



**Dixon Healthcare Solutions, Inc.**

PRESENTS



*Successful*  
**Home Health**  
*Transformation*  
**Are You Ready for PDGM?**

A Comprehensive Seminar for Home Health Agencies

December 5th and 6th, 2019

**Bally's Las Vegas**

Las Vegas, Nevada

Approved for up to 10 hours of  
Home Health Administrator  
Continuing Education

by Texas Department of Health  
and Human Services

Approved for up to 10 hours  
of Continuing Nursing Education

Nursing Education Activity is co-provided by  
Dixon Healthcare Solutions, Inc. and Corexcel.  
Corexcel is accredited as a provider of Continuing Nursing  
Education by the American Nurses Credentialing Center's  
Commission on Accreditation

## SPEAKERS

**Richard K. Dixon** President and CEO of Dixon Healthcare Solutions, Inc., a national healthcare consulting firm specializing in Home Health and Hospice. His experience includes operations & financial management consulting, budgeting, preparation of Medicare and Medicaid Cost Reports. Mr. Dixon has 25-plus years of experience in healthcare, including VP of Finance for home health agencies with annual revenues in excess of \$30 million. He is a sought after speaker at state and national association meetings. Thousands of people have attended his seminar presentations.

**J'non Griffin RN, MHA, HCS-D, BCCH-C, COS-C, WCC** is a 26 year veteran of home care and is an AHIMA approved ICD-10-CM trainer/ambassador. She has experience as a field nurse, director and executive with home health and hospice companies, both large and small. She has served as Director of Staff Development and Appeals for home health and hospice companies. She has taken part in mock surveys for companies and prepared them for accreditation. She has been directly involved in accreditation surveys, acquisitions and many regulatory crises with state survey agencies and the intermediary. J'non currently is the Principal with Home Health Solutions, LLC, a consulting company for home health and hospice. She is a frequent contributor, along with an expert on Beacon's Ask an Expert Panel. She has published two books and has also been a contributor to Decision Health Publication, The Diagnosis Coding Pro, and Eli's Newsletter. J'non is a nationally recognized speaker at state and national association meetings.

**Meaghan McCormick** is an Associate Attorney in Liles Parker's Washington, DC office where she concentrates her practice in the area of health care regulatory compliance. Meaghan has experience with auditing claims, identifying deficiencies, and assisting clients in improving their documentation. She also assists providers with creating and implementing effective compliance plans. Meaghan has assisted Home Health Agencies, Hospices, Dentists, DME providers, and community mental health centers across the country.

**Cheryl Peltekis, RN** is an infectious leader in the Home Health and Hospice Industry. In 1995, Cheryl opened and built and ran, from the ground up, a multi-million dollar Medicare Certified and JACHO accredited Home Health and Hospice for over 20 years deficiency free! Cheryl is the rare clinician who "gets" sales and business development. Author of "The Five Steps to Sales Success", "Super Hero Customer Service", and 5 Step High Performance Selling Manual". Cheryl was also the host of a radio weekly talk show, "Health Matters" and developed multiple diseases management programs. She was awarded "Sales Manager of the Year" by Playmaker CRM in 2013. Since 2013, Cheryl opened her consulting business, Penta Care consulting and was quickly acquired by Home Care Sales by Power Shot training where she is the only RN partner with operational experience. Cheryl is also the sales manager for organizations throughout the country.

**Donna Floyd, RN, BSN** has been a Registered Nurse for over twenty-seven years and has extensive health care experience in management of national, regional and start-up organizations, including home health agencies. She is accomplished in the areas of program and policy development, staff education and competency development. Donna's broad span of experience ranges from successfully holding positions as Agency Administrator, Clinical Nurse Manager, and corporate VP of Program Development to leading organizations in successfully achieving growth and national accreditation. She has provided leadership in the Home Care Association of Colorado as a liaison to the Department of Public Health survey department and served as a member of the Education Committee. Donna has extensive experience with home health agencies and licensure rules in multiple states as well as having contacts in a variety of state departments of health.

**Cory Mertz**, is the Managing Partner for Mertz-Taggart a leading Healthcare M&A Firm. He has a track record of successful transactions within the rapidly changing healthcare industry. Coupled with a wide variety of business experience including business development and operations management, Cory's skill set has helped many healthcare entrepreneurs realize their exit planning goals. In 2006, Cory joined Stoneridge Partners, an M&A advisory firm that specializes in home care and hospice, as a dealmaker. While at Stoneridge, Cory had the opportunity to forge relationships with several industry leaders and private equity groups, having closed over 50 healthcare transactions, nationally. Cory has been an invited speaker at several regional and national healthcare conferences on topics ranging from maximizing value for your company to the processes and pitfalls of selling a healthcare company.

# Successful Home Health Transformation

## Comprehensive Seminar for Home Health Agencies

### Home Health Program Outline

Time	Thursday, December 5th	Speaker
7:00 – 8:00	Registration & Continental Breakfast	
8:00 – 9:15	<b>Final Medicare PDGM Update</b> <ul style="list-style-type: none"> <li>Review of PDGM Model including the final changes</li> <li>Impact on Home Health Agencies and cash flow</li> </ul>	Richard Dixon
9:15 – 10:30	<b>Coding &amp; Oasis under PDGM</b> <ul style="list-style-type: none"> <li>Identify the coding &amp; OASIS importance under PDGM</li> <li>Discuss how slight variances in coding &amp; OASIS changes impact reimbursement</li> </ul>	J'non Griffin
10:30 – 10:45	Break	
10:45 – 12:00	<b>Key Marketing &amp; Sales Strategies to Succeed under PDGM</b> <ul style="list-style-type: none"> <li>Understand mix of providers and types of patient referrals necessary for success</li> <li>Strategically position your agency through relationships and partnerships</li> </ul>	Cheryl Peltekis
12:00 – 1:15	<b>Home Health Legal Issues for PDGM</b> <ul style="list-style-type: none"> <li>How to address multiple legal issues created by PDGM payment system</li> <li>Review Choice Demonstration Project &amp; other home health audit initiatives</li> </ul>	Meaghan McCormick
1:15 – 4:00	Individual Consultation with Speakers – (Optional)	
<b>Friday, December 6th</b>		
7:00 – 8:00	Continental Breakfast	
8:00 – 9:15	<b>PDGM – Rest of the Story of Successful Operational Changes</b> <ul style="list-style-type: none"> <li>Understand key organization areas impact PDGM success</li> <li>How to implement &amp; monitor changes to key areas</li> </ul>	Donna Floyd
9:15 – 10:45	<b>Process Management Changes and PDGM</b> <ul style="list-style-type: none"> <li>Different operational processes necessary to succeed under PDGM</li> <li>Discuss different pay options to consider for PDGM</li> </ul>	J'non Griffin
10:45 – 11:00	Break	
11:00 – 12:15	<b>PDGM Impact on Mergers &amp; Acquisitions and your Agency</b> <ul style="list-style-type: none"> <li>Impact on your home health agency value and cash flow</li> <li>Discuss the best options for your agency (buy, sell, merger, hold?)</li> </ul>	Cory Mertz
12:15 – 1:30	<b>Appropriate Care Planning Under PDGM</b> <ul style="list-style-type: none"> <li>Identify shared resources to consider under PDGM</li> <li>Identify major components &amp; defensive documentation you need for compliance</li> </ul>	J'non Griffin
1:30 – 4:00	Individual Consultation with Speakers – (Optional)	

Stay Current on Home Health Issues  
Sign up for our free email updates  
To sign up just send an email to:  
Margaret@dixonhsi.com

### CANCELLATIONS

Cancellations must be in writing to qualify for a refund. Cancellations received prior to October 15, 2019 will be assessed a \$100 cancellation fee. Cancellations after that date will receive a credit toward a future workshop. You may always substitute registrants without penalty.

We are presenting a  
Hospice Seminar in Las Vegas  
December 5th – 6th, 2019  
Successful Hospice Transformation  
A comprehensive two-day seminar  
for Hospices

### Why Pay High Fees to Have Your Medicare Cost Report Prepared?

The Medicare Cost Report is required for all Medicare Certified Home Health Agencies. CMS utilizes Medicare Cost Reports to adjust and rebase future Medicare Payment Rates. Failure to complete the cost report correctly could lead to a potential reduction in overall Medicare Payment Rates for all Home Health Agencies. The new PDGM Home Health Payment system does not allow separate billing for Non-Routine Medical Supplies. One of the primary reasons is due to home health agencies not billing for allowable Medical Supplies and reporting that on the Medicare Cost Reports.

Dixon Healthcare Solutions, Inc. provides the best Annual Cost Report Preparation Package for Home Health Agencies. The Package includes preparation of the Medicare Cost Report and the Financial Statements. This is a Flat Fee Package. You will not be nicked and dined for additional fees! Our cost report clients also receive unlimited 15-minute telephone consulting during the year.

We provide all of these services for  
a flat fee of only \$1,895

Ask about our  
\$300 Early Bird Discount!

For more information, call (321) 473-8561  
or go to our website [www.dixonhsi.com](http://www.dixonhsi.com)

# REGISTRATION FORM

## *Successful Home Health Transformation*

A Comprehensive Seminar for Home Health Agencies  
Space is limited so it is important to register early.

Payment	1st Person	All Others
Paid by September 15, 2019	\$799	\$699
Paid by October 15, 2019	\$899	\$799
Paid after October 16, 2019	\$999	\$899
Attendee	Attendee Name (Please Print)	
1		
2		
3		
4		
Total Amount Due		
Agency Name		
Agency Contact Person		
Address		
City		
State	ZIP	
Phone		
FAX		
Email		
Method of Payment	<input type="checkbox"/> Check <input type="checkbox"/> Amex <input type="checkbox"/> VISA <input type="checkbox"/> MasterCard <input type="checkbox"/> Discover	
<b>Please complete the information below if paying by credit card</b>		
Card Number		
Expiration Date	Security Code	
Name on Credit Card		
Billing Address		
City		
State	ZIP	
Phone	FAX	
Email		
<p align="center"><b>Cancellations</b></p> <p>Cancellations received prior to October 15, 2019 will be subject to a \$100 cancellation fee. Cancellations after October 15, 2019 will receive a credit toward a future Dixon Healthcare Solutions, Inc., workshop. You may substitute registrants without penalty. If paying by check, please make the check payable to:</p> <p align="center">Dixon Healthcare Solutions, Inc. and mail check to: 279 Abernathy Circle SE Palm Bay, FL 32909</p> <p align="center">Fax Registration Form to (888) 445-3965 For more information please call (321) 394-5993 and ask for Margaret.</p>		

## WHO SHOULD ATTEND

Administrators, Directors of Nursing, Chief Financial Officers, Quality Managers, other Managers, Nursing Supervisors, Managers, Nurses, Accountants, Therapists, Marketers, and other Home Health Personnel.

## WHY SHOULD YOU ATTEND THIS SEMINAR

This is a comprehensive and intensive two-day workshop. Review the program outline to see a list of topics. Attendees will receive comprehensive handouts and electronic media which they will take home as a valuable resource to benefit their agency. Attendees have the opportunity to meet one-on-one with the speakers to ask specific questions. This will be the best workshop you and your colleagues attend this year.

## HOW TO REGISTER

Return the completed registration form with your payment. If you are paying by credit card, you may fax it to us at (888) 445-3965. You may also email the registration form to Margaret@dixonhsi.com. Upon receipt of your paid registration, we will send a confirmation letter via email to you. Please remember to include your email address on the registration form. Space is limited! It is important that you register early. For further information or assistance, please call (321) 394-5993 and ask for Margaret. If paying by check please mail to:

**DIXON HEALTHCARE SOLUTIONS, INC.**  
**279 ABERNATHY CIRCLE, PALM BAY, FL 32909**

## CONTINUING EDUCATION CREDIT

This seminar has been approved for up to 10 hours of Home Health Administrator Continuing Education and up to 10 hours of Continuing Nursing Education hours. Home Health Administrator Continuing Education approved by Texas Department of Health & Human Services. Nursing educational activity is co-provided by Dixon Healthcare Solutions, Inc. and Corexel. Corexel is accredited as a provider of Continuing Nursing Education by the American Nurses Credentialing Center's Commission on Accreditation.

Although you do not receive additional reimbursement, since you are paid based on the prospective rate, the fee you pay to register for this workshop and related expenses are allowable Medicare costs on the cost report in accordance with CFR 413.85(d)(3). The entire cost of the seminar and related travel expenses are fully deductible on your company income tax return. Please see your tax professional for a detailed explanation of the deductibility of continuing education expense.

## ACCOMMODATIONS

We recommend you stay at Bally's Las Vegas. This seminar will be held in the Resort Tower. We have not blocked rooms for this conference. We have found based on past seminars in Las Vegas that room rates fluctuate. The rate we would obtain for a group rate could rise or fall any time before seminar. We recommend you go to

<https://www.caesars.com/ballys-las-vegas>

to book direct with Bally's Las Vegas or call (702) 967-4111.



We have also found that you may find better rates if you combine your airline rate and hotel by using one of the national travel online vendors. We recommend you check these rates before booking your hotel and airline. The sooner you book the better rates you will receive. If you stay at Bally's Las Vegas or any hotel on the "Strip" you will probably be charged a resort fee of around \$30 per day. The resort fee usually includes free in room internet, fitness center access, newspaper and local calls.