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## KAHSA Annual Conference



# Charting a Course to Excellence in Long-Term Care

October 19-21, 2004  
Kentucky Fair & Expo Center  
Louisville, Kentucky



Kentucky Association of Homes and Services for the Aging, Inc.





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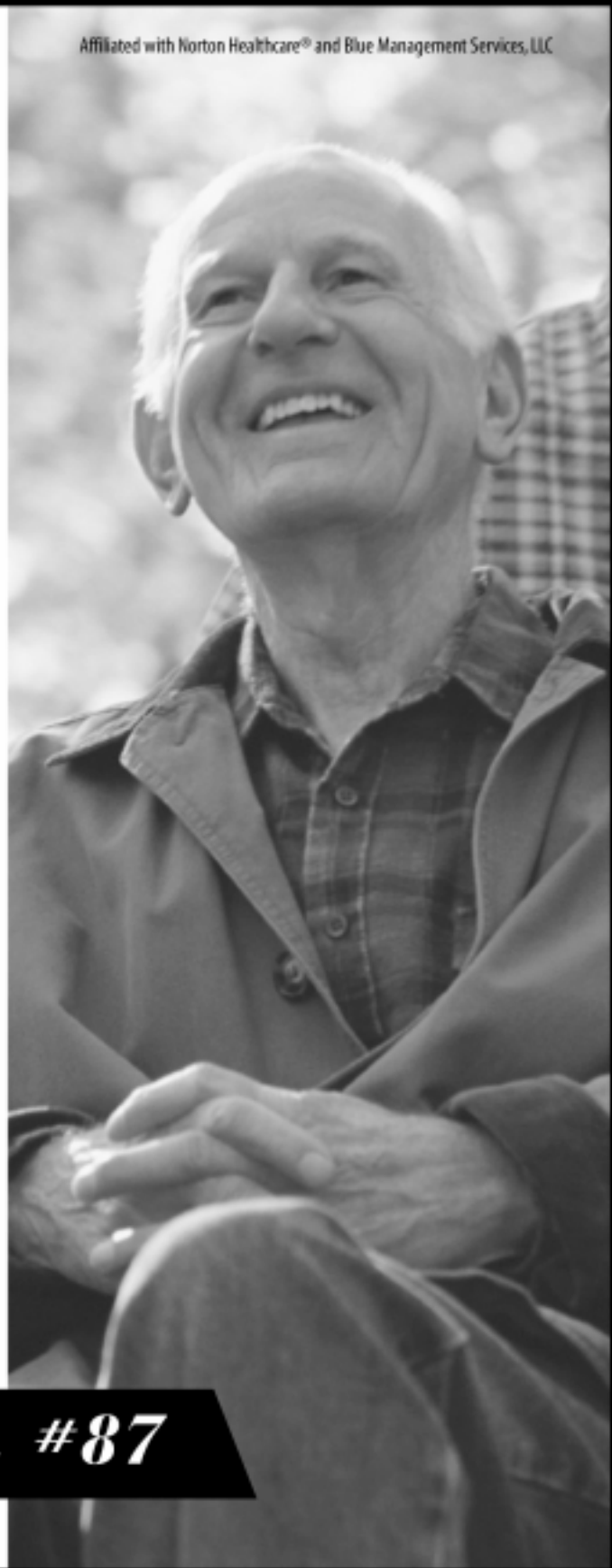
**KAHSA**

Kentucky Association of Homes  
and Services for the Aging, Inc.

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**PREMIER**

***Visit Us at Booth #87***



**Please Note:** Those facilities registered by October 11 pay the "Early Bird Rate". New this year, facilities may bring up to 10 staff members from their facility at *No Additional Charge for Registration*. Each person must register to attend.

Once again, this year, there is a special Housing Track for KAHSA members. For registration information, please call Jennifer Allen at 502-992-4380.

## Who Should Attend?

Any registered conferee may attend any session, but the most appropriate audiences are designated by letter(s) after the KBN provider number using this key:

- G** – General session for all conferees
- M** – Management, Department Heads, Supervisors
- T** – Maintenance, Housekeeping Staff
- N** – Nursing, Resident Care Staff
- A** – Activity Staff
- D** – Dietary Staff
- H** – Housing Professionals
- S** – Social Services Staff
- C** – Service Coordinators

## Tuesday, October 19, 2004

**10:00 a.m. – 5:30 p.m.**  
Conference Registration Hours

### 11:00 a.m. – 12:45 p.m. OS - Opening Session and Kickoff Brunch

#### Charting Our Course in the Face of Many Storms

Advancing the vision of healthy, affordable and ethical long-term care is a significant responsibility, a massive undertaking and an exhaustive task, often filled with a myriad of difficulties. Nevertheless, even in the face of what might frequently feel like navigating into uncharted waters, we must chart our course and face any storm before us to provide exceptionally high quality care and services to the elderly and disabled every day.



Gable

**Rev. Dr. Willie Gable, Jr.** is the Vice Chair of the National Baptist Convention Housing Commission, which provides affordable housing to seniors via its 27 housing sites, in 20 cities and 12 states. Through his vision, leadership and life-long pledge to service, Rev. Dr. Gable, Jr. exemplifies the type of effort that our members exert daily to actualize the above life changing achievements.

The opening session will also include a buffet lunch and entertainment provided by the bell ringers of the *Senior Bells* program from Jessamine County Senior Center. This 20-person Bell choir made up of seniors, some in the early stages of Alzheimer's, promises to be an uplifting experience. Attendees must have an Opening Session event ticket to attend. Please be sure to order tickets on the facility registration form. KBN 5-0014-7-05-6670 (1 CEU)  
**Recommended Audience: G**

**1:00 p.m. – 3:00 p.m.**

#### 1. Update on Developments in Medicare and Medicaid - Including Rebasing and Provider Tax

**Presenters:**

**Jennifer Hughes, CPA**  
**Deming Malone, Livesay & Ostroff**  
**Lisa Merchant, CPA**  
**Deming, Malone, Livesay & Ostroff**



Hughes



Merchant

**Renae Blunt, CPA, Myers and Stauffer, LC**  
This presentation will explain the most significant changes in the Kentucky Medicaid payment system for nursing facilities which have occurred during the past year. This program will also include a presentation on the new provider tax for nursing facilities and the recent rebasing of the standard price under the Medicaid reimbursement system.

This program will also outline recent changes to the Medicare PPS rates and how they affect your facility.  
KBN 5-0014-7-05-6671 (2 CEUs)

**Recommended Audience: M, N, H**

**Sponsored By: Deming, Malone, Livesay and Ostroff**

#### 2. Providing Safe Food in Your Foodservice Operation

**Presenter:**

**Kathy Hall, RD, LD, U.S. Foodservice**

An overview will be given on providing safe food in your foodservice operation. Common food hazards will be reviewed as well as safe food handling starting with purchasing, receiving, preparing, serving food and of course, the number one cited deficiency on a national level according to CMS (2003), food storage!  
KBN 5-0014-7-05-6672 (2 CEUs)



Hall

**Recommended Audience: D,M**

**Sponsored By: U.S. Foodservice**

#### 3. Advance Directives: Making Informed Choices

**Presenter:**

**Karen Pierce, RN, MSN, Hospice Institute**

Life can change very suddenly. We can be confronted with situations and decisions that can be handled with serenity and peace of mind if we prepare, think through the issues and discuss our desires with those we love. This session will focus on the need for advance directives and also guide the participants through living wills, healthcare surrogate and durable power of attorney needs. To help your residents and their families make informed decisions, attend this workshop that will also focus on the social and spiritual significance of nutrition and distinguish myths from facts regarding end of life nutrition and hydration. KBN 5-0014-7-05-6673 (2 CEUs)



Pierce

**Recommended Audience: G**

**Sponsored By: Hospice Institute**

#### 4. Ringing for Health

**Presenter:**

**Cherry Liter, Senior Bells Program**

This inspiring exercise/music therapy program called "Joy and Action" developed by Linda Wilson and James Wagner, provides physical, mental, and social benefits for clients of any age and capability. Bell ringers "mirror" their leader. Any staff, volunteers, family members and other clients can learn to lead this exciting program. (No memorization!) It's also a great PR tool. Join Cherry for an important and **FUN** workshop

KBN 5-0014-7-05-6674 (2 CEUs)

**Recommended Audience: A,S**

#### 5. Practices of Proactive Providers

**Presenter:**

**Thomas H. Myers, Director of Senior Living Finance Group, Ziegler Capital Markets Group**



Myers

The demographics supporting growth in the provision of senior living have received much attention in recent years. The projections have led many to ponder how to better position themselves for the baby boomers' aging bulge. But the baby boomers won't be entering most senior living venues for another 15, perhaps even 20 years. The more immediate question for senior living providers today considers how senior living providers should grow and change NOW. A study of the proactive senior living providers shows growth occurring through a number of different strategies. Attendees at this session will learn how senior living has grown: nationally and very specifically, in Kentucky itself. The session will discuss the growth strategies that these providers have adopted and will focus on the practices of the proactive providers that have successfully brought about change and growth. Case studies will be presented to illustrate the practices of these senior living providers.

KBN 5-0014-7-05-6675 (2 CEUs)

**Recommended Audience: M, N, S, C**

**Sponsored By: Ziegler Capital Markets**

3:15 p.m. – 5:15 p.m.

#### 6. Job Performance: Are You Ordinary or Extraordinary?

**Presenter:**

**Jackie Laskee, ADC, Director of Program Services, Episcopal Church Home**

Are you meeting the expectations of your residents and employer? Are you satisfied with your own performance? Learn the importance of your job description and how to use it as a guide and tool to exceed these expectations. Join us and learn to become an extraordinary professional in your career.

KBN 5-0014-7-05-6676 (2 CEUs)

**Recommended Audience: A, S**

#### 7. Avoid Forfeiting Reimbursement Dollars by Getting Paid for Staff Performance

**Presenters:**

**Donna Cantwell, RN, Executive Director  
Rehab Management Services**

**Wanda Hunt, RN, RAC-C, Consultant  
Rehab Management Services**

**Cindy Ebersold, LPN, RAC-C, Consultant  
Rehab Management Services**

Medicare and Medicaid reimbursement is determined by the services your staff provides to your facility's residents. You must

capture these services for maximum reimbursement. Failure to do so short changes your facility and your residents. We will identify those services most often not captured and show you the financial impact to your facility when you capture the services provided to your residents.

KBN 5-0014-7-05-6677 (2 CEUs)

**Recommended Audience: M, N**

**Sponsored By: Rehab Management Services**

#### 8. Enhancing Your Dining Service Programs

**Presenter:**

**Mike McFall, Regional Director of Operations  
HDS Services**

This program will not only be informative but will also provide a demonstration of exciting innovations in dining services. Learn how to implement creative meal-time promotions, theme meals and special event calendars that contain activities for each day of the month for your residents. The presenter will display cooking ideas and interactive meal programs along with colorful dessert displays and plate demonstrations. Attendees will learn strategies to achieve "top of the chart" resident satisfaction scores after participating in this innovative dining services program.

KBN 5-0014-7-05-6678 (2 CEUs)

**Recommended Audience: A, D, M**

**Sponsored By: HDS Services**

#### 9. Controlling Infection in Your Environment

**Presenter:**

**Pat Vanko, Johnson Diversey**

Participants of this session will discuss the recent CDC guidelines for environmental cleaning, learn important factors about environmental surfaces and disease transmission and how to select the appropriate products for environmental cleaning.

KBN 5-0014-7-05-6679 (2 CEUs)

**Recommended Audience: M, T, N, H**

**Sponsored By: Johnson Diversey**

#### 10. Achieving Census Targets

**Presenter: Lisa Manning, B.S., M.B.A., PHR,  
Marketing Insights Strategy & Research**



Manning

The need for truly effective marketing is unprecedented in the long term care industry. Effective marketing leads to optimal census rates and good census rates fuel the operational budgets that enable quality care and services. But there are many potential barriers to implementing a truly effective marketing plan. Some of these barriers include: a distributed or non-cohesive marketing function, lack of strong relationships, irrelevant messaging to families and an ineffective advertising and media mix. This course will explore the many facets of a cohesive and integrated marketing plan designed to raise and sustain census. KBN 5-0014-7-05-6680 (2 CEUs)

**Recommended Audience: M, N, S**

**Sponsored By: Marketing Insights**

5:15 p.m. – 7:30 p.m.

#### WC - Wine and Cheese Reception with Exhibitors

Take this opportunity to network with over 60 exhibitors displaying the latest products and services for our profession. This event is free to all participants. However, you must have a ticket to enter. Please preorder a ticket on your individual registration block on the registration form.

**Wednesday, October 20, 2004**

**7:30 a.m. – 8:15 a.m.**

**CB - Complimentary Continental Breakfast**

**7:30 a.m. – 5:30 p.m.**

**Conference Registration Hours**

**8:00 a.m. – 10:00 a.m.**

#### **11. DAVE Reviews and Your MDS**

**Presenter:**

**Chuck Cave, Senior Vice President, Polaris Group**

The primary objective of the Data Assessment and Verification Project (DAVE) is to assess the accuracy and reliability of assessment data nursing homes submit; the project is also intended to support improvements in the quality of care, support CMS' program integrity initiatives to improve payment accuracy, and support payment policy development. This session will review these DAVE project objectives as well as ways to evaluate and improve MDS accuracy, common MDS discrepancies that may impact your revenue, how to respond and prepare for off-site and on-site reviews and discuss current updates and DAVE project findings. KBN 5-0014-7-05-6681 (2 CEUs)

**Recommended Audience: G**

**Sponsored By: RehabWorks & Polaris Group**

#### **12. Navigating Enteral Nutrition**

**Presenters:**

**Annette Vitale, RD Novartis Nutrition**

**Tomi Gibson, MS, RD, Novartis Nutrition**

This session will provide a comprehensive review of basic gastrointestinal physiology; tube feeding guidelines; formula selection and delivery guidelines; related complications and troubleshooting; tube review; management of the tube-fed resident and review of both State and Federal regulations. KBN 5-0014-7-05-6682 (2 CEUs)

**Recommended Audience: M, D**

**Sponsored By: Novartis Nutrition**

#### **13. Family & Medical Leave Act: What you need to know!**

**Presenter:**

**Sherriann Hamilton, M.Ed.**

**Privacy Officer/Training Director**

**Christian Church Homes of Kentucky**

Is your employer covered under FMLA? When is an employee eligible to take FMLA? What are the qualifying events for FMLA? Get the answers to these questions and more. This session will review the fundamental rules and requirements of the Family & Medical Leave Act and will cover what you, as a supervisor, need to know and do to protect employees' rights and keep your organization in compliance with the FMLA. KBN 5-0014-7-05-6683 (2 CEUs)

**Recommended Audience: G**



Hamilton

#### **14. Ethics at Work: Lessons From Abu Graib Prison**

**Presenter:**

**R. Brayton Bowen, The Howland Group**

In this session Mr. Bowen will examine the impact ethical behavior has on patient care, customer loyalty, employee commitment and financial per-



Bowen

formance. He will explore the means for guiding and enforcing ethical decision-making in our public and private institutions. This presentation brings the issues to the bottom line as Mr. Bowen addresses the basic do's and don'ts that everyone needs to follow at work. This workshop is a must for fiscally responsible professionals at all levels of your organization.

KBN 5-0014-7-05-6684 (2 CEUs)

**Recommended Audience: G**

**Sponsored By: The Howland Group**

**10:00 a.m. – 1:00 p.m.**

#### **EL - Exhibits Open with Box Lunch**

Experience the trade show and take the time to visit our exhibitors. It's a great time to catch up with old and new friends while learning about new products and services that are available. Box lunches will be provided. This event is free to all participants. However, you must have a ticket to enter. Please preorder a ticket on your individual registration block on the registration form.

**1:00 p.m. – 3:00 p.m.**

#### **15. Navigating the Maze of Consolidated Billing**

**Presenters:**

**Joy Stopher, External Affairs, Part A, AdminaStar Federal**  
**Raymond Bales, Audit Reimbursement, AdminaStar Federal**

In this session Joy Stopher of External Affairs will provide an update on SNF PPS. Reviewing how to know what is included in SNF PPS and how to bill appropriately. With a review of what is and is not your responsibility to bill under the SNF PPS guidelines. Joining Joy from AdminaStar is Raymond Bales who will discuss Medicare Bad Debts and Other Cost Reporting issues.

KBN 5-0014-7-05-6685 (2 CEUs)

**Recommended Audience: M, N**

#### **16. OSHA: Safety and Health Program Overview**

**Presenter:**

**Marilyn Dishman, Sr. OSHA Safety Consultant**

**Environmental & Public Protection Cabinet, Dept. of Labor, Education & Training**

This session will guide attendees through the laws that serve to protect employees and help write safety and health programs which comply with OSHA. Attendees will also review detailed information on where to find answers to employee and employer questions.

KBN 5-0014-7-05-6686 (2 CEUs)

**Recommended Audience: G**

#### **17. Hire & Retain Great Employees Through Strategic Staffing**

**Presenter:**

**Lisa Manning, B.S., M.B.A., PHR, Marketing Insights Strategy & Research**

The demand for quality health care professionals is at an all-time high, causing staffing decisions to be more process-driven than strategic. Employment managers fill positions with the best talent available when a position opens up.

More and more, however, companies are adopting a strategic staffing mindset – one that focuses on proactive recruitment



Manning

*continued next page*

and a dogged commitment to retention – to come out on top in the war for talent.

KBN 5-0014-7-05-6687 (2 CEUs)

**Recommended Audience: G**

**Sponsored By: Marketing Insights**

### 18. Wound Care Essentials – The Principles of Healing

**Presenter:**

**S. Kwon Lee, MD FACS, President, CEO,**

**Board Certified Surgeon**

**ConvaTec – A Bristol-Myers Squibb Company**

Over the past 6 years Dr. Lee has developed a wound management service for long term care that is gaining national recognition. He will share his expertise with us especially in the following areas; phases of wound healing, systemic conditions affecting wound healing; stage pressure ulcers; debridement methods and compare and contrast products and the use and misuse of treatment methods.

KBN 5-0014-7-05-6688 (2 CEUs)

**Recommended Audience: M, N, D**

**Sponsored By: Convatec**

### 19. Following the Course of Alzheimer's Disease... Into Often Uncharted Waters

**Presenter:**

**Carlene Daley, Director of Community Services, Presbyterian Homes and Services of Kentucky**

Spend some time looking at the course of Alzheimer's disease from the perspective of the newly diagnosed person, the family, the caregiver, professional caregiver, churches and community at large.

KBN 5-0014-7-05-6689 (2 CEUs)

**Recommended Audience: G**



Daley

3:15 p.m. – 5:15 p.m.

### 20. Overview of the Medicare Prescription Drug Discount Card and What it Means for Long Term Care

**Presenter:**

**Leah Tolliver, Pharm.D. Regional Operations Manager, South Central Region, Omnicare Inc.**

The implementation of the Medicare-Approved Drug Discount Card Program will be reviewed. Areas discussed will include how it works in the assisted living and skilled facility setting, who qualifies for the program, how to enroll, and what benefits are included with the program. Also discussed will be what differences exist between this program and other discount insurance programs.

KBN 5-0014-7-05-6690 (2 CEUs)

**Recommended Audience: M, N, H**

**Sponsored By: Omnicare Pharmacies**

### 21. Liability Insurance and The Long Term Care Industry

**Presenters:**

**Rick Houze, Senior Vice President, Acordia of Kentucky**

**Chuck Jageler, RN, Account Executive, Acordia of Kentucky**

Liability Insurance continues to be one of the leading concerns for nursing facilities. This session will focus on the areas that affect your liability insurance costs. These areas include: In-

surance Applications, Risk Management, Communication and Alternative Risk Factors. Attention to these areas may afford your organization the opportunity to better control your liability insurance premiums.

KBN 5-0014-7-05-6691 (2 CEUs)

**Recommended Audience: M, H**

**Sponsored By: Acordia Of Kentucky**

### 22. Therapy's Role in Fall Management

**Presenter:**

**Christine Kroll, MS, OTR, Director of Professional Development, Healthcare Therapy Services**



Kroll

Our elderly are falling and we need to reduce the risk as much as possible. We deal with a frail population and falls are devastating to both residents and staff. What can your therapy department do to best assist the interdisciplinary team in managing falls in your facility? This session discusses the impact of falls, what causes falls, how therapy can best assist in the process of reducing falls and restraint management.

KBN 5-0014-7-05-6692 (2 CEUs)

**Recommended Audience: M, N, A**

**Sponsored By: Healthcare Therapy Services**

### 23. Leadership in the 21<sup>st</sup> Century: Are You Ready?

**Presenter:**

**Kathy Rapp, MBA, RD, LD, Martha Gregory & Associates**

Frustrated by trying to lead "challenging" employees? This hands-on presentation will help you become a more effective leader. Participants will distinguish "Leadership" from "Management", they will inventory personal leadership strengths and weaknesses and draft an action plan for improvement. A review of generational diversity will provide a better understanding of what it takes to be an effective leader in the 21<sup>st</sup> century.

KBN 5-0014-7-05-6693 (2 CEUs)

**Recommended Audience: G**

**Sponsored By: Martha Gregory & Associates**

### 24. HIPAA: Privacy and Security Update

**Presenter:**

**Dennis P. Kennedy**

**Deters, Benzinger & LaVelle**



Kennedy

This session will provide an update on the Privacy Regulation and discuss current interpretations and enforcement actions by the Office of Civil Rights. It will also explore current judicial and administrative guidance related to the Privacy Regulations. With the deadline for compliance with the Security Regulations on the horizon, the components of the Security Regulation and its integration with the privacy regulation will also be discussed.

KBN 5-0014-7-05-6694 (2 CEUs)

**Recommended Audience: G**

**Sponsored By: Deters, Benzinger & Lavelle**

## HOUSING TRACK

Wednesday, October 20

1:00 pm – 2:30 pm

### 25. Basic Fair Housing

**Presenter:**

**Charles Leachman, Fair Housing Specialist, Kentucky Housing Corporation**

This session will provide an overview of the Fair Housing Act and specifically the Amendments of 1998. Participants will be able to gain a better understanding of the requirements for housing for older persons and discuss issues affecting compliance.

KBN 5-0014-7-05-6700 (1.5 CEUs)

**Recommended Audience: H, C**

2:45 pm – 3:45 pm

### 26. HUD Update

**Presenter:**

**John Hamilton, HUD MultiFamily Program**

Review the latest HUD initiatives, operational directives and oversight/enforcement practices, plus additional information on the new HUD Handbook and a look into the 2005 HUD Budget.

KBN 5-0014-7-05-6701 (1 CEU)

**Recommended Audience: H, C**

4:00 pm – 5:00 pm

### 27. Service Options in Elderly Housing

**Presenter:**

**Troy Burden, Administrator, Chapel House**

This program will involve interactive discussion for low income senior housing and assisted living facilities addressing service components and service options that greatly improve quality of life and aging in place issues.

KBN 5-0014-7-05-6702 (1 CEU)

**Recommended Audience: H, C**

### KAHSA would like to extend a special thanks to our education sponsors:

- |   |                                |
|---|--------------------------------|
| ■ Acordia of Kentucky                       | ■ Marketing Insights           |
| ■ Convatec – A Bristol Myers Squibb Company | ■ Martha Gregory & Associates  |
| ■ Cull, Hayden & Vance, PSC                 | ■ Novartis Nutrition           |
| ■ Deming, Malone, Livesay & Ostroff         | ■ Omnicare Pharmacies          |
| ■ Deters, Benzinger & LaVelle               | ■ Polaris Group                |
| ■ HDS Services                              | ■ Rehab Management Services    |
| ■ Healthcare Therapy Services               | ■ RehabWorks                   |
| ■ Hospice Institute                         | ■ The Howland Group            |
| ■ Johnson Diversey                          | ■ Thomas Healthcare Consulting |
| ■ Lodestar Research Services                | ■ U.S. Foodservice             |
|   | ■ Ziegler Capital Markets      |

Thursday, October 21

7:30 a.m. – 11:00 a.m.  
Conference Registration Hours

8:00 a.m. – 9:00 a.m.  
MM-KAHSAs Annual Membership Meeting

9:00 a.m. – 11:00 a.m.

### 28. Update on Medicaid's RUG Review Process

**Presenter:**

**Judy Montfort, RN NC/I, RUG Review Coordinator  
Department for Medicaid Services**

This presentation will focus on the CMS changes to the MDS 2.0 User's Manual and how they will be utilized in your on-site RUG review. The seminar will include an overview of the revised Department for Medicaid Services Documentation Guidelines related to RUGs and the proposed clarifications coming soon in Addendum #8. This session will increase your knowledge of how important accurate documentation is to validate your MDS responses for the RUG review process.

KBN 5-0014-7-05-6695 (2 CEUs)

**Recommended Audience: M, N**

**Sponsored By: Thomas Healthcare Consulting**

### 29. Where Do We Go From Here? Opportunities and Challenges in Meeting the Future Market

**Presenter:**

**Cathy Walker, Lodestar Research Services**

To remain competitive while serving a changing market, it is essential to learn and use effective research methods to stay abreast of consumers' preferences and needs. No longer is it prudent to rely on past trends when preparing for the future. If you want to position your community to meet the emerging desires and needs of the market, you cannot surmise what these desires and needs might be. You have to *know*. Using valid demographic research methods and procedures, it is possible to determine the potential market for each aspect of the continuum, from independent living to assisted living, to long-term care, and Alzheimer's care.

KBN 5-0014-7-05-6696 (2 CEUs)

**Recommended Audience: G**

**Sponsored By: Lodestar Research Services**



Walker

### 30. Transfer & Discharge: A Refresher Course (1 HOUR)

**Presenter:**

**David H. Vance, Partner, Cull, Hayden & Vance, PSC**

Refresh your knowledge of Transfer & Discharge rules and regulations, including notice content. Specific attention will be paid to pay issues, problem residents and problem family members. Participants will also gain an understanding of the application of the regulations in a variety of circumstances.

KBN 5-0014-7-05-6697 (1 CEU)

**Recommended Audience: M, N, S**

**Sponsored By: Cull, Hayden & Vance, PSC**



Vance

### 31. Adopting Binding Arbitration Clauses in Your Admissions Agreements (1 HOUR)

**Presenter:**

**Marian J. Hayden, Partner, Cull, Hayden & Vance PSC**

In the face of increased litigation and rising liability coverage costs, many providers are considering and adopting arbitration/mediation agreements with their residents and responsible parties. Is this an option for your organization? This session will explore case law on the issue, the positives and negatives of such agreements, practical considerations and the mechanics of their implementation.

KBN 5-0014-7-05-6698 (1 CEU)

**Recommended Audience: M, N, S**

**Sponsored By: Cull, Hayden & Vance, PSC**

### 32. Providing Quality Pain Management and End of Life Care

**Presenter:**

**Karen Pierce, RN, MSN, Hospice Institute**

The National Hospice & Palliative Care Organization estimates that 170,000 nursing facility residents received hospice care last year. Closer to home, Hospice & Palliative Care of Louisville cared for 250 nursing home patients.



Pierce

These statistics echo the need for more end-of-life education for nursing facility staff members. This presentation will focus on ways that nursing facilities and hospices can work together to ensure that patients receive the best possible care at the end of life including what is needed to implement quality pain management at end of life in nursing facilities.

KBN 5-0014-7-05-6799 (2 CEUs)

**Recommended Audience: G**

**Sponsored By: Hospice Institute**

**11:00 a.m. – 1:00 p.m.**

### AL – Annual Awards Luncheon

Plan now to attend our annual awards luncheon as we honor individuals and organizations whose achievements exemplify excellence in services for the aging and disabled. A ticket must be purchased for this event. You must have a ticket to enter. Please preorder a ticket on your individual registration block on the registration form.

**Sponsored By: PharMerica**



# KAHSA

## Special Thanks To Our Conference Sponsors

- Acordia of Kentucky
- AIK Comp
- Logan's Healthcare Linens
- Meadows Group
- Med Care Pharmacy
- Omnicare Pharmacies
- PharMerica
- Rehab Management Services

## Hotel Information

Each conference participant is responsible for making his/her own lodging reservations directly with the:

**Executive West Hotel**

830 Phillips Lane

Louisville, Kentucky

**Phone:** (502) 367-2251 or 800-626-2708.

When making reservations, inform them you are attending the KAHSA Conference. A block of rooms has been reserved for KAHSA conferees at the following special rate (plus tax): \$79.00 Flat(1 – 4 persons). **The conference block is guaranteed until October 6, 2004.** Check-in time is 3 p.m. on the day of arrival and check-out time is noon on the day of departure.

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# Conference at a Glance

## Tuesday, October 19, 2004

**10:00 a.m. – 5:30 p.m.**  
**Conference Registration Hours**

**11:00 a.m. – 12:45 p.m.**  
**Opening Session and Kickoff Brunch**

**1:00 p.m. – 3:00 p.m. – Educational Offerings**

1. Update on Developments in Medicare and Medicaid Including Rebasng & Provider Tax
2. Providing Safe Food in Your Foodservice Operation
3. Advance Directives: Making Informed Choices
4. Ringing for Health
5. Practices of Proactive Providers

**3:15 p.m. – 5:15 p.m. – Educational Offerings**

6. Job Performance: Are You Ordinary or Extraordinary?
7. Avoid Forfeiting Reimbursement Dollars by Getting Paid for Staff Performance
8. Enhancing Your Dining Service Programs
9. Infection Control
10. Achieving Census Targets

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**Educational Offerings**

11. DAVE Reviews and Your MDS
12. Navigating Enteral Nutrition
13. Family & Medical Leave Act: What you need to know!
14. Ethics at Work: Lessons From Abu Graib Prison

**10:00 a.m. – 1:00 p.m.**  
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15. Navigating the Maze of Consolidated Billing

16. OSHA: Safety and Health Program Overview
17. Hire & Retain Great Employees Through Strategic Staffing
18. Wound Care Essentials – The Principles of Healing
19. Following the Course of Alzheimer's Disease...Into Often Uncharted Waters

**3:15 p.m. – 5:15 p.m. – Educational Offerings**

20. Overview of the Medicare Prescription Drug Discount Card & What it Means for LTC
21. Liability Insurance and The Long Term Care Industry
22. Therapy's Role in Fall Management
23. Leadership in the 21<sup>st</sup> Century: Are You Ready?
24. HIPAA: Privacy and Security Update

**HOUSING TRACK**  
**Wednesday, October 20**

**1:00 pm – 2:30 pm**

25. Basic Fair Housing

**2:45 pm – 3:45 pm**

26. HUD Update

**4:00 pm – 5:00 pm**

27. Service Options in Elderly Housing

## Thursday, October 21, 2004

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**8:00 a.m. – 9:00 a.m.**  
**KAHSA Annual Membership Meeting**

**9:00 a.m. – 11:00 a.m.**  
**Educational Offerings**

28. Update on Medicaid's RUG Review Process
29. Where Do We Go From Here? Opportunities & Challenges in Meeting the Future Market
30. Transfer & Discharge: A Refresher Course
31. Adopting Binding Arbitration Clauses in Your Admissions Agreements (1 HOUR)
32. Providing Quality Pain Management and End of Life Care

**11:00 a.m. – 1:00 p.m.**  
**Annual Awards Luncheon**

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## CEU Information

Any registered conferee may attend any session, but the most appropriate sessions are designated in the brochure by letter(s) following the KBN number. See code letter at the right margin of the following list:

- **Nursing Home Administrators** - KAHSAs is a Kentucky Board of Licensure of Nursing Home Administrators approved provider of continuing education. **M**
- **Housing Managers** - KAHSAs is an authorized provider of continuing education for IREM CPM and ARM designees. Programs designated for Housing Professionals have been submitted to AAHSAs's Housing Manager's Registry for approval. **H**
- **Social Workers** - Submitted to U of L Kent School for CEU approval. Pick up form at KAHSAs registration desk. **S**
- **Nurses/LPNs** - Workshops designated for Nurses have been approved for Nursing continuing education and are listed with a KBN number. KAHSAs is a KY Board of Nursing approved provider of mandatory continuing education. (**Please note: "KY Board of Nursing approval of an individual nursing continuing education provider does not constitute endorsement of offering content."**) **N**
- **Activity Professionals** - Individuals may submit appropriate sessions to the National Certification Council for Activity Professionals for approval. **A**
- **Dietary Manager** - Workshops designated for Dietary Managers have been approved for continuing education with the DMA. **D**
- **Registered Dietitians** - Appropriate workshops may be submitted for continuing education credits. **D**
- **Service Coordinators** - Those sessions designated with a **C** have been reviewed and approved by the local HUD office. **C**
- General Session for all Conferees **G**
- Maintenance, Housekeeping Staff **T**
- Further CEU info, (502) 992-4380

### KAHSAs wishes to extend special thanks to the following sponsors:

Acordia of Kentucky  
AIK Comp  
Logan's Healthcare Linens  
Meadows Group  
Med Care Pharmacy  
Omnicare Pharmacies  
PharMerica  
Rehab Management Services

### KAHSAs would also like to recognize its Ambassador Member exhibitors and extend thanks to all exhibitors for their continued support. (Ambassador members are indicated in bold.) List of Conference Exhibitors as of September 1, 2004:

Accu-Med Services  
**Acordia of Kentucky**  
AIK Comp  
**Alliant Purchasing**

Allied Irish Bank  
Best Choice, Inc.  
ConvaTec - A Bristol-Myers Squibb Co.  
**Deming, Malone Livesay & Ostroff**  
**Dietary Consultants, Inc.**  
GOJO Industries, Inc.  
**Gordon Food Service**  
Gulf South Medical Supply  
**HDS Services**  
**Healthcare Therapy Services, Inc.**  
Heritage Healthcare Inc.  
Holdaway Medical Supply  
HotShot Delivery Systems, Inc.  
**Johnson Diversey**  
Kenway Distributors, Inc.  
Kindred  
**Logan's Healthcare Linens**  
**Martha Gregory & Associates**  
**McKesson Corp**  
MDI Technologies  
Med Care Pharmacy  
Medline Healthcare  
**MMS a Medical Supply Co.**  
National Dairy

**Neace Lukens**  
Novartis Nutrition  
**Omnicare Pharmacies**  
**PCA Pharmacy**  
PharmaSTAT/MedaSTAT USA  
**PharMerica**  
Professional Medical Inc.  
**Quality Provider Services**  
**Rehab Management**  
RehabWorks  
**REM Company-Unimac**  
Resource Systems  
Ross Products  
**Rouben's LTC Pharmacy**  
Standard Textiles  
Summit Services Group  
**SYSCO/Louisville Food Services**  
**Thomas Healthcare Consulting**  
Tyco Healthcare/Kendall  
**US Foodservice**

# AAHSA Quality First<sup>SM</sup>

*moving forward, together*

## **AAHSA Quality First is . . .**

- A philosophy of quality.
- A framework for earning public trust in aging services.

## **AAHSA Quality First.**

- Momentum is growing
- Focus is sharpening
- Members are leading



**American Association  
of Homes and Services  
for the Aging**



**Kentucky Association of  
Homes and Services  
for the Aging, Inc.**

# Modern Answers to Healthcare

## Rehab Management Services

- RMS is a leading provider of Physical Therapy, Occupational Therapy, and Speech Therapy services. Our therapists can help your residents reach their full potential, while assisting your facility in compliance with Federal and State regulations.
- RMS Consulting will provide your facility with the expertise it needs to meet the challenges of today's healthcare environment.
  - Reimbursement
    - Medicare
    - Medicaid
  - Minimum Data Set
  - Regulatory



- 
- Mobile MD provides primary care services through physicians and advanced practice nurses who are knowledgeable regarding State and Federal regulations.
  - Mobile MD also offers a Medical Director Program.



134 Evergreen Road, Suite 200 ● Louisville, KY 40243 ● 502-253-4140



**KAHSA 2004 ANNUAL CONFERENCE  
REGISTRATION FORM**  
October 19, 20 & 21, 2004  
Kentucky Fair and Exposition Center, Louisville, KY

Facility/Agency \_\_\_\_\_ Contact Person \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

	Early Bird Rate – Register by October 11, 2004	Register after October 11
KAHSA Facility Members (First <b>10</b> persons from facility)	\$625 _____	\$725 _____
Each Additional Registrant(s) from above Member Facilities	\$65 _____	\$80 _____
Non-Member Facilities (First <b>10</b> persons from facility)	\$725 _____	\$825 _____
Each Additional Registrant – Non-Member Facility	\$90 _____	\$105 _____
Community Based Services – Per Person	\$100 _____	\$125 _____
Students	\$30 _____	\$35 _____
Elder Housing & Independent Living Facilities (per Person)	\$100 _____	\$125 _____
Nursing Home Administrators, other Health Care Professionals, and Housing Managers not currently employed	\$210 _____	\$260 _____
Individual Associate Member    \$25 per CE Contact Hour	_____ # of Hours X \$25 = _____	

**Total Amount for Registration \$ \_\_\_\_\_**

**EVENT TICKETS:** Please be sure event codes are circled on the individual registration block to correspond with number of tickets ordered.

	# of tickets	Total amount
<b>Opening Session &amp; Kickoff Brunch</b> Total number of Opening Session tickets needed:	_____ X \$15.00 each = \$ _____	
<b>Wine and Cheese Reception with Exhibitors</b> Total number of Wine and Cheese needed:	_____ X NO CHARGE	
<b>Complimentary Continental Breakfast</b> Total number attending continental breakfast:	_____ X NO CHARGE	
<b>Exhibits with Box Lunch</b> Total number of box lunches needed:	_____ X NO CHARGE	
<b>Awards Luncheon</b> Total number of Awards Luncheon tickets needed:	_____ X \$25.00 each = \$ _____	

**Total Amount of Purchased Tickets \$ \_\_\_\_\_**

**Total Registration fee (from above) \$ \_\_\_\_\_**

**GRAND TOTAL – All Registrants and Meal Tickets \$ \_\_\_\_\_**

**Please fax registration form to: KAHSA 502-992-4390 and mail original registration form with check to: KAHSA, 2501 Nelson Miller Parkway, Louisville, KY 40223**

## CEU Information for Registration

### CEU Information

Any registered conferee may attend any session, but the most appropriate sessions are designated in the brochure by letter(s) following the KBN number. See code letter at the right margin of the following list:

### CODE

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**Social Workers** – Submitted to the Kentucky Board of social Work for approval. **S**

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**Service Coordinators** – Those sessions designated with a C have been reviewed and approved by the local HUD office. **C**

**General Session for all Conferees.** **G**

**Maintenance, Housekeeping Staff** **T**

*For further CEU information (502)992-4380.*

**KAHSA 2004 ANNUAL CONFERENCE REGISTRATION FORM**  
**INDIVIDUAL SESSION REGISTRATION**

*Please circle the **NUMBER** of the educational session(s) and **Letter Code** for events  
in the appropriate time slot.*

**Facility** \_\_\_\_\_ **Phone** \_\_\_\_\_

<p><b>Name</b> _____  <b>Position</b> _____  <u><b>Tuesday, October 19</b></u>  Opening Session 11:00 am – 12:45 pm - <b>OS</b>  Education 1:00 pm – 3:00 pm <b>1 2 3 4 5</b>  Education 3:15 pm – 5:15 pm <b>6 7 8 9 10</b>  Wine &amp; Cheese/Exhibits Open 5:15 pm -7:30 pm - <b>WC</b>  <u><b>Wednesday, October 20</b></u>  Complimentary Continental Breakfast - <b>CB</b>  Education 8:00 am – 10:00 am <b>11 12 13 14</b>  Exhibits &amp; box lunch 10:00 am -1:00 pm - <b>EL</b>  Education 1:00 pm – 3:00 pm <b>15 16 17 18 19</b>  Education 3:15 pm – 5:15 pm <b>20 21 22 23 24</b>  HOUSING TRACK 1:00 pm – 5:00 pm <b>25 26 27</b>  <u><b>Thursday, October 21</b></u>  Membership Meeting 8:00 am – 9:00 am – <b>MM</b>  Education 9:00 am – 11:00 am <b>28 29 30 31 32</b>  Awards Luncheon – 11:15 am – 1:00 pm –<b>AL</b>  Check here if you would you be willing to moderate a session. _____</p>	<p><b>Name</b> _____  <b>Position</b> _____  <u><b>Tuesday, October 19</b></u>  Opening Session 10:30 am – 12:45 pm - <b>OS</b>  Education 1:00 pm – 3:00 pm <b>1 2 3 4 5</b>  Education 3:15 pm – 5:15 pm <b>6 7 8 9 10</b>  Wine &amp; Cheese/Exhibits Open 5:15 pm -7:30 pm - <b>WC</b>  <u><b>Wednesday, October 20</b></u>  Complimentary Continental Breakfast - <b>CB</b>  Education 8:00 am – 10:00 am <b>11 12 13 14</b>  Exhibits &amp; box lunch 10:00 am -1:00 pm - <b>EL</b>  Education 1:00 pm – 3:00 pm <b>15 16 17 18 19</b>  Education 3:15 pm – 5:15 pm <b>20 21 22 23 24</b>  HOUSING TRACK 1:00 pm – 5:00 pm <b>25 26 27</b>  <u><b>Thursday, October 21</b></u>  Membership Meeting 8:00 am – 9:00 am – <b>MM</b>  Education 9:00 am – 11:00 am <b>28 29 30 31 32</b>  Awards Luncheon – 11:15 am – 1:00 pm –<b>AL</b>  Check here if you would you be willing to moderate a session. _____</p>
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***Please duplicate this form to accommodate all participants***

Please return both sides of this form along with the facility registration page via fax at KAHSA  
at 502-992-4390 and mail original registration forms with check to:  
Jennifer D. Allen, KAHSA, 2501 Nelson Miller Parkway, Louisville, KY 40223

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