



Hurricane Marketing Bootcamp 2.0

Certified Homecare Consulting continues its power partnership with Hurricane Marketing's Bootcamp 2.0, which will be taking place July 26th through July 28th in Denver, Colorado. Our agencies are invited to attend this 3-day bootcamp training on how to identify, approach, and ultimately develop referral sources for their agency so that they refer patients to them over competitors in their areas. This will be our 6th event with Hurricane Marketing, and the cutting-edge content, special guest speakers and overall learning experience has been

consistently outstanding! Registration for this event has closed at this time, but give us a call to register for the next Bootcamp event in October!

"Redefined": A Vendors Showcase

Come and check out Certified Homecare Consulting, Certified Billing Consulting, and Beyond Business Management among the many vendors participating in this community networking event at Aloft Boston Seaport on Sunday July 30th 2017, from 3:00pm until 9pm.

Healthcare Reform: The Elephant in the Room

It's all we hear about these days. At home, at work, in the grocery store; What's going to happen to those of us with pre-existing conditions once this law is passed? What will happen to our seniors? More directly still, how will this impact us as Healthcare Providers?

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Survey Questions

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This newsletter we would like to share what some of the reason survey tags have been through CHAPS

1. Handwashing and bag technique
2. HHA's not following the care plan
3. Care plan's that have tasks that HHA's have not been trained on or are unable to do in their state
4. Not notifying the physician in a timely fashion
5. Not including the team and the physician in the creation of the 485
6. Not putting tasks and procedures on the 485
7. Admitted patient not having a skilled need for services
8. Administrator having more than one role in the agency
9. Contracts not written in CHAP language
10. For Non-Medical- some states it is important that they have an emergency preparedness plan in place
11. Personnel files not including the 2 references, no verification of licensure, or certificate

Trainings available through Certified will be held every Wednesday – 617-477-9594 to register today!

ICD 10
OASIS TRAINING
Medicare CoP's Prep

IV Training (2-days RN's only)
Skilled Nursing Notes
Hospice Prep (and many more!)

** Seating is limited, call to reserve your space today! 617-477-9594*

Healthcare Reform (contd)

To imagine that the new administration's proposed cuts to Medicare and continued "trickle down" cuts to the state Medicaid programs will affect business is completely logical. Proposing 800 million dollars in cuts to a healthcare system where home health care has always been the outsider does not bode well for us, though navigating these changes toward a successful, thriving company in times of uncertainty is not out of the question. Daunting? Yes, though when is change ever easy?

We here at Certified Homecare Consulting have worked tirelessly to ensure that we face these changes with the answers and trainings that you need to keep your agency on the right track with all new reporting and compliance measures, as well education requirements. Additionally, we're constantly researching new program enrollments and ways to get your agency's caregivers to the aid of the nation's booming senior population, while adding versatility to your overall revenue streams. Our startup agencies can continue to count on the lifetime consulting guidance as well as training and agency Policy & Procedure manual updates that will ensure your agency's successful compliance.

Home Health News

When obtaining information for the Face to Face you must have documentation of the office visit or hospital stay to support why the patient should be receiving Home Health Care Services.

Medicare CoP's start date has been changed to January 18, 2018. This the date of the new changes to PAC, PI, and Governing body responsibilities. Be sure to read your Medicare CoP's for 2015 (current Conditions of Participation) and start to read the 2018 CoP's - it is important you understand how to run your agency per Medicare standards.

Hospice will be part of Medicare CoP's starting 2018. They are now in proposal mode and undergoing development.

Hospice will also have a website starting this summer through Medicare - Called Hospice Compare. This allows an agency and potential clients to see how your agency rates against other Hospice agencies in the state and country.

Did you Know? There already is a Home Health Care Compare Both Home Health Compare and Hospice Compare gather information from your OASIS submittals and CAHP (Cardiac Arrest Hospital Prognosis) scores on patient satisfaction and compare your agency to agencies in your state and town/city.

Emergency Preparedness

WMS is now mandating that every provider agency has an Emergency Plan in place by November 15, 2017. The agency will be tagged by accrediting bodies if the plan is not in place on November 16, 2017. Please keep an eye out for webinar that CHC will be conducting in August regarding the Emergency Preparedness Plan.

*August 2nd
Mark your calendars
Webinar to be presented on
Emergency Preparedness
at 11 am*

Suggestion: subscribe to newsletters and emails from CMS at www.CMS.gov for the most immediate Medicare updates.