on survey preparedness and strategies for avoiding negative survey outcomes, as well as responding to Target, Probe, and Educate audits. With staffing as an ongoing nationwide concern, we will explore the use of data and technology to improve staff efficiency, as well as the CMS Minimum Staffing mandates.

With a new Minimum Data Set version becoming effective in October 2023, the impact on Five-Star and QAPI will be discussed, along with the FY 2024 SNF Final Rule. Financial leaders will gain insight into understanding cost centers and applying the information in the facility’s daily operation.

Access to the series is “subscription-based,” whereby a one-time fee gives staff access to all programs, including unlimited replays. There is no need to pay for multiple programs throughout the year. Our Signature Series is the most economical and convenient way for your entire staff to stay on top of the ongoing changes impacting post-acute care. Participants earn valuable education credits\* (for Administrators and CPAs\*\*) for every “live” session they attend. While each program covers specific subject matter, the Series adheres to the principle of accretive learning - each session enhances concepts covered in preceding lessons. Please join Zimmet Healthcare’s Signature Education Series as we explore today’s clear priority - the integrated convergence of care, quality, and payment in our industry.

## Mark your calendar as you won’t want to miss a single session!

The Signature Education Series annual subscription fee is \$750 per facility for up to 3 registered participants per webinar for an exceptional educational experience. While registration for individuals not covered by a subscription is available for \$95 per webinar, capacity is limited and subscribing facilities are granted priority access to the programs. Please visit <https://www.zhealthcare.com/events/> to register, or email [info@zhealthcare](mailto:info@zhealthcare) with any questions.

\* 1 CEU or CPA credit will be awarded to the participant that LOGGED IN WITH THE EMAIL USED TO REGISTER FOR EACH WEBINAR. Additional persons who are VIEWING the presentation but NOT LOGGED IN WITH A REGISTERED EMAIL CANNOT receive credit, per NAB and NJ State Board of Accountancy guidelines. Replays do not earn credits.

\*\* Zimmet Healthcare Services Group, LLC is a New Jersey State Board of Accountancy CPE sponsor. CPA registrants should contact their governing agency to determine if these courses will qualify towards their CPE requirements.

# 2023

## Signature Education Series

**JANUARY** Thursday, Jan. 26, 2023 | 1:00-2:00 pm EST

### Litigation Mitigation - Let's Get Real

Presented by: Steven Littlehale / Marie Infante

Tired of being told to "document document document?" What lies beyond the typical advice to avoid litigation? What practical issues will create a more favorable care and work environment for residents, families, and caregivers alike? This session will discuss real-world examples and practical suggestions that can be implemented at the facility level to increase trust and transparency and create the facility you want to work in or recommend to others.

**FEBRUARY** Wednesday, Feb. 15, 2023 | 1:00-2:00 pm EST

### Back to "Normal?" Preparing for the End of the PHE

Presented by: Alicia Cantinieri

In March of 2020, we never expected to be in a Public Health Emergency (PHE) three years later. While it may not feel that way, the COVID-19 PHE declaration will eventually end, and we will get back to normal, or more appropriately, the new normal. As of now, it is anticipated to continue through April 2023, and time will tell if HHS authorizes another extension. The pre-pandemic qualifying hospital stay requirement will return and will not include observation days. RAC and other audits are a when, not if, and are expected to increase on waiver claims. This session will guide the new and current facility teams in preparing for returning to pre-COVID guidelines.

**MARCH** Thursday, March 9, 2023 | 1:00-2:00 pm EST

### How to Prevent Rehospitalizations and Achieve Preferred Provider Status

Presented by: Amy Greer

The Centers for Medicare & Medicaid Services has implemented several readmission measures for hospitals and skilled nursing facilities. These programs can, directly and indirectly, affect the facility's reimbursement and reputation. Readmission to hospitals is also factored into the CMS Five-Star Quality Rating System, which is publicly reported. This presentation will discuss strategies to prevent rehospitalizations pre and post-discharge and avoid financial penalties.

**APRIL** Wednesday, April 19, 2023 | 1:00-2:00 pm EST

### It's Important to Know What We Don't Know: Understanding Our Cost Centers

Presented by: Ari Stawis

With the double whammy of inflation and COVID-driven staffing costs impacting providers nationwide, this session will provide context and strategies to ride out the storm. The webinar will focus on describing the cost centers for a facility and discussing the importance of having real-time data to assist in daily operations. The discussion will center on comparative data sources, the arbitrage equation, the struggles of comparing across geographic regions, and how to use data to improve operations. This session will also touch on the effect of data (and its distortion) on the transaction market and ongoing operations.

**MAY** Wednesday, May 24, 2023 | 1:00-2:00 pm EST

### The Case for Case Management as a Team Sport

Presented by: Alicia Cantinieri

It is no secret that reimbursement from Medicare Advantage is significantly less than Medicare FFS PDP for residents with similar acuity. In many facilities, communication with Medicare Advantage is assigned as an additional duty to the MDS Coordinator, who is already juggling many tasks and has limited instruction on exactly what is involved in case management. As national enrollment in Medicare Advantage continues to grow, the way facilities handle case management needs to evolve. This webinar will focus on case management strategies to ensure effective communication with Medicare Advantage providers and reduce claim denials.

**JUNE** Wednesday, June 7, 2023 | 1:00-2:00 pm EST

### Annual Survey and Recertification Management: How to Avoid SFF Status

Presented by: Melanie Tribe-Scott / Amy Greer

The Centers for Medicare & Medicaid Services intends to increase its oversight and scrutiny of skilled nursing facilities in its Special Focus Facility (SFF) program. This session will assist your team in preparation for the survey process to optimize outcomes and health inspection ratings. In addition, strategies and best practices will be discussed to maintain regulatory compliance. This informative webinar will help you understand how to avoid the special focus facility list.

**JULY** Wednesday, July 12, 2023 | 1:00-2:00 pm EST

### CMS Staffing Minimums

Presented by: Steven Littlehale

Why is there so much attention on nursing home staffing? Staffing quantity and quality have been under extreme scrutiny over the last few years culminating in new federal and state requirements. This webinar reviews these new requirements and the literature that led to these requirements. Also, strategies for meeting these requirements and expected outcomes are reviewed.

**SEPTEMBER** Wednesday, Sept. 20, 2023 | 1:00-2:00 pm EST

### The FY 2024 SNF Final Rule - Changes Ahead!

Presented by: Michael Sciacca / Alicia Cantinieri

Have you read the entire SNF FY 2024 Final Rule? Have no fear; we did! With a new version of the MDS becoming effective in October 2023, many changes are coming in reimbursement and quality initiatives. Data collection for new QRP measures will begin. New measures are likely to be finalized and proposed. Also, with every SNF FY Final Rule comes changes in Medicare rates. This session will highlight the changes for FY 2024 to ensure your team is prepared.

**OCTOBER** Wednesday, Oct. 11, 2023 | 1:00-2:00 pm EST

### Rising Stars: Update on the Five-Star Program

Presented by: Melanie Tribe-Scott / Amy Greer

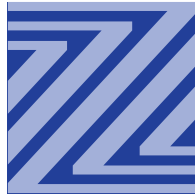
Five-Star continues to evolve, challenging both consumers and providers. Although it continues to morph, you must achieve your Five-Star goals to remain competitive in your marketplace and attract residents and staff. The Centers for Medicare & Medicaid Services promised to update the Five-Star rating system every six months. Additionally, the industry is waiting to see how the new MDS V1.18.11 will affect the rating system. What do these changes mean for your organization, and what can you do to improve your star rating? This webinar offers a refresher on Five Star as well as reviews the most recent changes, and offers strategies for success.

**NOVEMBER** Wednesday, Nov. 1, 2023 | 1:00-2:00 pm EST**Doing More with Less: Use of Data and Technology to Accelerate Staff Efficiency****Presented by: Vincent Fedele**

Staffing challenges have never been more significant. These challenges have advanced the acceptance and use of technology and data to accomplish workforce efficiency. Despite this evolution, “technology fatigue” and “data overload” continue to pose operational threats to the very goals these tools aim to achieve. This session will provide direction on utilizing technology and data best to eliminate redundancies, create scale and reduce inefficiencies to maximize staff productivity.

**DECEMBER** Wednesday, Dec. 6, 2023 | 1:00-2:00 pm EST**Spilling the “Tea” on TPE****Presented by: Alicia Cantinieri / Tracey Weiss**

The CMS Target Probe and Education (TPE) program is designed to help providers and suppliers reduce claim denials through one-on-one help. When you are invited to this education session, it’s not a party; tea and crumpets will not be served. This presentation will help you improve accuracy and documentation in the specific areas of focus identified in the TPE program including how to avoid claim denial.

[www.zhealthcare.com](http://www.zhealthcare.com)

## A FULL YEAR OF WEBINARS AT ONE LOW PRICE REGISTER TODAY!

Please register online at [www.zhealthcare.com](http://www.zhealthcare.com)

**Facility Subscription:** Fee \$750

Entire series for up to 3 email registered\* participants per webinar, with unlimited replays.

**Prepaid Subscription:** Many clients of Zimmet Healthcare have this incorporated into their monthly contract. Please contact the Zimmet Healthcare office via email ([info@zhealthcare.com](mailto:info@zhealthcare.com)) with any questions.

**Individual Registration:** Fee \$95 per email registration.

\*1 CEU or CPA credit will be awarded to the participant that LOGGED IN WITH THE EMAIL USED TO REGISTER FOR EACH WEBINAR. Additional persons who are VIEWING the presentation but NOT LOGGED IN WITH A REGISTERED EMAIL CANNOT receive credit, per NAB and NJ State Board of Accountancy guidelines. Replays do not earn credits.