Do you understand what these letters represent? Or do you think its alphabet soup?

As long-term care providers continue to move away from the traditional fee-for-service payments toward a more diverse menu of payors paying for services in a variety of settings along the continuum, it is important to understand what payors are available and more importantly, how to get paid by those payors.

This seminar will provide information from a variety of payors on how provider partners are selected, service expectations from the payors, policies for admissions/discharges, and issues preventing payment for its services.

The presenters will cover both payment to and services provided in nursing facility settings as well as community-based settings such as assisted living.

In addition, you find out about helpful web sites and resources to streamline your billing procedures. A panel of consultants will provide insight on common trouble areas when working with alternative revenue payors.

Finally, a new law requires all health care providers to exchange health care administrative data in standard electronic format by 2009. Find out what this new law is about and how you can be ready for implementation.

Attend this program and learn:

- How MSHO, MSC, and MSC+ plan representatives contract for nursing facility and elderly waiver services, how provider partners are selected, and expectations of the partners
- How to facilitate and ease payments from long-term care insurance companies
- What a provider should look for in long-term care insurance policies—key phrases and restrictions
- Whom the Veterans Health Administration contracts with for nursing facility services; how these providers are selected/de-selected
- Where to find web resources—receive a listing to start from and build on
- What is the AUC and what do you need to do before 2009
- What are the top trouble spots affecting timely payments

Presenters include:
- Bernadette Berger, Allianz Life Insurance Company of North America
- Karen Redman, Blue Cross and Blue Shield of Minnesota
- Nancy Curtis, The Evangelical Lutheran Good Samaritan Society
- Julie Faulhaber, Medica
- First Plan Blue
- Anthony Filaggi, Ucare
- Dan Goodken, VA Contracts, Minneapolis
- David Haugen, Minnesota Department of Health
- HealthPartners, invited
- Itasca Medical Care, invited
- Shelagh Kalland, Blue Cross Blue Shield of Minnesota
- Sue Kvendru, Minnesota Department of Human Services
- Metropolitan Health Plan, invited
- PrimeWest, invited
- South Country Health Alliance, invited
- Marianne Wiebusch, Wiebusch Consulting
- Patty Wuenisch, Allianz Life Insurance Company of North America
- Metropolitan Health Plan, invited
- PrimeWest, invited
- South Country Health Alliance, invited
- Marianne Wiebusch, Wiebusch Consulting
- Patty Wuenisch, Allianz Life Insurance Company of North America

Details:
- Dates: February 27, 2008
- Where: University of Minnesota Continuing Education and Conference Center, 1890 Buford Avenue, St. Paul
- Time: 9:00 am – 4:15 pm (8:30 am check-in)
- Costs: $125 members, $175 non-members (includes continental breakfast, lunch and refreshments)
- CEUs: 6 clock hours, 7.2 contact hours
- Code: MN 08-90802

Lodging: Care Providers of Minnesota has arranged a special rate at the Radisson Hotel Roseville of $99 under the name of “Care Providers of Minnesota.” Please reserve your accommodations early to receive this rate. Call the Radisson Hotel Roseville at (651) 636-4567 for sleeping room reservations, making sure to note the name Care Providers of Minnesota.

Cancellation policy: Refunds will be issued to registrants who cancel at least three business days before seminar date. Cancellations received with less than three business days notice are charged a 25% administrative fee. No shows due to weather, acts of God, illness, or other reason are charged a 25% administrative fee.