

HOSPICE DATA: Trends and Opportunities

June 24, 2010

Kelley Conference Center
Iowa Methodist Medical Center, Des Moines

Intended Audience

Administrators and CEOs,
directors, clinical managers,
quality improvement/QAPI
coordinators, billing and
finance staff



HOSPICE DATA: Trends and Opportunities

Conference Overview

Data is critical in so many ways to so many facets of hospice operation and this Special Topics Conference will look at hospice data from several viewpoints including collecting, analyzing and regulatory compliance.

Program Agenda

8:00 am Registration • Continental Breakfast

8:30 am **Harnessing the Power of Medicare Hospice Data**

Cordt T. Kassner, Principal, Hospice Analytics, Inc., Colorado Springs, CO

This session will explain Medicare hospice claims data and other public data resources specific to Iowa, focusing on hospice utilization, patient characteristics and access to hospice services.

Learning Objectives

- Describe changing trends in hospice utilization and hospice patient characteristics.
- Identify ways to work effectively with Medicare data to increase access to hospice services in local communities.
- Identify ways CMS may use this data to evaluate individual hospices and the hospice industry.

10:30 am Break

10:45 am **QAPI Snapshot - Iowa Specific Data, Trends and Benchmarks**

Roger A. Herr, Director, OCS HomeCare, Seattle, WA

This session will cover the statewide Iowa QAPI Snapshot program. Instruction on the data definitions and FAQs will be covered, along with specific benchmarks and trends of state and national peer groups.

Learning Objectives

- Outline the QAPI Snapshot data definitions.
- Identify hospice benchmarks and trends for QAPI.
- Describe areas for QAPI Performance Improvement Projects.

11:45 am Lunch (*included*)

12:30 pm **Behind the Hospice Medical Review Curtain**

Annette Lee, Clinical Education Consultant, Cahaba GBA, Des Moines

This session will focus on the various clinical aspects of the Medicare hospice benefit. Topics will include current edits, a discussion of how medical review works and the top denial reasons for hospice services, the CMS guidelines for coverage of different levels of care and the documentation of a six-month prognosis using the LCD. This session is designed to enhance the current knowledge of all hospice clinicians.

Learning Objectives

- List the most common reason for Medicare denial of hospice and ways to avoid such denials.
- Outline the medical review process employed by Cahaba GBA.
- Describe documentation that would support the medical necessity of all levels of care for hospice services.

2:00 pm Break

2:15 pm **Regulatory Hot Topics**

Judi Lund Person, Vice President, Compliance and Regulatory Leadership, National Hospice and Palliative Care Organization, Alexandria, VA

Hospices are entering a more challenging time than ever before. What is ahead in 2010 for hospices? What do federal policymakers think about the growth in hospice services and in the number of patients served? How can a hospice prepare for what is coming and ensure that patients continue to receive high quality hospice care? Learn more about health care reform, activities at CMS and MedPAC and the latest in hospice payment reform.

Learning Objectives

- Identify the current “hot” issues in the hospice industry and how they affect hospice providers and the hospice industry as a whole.
- Describe the regulatory focus of CMS, MedPAC and the Medicare Administrative Contractor or Fiscal Intermediary regarding hospice care.
- Describe the issues identified by other federal agencies that impact hospice care.

4:00 pm Wrap Up • Adjourning

Faculty

Roger A. Herr, PT, MPA, COS-C, has more than 20 years' experience in community health services. Herr is knowledgeable in payment systems, patient data sets and the regulatory environment. He brings expertise in the area of functional measures and outcomes and patient data sets. Herr received his master's degree in public administration with a focus on health care management from New York University. He currently works in product management with OCS HomeCare, working with providers during this time of regulatory change and new and emerging data sets.

Cordt T. Kassner, PhD, incorporated Hospice Analytics to study Medicare datasets and other publically available datasets to understand and explain hospice utilization and access to hospice services for the hospice industry. Kassner previously served as CEO of the Colorado Center for Hospice & Palliative Care and as a clinician and researcher at the University of Colorado Health Sciences Center.

Annette Lee, RN, MS, with 20 years experience as an RN and a master's degree in health care administration, Lee has worked for the past 10 years with Cahaba GBA in medical review, appeals and provider education. Lee is also the owner of Provider Insights, Inc., offering education and consulting for home health and hospice providers.

Judi Lund Person has been Vice President of Compliance and Regulatory Leadership for the National Hospice and Palliative Care Organization (NHPCO) since July 2002. Prior to joining NHPCO, she served for 22 years as president and CEO of The Carolinas Center for Hospice and End of Life Care. A recognized national leader in the field of hospice and end-of-life care, Lund Person works with hospice providers on regulatory and compliance issues, data collection, quality, performance measurement and strategic planning. Lund Person lends her regulatory expertise as a key contact with the Centers for Medicare & Medicaid Services, the Food and Drug Administration, the Medicare Payment Advisory Commission and many other federal agencies.

Conference Location

Kelley Conference Room, Education and Research Center, **Iowa Methodist Medical Center**, 1415 Woodland Ave, Des Moines 50309

Kelley Conference Room is located in IMMC's Education and Research Center on the southwest edge of the hospital campus.

Parking: Park at the south end of the IMMC parking ramp and take the elevator to the ground (G) level. As you exit the elevator, Kelley Conference Room will be straight ahead.

Conference Lodging

Hotel Fort Des Moines

1000 Walnut Street, Des Moines, IA 50309

Phone: 800.536.1466 or 515.243.1161

\$119.00 plus tax. Special group rate based on space availability.

Parking: Parking is available in the Davis Brown Tower at 10th and Mulberry Streets (enter off Mulberry Street). Street parking is also available.

Continuing Education

0.75 Nursing CEUs will be awarded for this conference by IHA Iowa Board of Nursing provider #4. *Your Iowa license number must be provided on the certificate completed the day of the conference.* To receive CEUs or a certificate of attendance, you are required to attend the entire conference. No partial credit will be granted.

Registration

- Individuals are encouraged to use the online registration at www.iowahospice.org.
- If registering by mail or fax, attach a copy of the registration form when payment is sent.
- No-shows will be billed.
- A \$25 late fee per person will apply after June 17, 2010.

Cancellation and Refund Policy

- Substitutions welcome anytime via fax or e-mail.
- A full refund will be given to all cancellations received 10 or more business days prior to the conference.
- A \$50 administrative fee will be charged to all cancellations received six to nine business days prior to the conference.
- No refunds will be given to cancellations received five or fewer business days prior to the conference.
- Refunds will be calculated by the date received and the HPCAI business days remaining prior to the conference.
- All cancellations and substitution requests must be sent to Crystal Peters (petersc@ihaonline.org) by e-mail or faxed to 515.698.5131 or 515.283.9366.

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Three Ways to Register

- Online: www.iowahospice.org
- Fax: 515.698.5131 or 515.283.9366
- Mail: Crystal Peters, HPCAI, 120 East Grand, Suite 100, Des Moines, IA 50309

Last Name _____ First Name _____

Nickname (to appear on badge) _____ Title _____

Organization Name _____

Organization Address _____

City _____ State/Zip _____

Telephone No. (_____) _____ Fax No. (_____) _____

E-mail Address _____

I would like a vegetarian entree for lunch.

Conference Fees

- HPCAI Member \$125.00
- Non-HPCAI Member \$175.00

Late Registration

A \$25 fee per participant will be charged for registrations received after June 17, 2010.

Payment Information

- Check (payable to HPCAI)
- Bill my institution
- Credit Card
 - American Express
 - Discover
 - MasterCard
 - VISA

Cardholder Name _____

Credit Card No. _____ Security Code _____

Expiration Date _____ Cardholder's Phone No. (_____) _____

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ADA Policy

HPCAI does not discriminate in its educational programs on the basis of race, religion, color, sex or handicap. HPCAI wishes to ensure no individual with a disability is excluded, denied services or segregated or otherwise treated differently than other individuals because of the absence of auxiliary aids and services. If you need any of the auxiliary aids or services identified in the Americans with Disabilities Act in order to attend this program, please call 515.288.1955, fax 515.283.9366 or write to the Department of Education at HPCAI.

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Date Received _____ Program Fee Amount \$ _____

Check # _____ Check Total \$ _____

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