

**Summary of Topics and Presentations**

**Cost Reporting**

The Home Health Cost Report: A Useful Management Tool

The Hospice Cost Report: Ensure Timely Accurate Results

Hospice Cap

**Data Analytics**

Benchmarking for Cost and Quality

PDGM In Real Time Data Analytics

Market Intelligence: Using Data for Strategic Growth

Using Data for Agency Progress - New Insight with Simione Financial Monitor

**Finance**

Preserving Payment Under PDMG

Budget Basics & Using Data for Budgeting

Assess and Improve Revenue Cycle Operations

How to Transition to New Reimbursement Models into Operational Success

**Information Technology**

Simione IT Solutions: Key Components of a Sound IT Plan

Optimizing Your EMR for Clinical and Financial Effectiveness

COVID-19 New Considerations for Telehealth Telecommunications & Virtual Visits

**Mergers and Acquisitions**

M&A: Adding Insight with Valuable Data

How to Present the Value of Your Agency to a Potential Partner

Due Diligence: A Thorough Approach to Assess Risk & Create Value

Top Five Reasons Why Post-Acute Deals Fail & What to Do About Them

Pathway for Success: Paving the Way After the Deal is Done

Creating Value & Finding the Best Fit Merger Partner

**Clinical Operations**

Visionary Leadership - Strategies for Staff Engagement in QAPI

Surviving or Thriving A PEP Talk for Stronger Teams & Effective Operations

They're Not Handoffs They're Patients: Best-Practice Care Coordination

Home Health Clinical Documentation Overview

The Role of the Administrator and Clinical Manager in Home Health

Hospice Quality Reporting: Customer Service & Improving Outcomes

Home Health & Hospice Clinical Manager Training

Hospice Survey Issues and Clinical Documentation

Hospice Clinical Manager Training Regulatory and Financial

Clinical Manager Role in PDGM

**Compliance & Regulatory**

Hospice Industry Compliance Update

Hospice Survey Issues and Clinical Documentation

Sharpen Your Vision TPE Audit Strategies for Success

CMS Waivers & Prioritization of Survey Activities – COVID-19 Public Health Emergency

Compliance and Regulatory Series:

Part 1: Survey Readiness Is NOT Optional What Can Providers Do

Part 2: Deficiencies and Plans of Correction What Do We Do Now

Part 3: Regulatory Updates and Emergency Planning

Part 4: Survey Process and Plans of Correction Overview

**Revenue Cycle - Billing, Coding& OASIS Review**

Quality & Revenue Capture

Medicare 2021 Final Rule - Drive the RAP

Review Choice Demonstration Overview

Achieving the Right Balance: Explore the Impact of Coding & OASIS Review on Cost,

Creating Operational Efficiencies Can Decrease Your Revenue Cycle Timing

Employing Your Technology to Improve Revenue Cycle Management

**Sales and Marketing**

Branding

True Colors Assessment

What’s in Your Sales and Marketing Playbook

Virtual Training Best Practices that Drive Referral Growth

Customer Experience Workshop Virtual Training

Using Data for Growth and Referral Management

**Talent and Leadership Development**

Hiring Right

Building Culture

Compensation Strategies

Qualities of a Great Leader - Getting Beyond the Resume

Recruiting Top Talent in the Home Health and Hospice Industry

Retention Strategies: Why Staff Leave & How to Keep Them

Managing a Remote Workforce: Keeping People Engaged and On Track

Harnessing Star Power Leadership Development & It's Impact on Financial Performance