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WELCOME TO OUR CONVENTION!

We are so excited about what is planned for you at this year’s Convention & Exposition: EMBRACING CHANGE! Not only is there an incredible selection of education sessions to choose from (111 this year!) but we also have Dr. David Gifford joining us for a leadership event, and then two extraordinary keynote speakers who—by the time they are through—will have you motivated, inspired, and eager to embrace change!

EMBRACING CHANGE

This past year, we began to look at many of our procedures at the Association level with an eye toward change. We asked: Does this make sense anymore? and How can we do better? One of the areas we looked at was our capstone event—this Convention—which resulted in a few changes this year (some more obvious than others).

The first change included the Convention registration process, making that easier and tied to our database. Next was the creation of the convention site where you can find up-to-date information on keynote speakers, leadership events, the Gala—and even what to do outside of the Convention (www.careproviders.org/convention).

Finally, we’ve changed the Convention experience with more convenient Exhibition hours, a revamped recognition program, and a more “customer-friendly” Celebration of Caring Gala.

We know that this Convention is important to a variety of customers—members, vendor partners, presenters, Association staff, and special guests—and we hope to meet all of your expectations! As you thumb through these pages to plan your own Convention experience, we encourage you to think about how you can embrace change—whether that means engaging with us via Facebook or Twitter (for breaking news and real-time updates), signing up as a session host, reaching out to thank exhibitors for supporting us all, or intentionally meeting someone new! Because like Ben (Franklin, that is) said: When you’re finished changing, you’re finished!

The strength of this Association is built from the inside out—our members are the core of what makes us great! So on behalf of the staff and Board of Directors at Care Providers of Minnesota, we look forward to a great Convention in November. We think it’s going to be the best one yet!
## MONDAY, NOVEMBER 14

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<td>7 AM</td>
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<tr>
<td>8 AM</td>
<td>COFFEE WELCOME 8:00–9:00 AM</td>
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<td></td>
<td>BOARD MEETING 8:00–9:00 AM</td>
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<tr>
<td>9 AM</td>
<td>Dementia Live™ 9:00 AM–4:00 PM</td>
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<tr>
<td>10 AM</td>
<td>100 Series 9:00–10:15 AM</td>
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<tr>
<td>11 AM</td>
<td>200 Series 10:30–11:45 AM</td>
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<td>NOON</td>
<td>REGIONAL COUNCIL 11:45 AM–1:00 PM</td>
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<td></td>
<td>Lunch 11:45 AM–12:15 PM</td>
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<td>1 PM</td>
<td>KEYNOTE SESSION with Bruce Miles 1:00–2:30 PM</td>
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<td>2 PM</td>
<td>EXPOSITION open 1:00–5:00 PM</td>
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<td>3 PM</td>
<td>300 Series 2:45–4:00 PM</td>
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## TUESDAY, NOVEMBER 15

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<tr>
<td></td>
<td>Silent Auction Wall of Wine + Beer 7:30–9:00 AM</td>
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<tr>
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<td>COFFEE WELCOME 7:30–9:00 AM</td>
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<tr>
<td></td>
<td>MN-DONA breakfast 7:30–8:30 AM</td>
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<td>400 Series 9:00–10:15 AM</td>
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<td>ANNUAL MEETING 9:15–10:30 AM</td>
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<td>500 Series 10:30–11:45 AM</td>
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<td></td>
<td>LEADERSHIP EVENT with Dr. Gifford 10:30–11:45 AM</td>
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<td>EXPOSITION open 11:00 AM–2:00 PM</td>
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<td>600 Series 3:45–5:00 PM</td>
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<td></td>
<td>Leading4Life Reception 5:00–6:00 PM invitation only</td>
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<td>CELEBRATION OF CARING RECEPTION 5:00–6:00 PM</td>
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<td>everyone welcome</td>
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<td>transition</td>
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<td></td>
<td>CELEBRATION OF CARING GALA 6:00–8:30 PM ticketed event</td>
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**Schedule of Events**

**WEDNESDAY, NOVEMBER 16**

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<th>Time</th>
<th>Event Description</th>
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<tr>
<td>7 AM</td>
<td>COFFEE WELCOME 7:30–8:30 AM</td>
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<td>8 AM</td>
<td>700 Series 8:30–9:45 AM</td>
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<td>10:00 AM</td>
<td>800 Series 10:00–11:15 AM</td>
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<td>transition</td>
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<td>NOON</td>
<td>900 Series 11:30 AM–12:45 PM</td>
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**KEEP IN MIND**

**REGISTRATION HOURS**
- Monday: 7:30 AM–5:00 PM
- Tuesday: 8:00 AM–5:00 PM
- Wednesday: 8:00–11:30 AM

**EXHIBITION HOURS**
- Monday: 1:00–5:00 PM
- Tuesday: 11:00 AM–2:00 PM

**REGIONAL COUNCIL MEETING**
- Monday: 11:45 AM–1:00 PM

**BRUCE MILES BOOK SIGNING (books available)**
- Monday: 12:30–1:00 PM & 2:30–2:45 PM

**LEADERSHIP EVENT**
- Tuesday: 10:30–11:45 AM

**ASHTON APPLEWHITE BOOK SIGNING (books available)**
- Tuesday: 1:00–1:45 PM & 3:30–3:45 PM

**CELEBRATION OF CARING RECEPTION (open to all)**
- Tuesday: 5:00–6:00 PM

**LEADING4LIFE RECEPTION (invitation only)**
- Tuesday: 5:00–6:00 PM

**CELEBRATION OF CARING GALA (ticketed event)**
- Tuesday: 6:00–8:30 PM
Embracing Change

CONCURRENT SESSIONS: 100 Series • 9:00–10:15 AM
101: Healthcare Reform Update
102: Supervising All Generations Effectively
103: Creative Approaches to Managing Challenging Behaviors/Situations
104: The Home and Community-Based Services (HCBS) Rule: Transition Plan Update
105: Is 80 the New 40? The New Math of Aging
106: Evolution of Alternative Payment Models
107: How to Conduct a HIPAA Risk Assessment for Dummies
108: How to Communicate with Government Surveyors & Investigators
109: Applying QAPI Principles: Improving Continence
110: Help Wanted—Hiring the Best Talent (Part 1)
111: The Art of Nutrition-Focused Physical Exam

CONCURRENT SESSIONS: 200 Series • 10:30–11:45 AM
201: Capturing Case Mix Including New MDS Section GG
202: What Do You Mean I Can’t Live Here Anymore?
203: Non-Medication Approach for Dementia Care
204: Continuous Leadership Development: A Virtue-Based Approach
205: Nursing Facility Surveys—Trends and Strategies for Success
206: Does Your Housing Contract Need a Change? Lease Basics
207: Abuse Prevention & Internal Investigations: Protect & Prevent
208: Staffing by Acuity—How Does Your Facility Compare?
209: The New World of Managed Care: Creating Operational Strategies for Success
210: Help Wanted—Hiring the Best Talent (Part 2)
211: Moving to the Beat: Using Music Effectively During Exercise
212: Simple Dining Executed with Pride

CONCURRENT SESSIONS: 300 Series • 2:45–4:00 PM
301: Update Regarding Labor and Employment Developments and Related Advice
302: Dietary to Culinary—A Journey in Guest Satisfaction
303: Workforce Retention—The Art & Science
304: Survey Trends in Comprehensive Home Care 2016
305: Nursing Assistants: A Good Defense in Wound Care
306: Surviving OHFIC Investigations: Strategy and Best Practices
307: Engaging Residents and Families to Improve Experiences and Outcomes
308: Medicare in 2016 and Beyond: What to Expect
309: Consolidated Billing Woes?
310: Living Well, Dying Well: Empowering Communication in Care
311: Dementia Care Communication: LifeStory and TRUST
312: The Dollars and SENSE of Reducing Fall Risk in Senior Living Communities
313: Grow and Change: Integrative Modalities and Practitioner Reflexivity
314: New CMS Nursing Facility Regulations—are You Prepared?

TUESDAY: NOVEMBER 15, 2016
CONCURRENT SESSIONS: 400 Series • 9:00–10:15 AM
401: What to Do When Residents Won’t Comply
402: Use of Employee Data: Report Cards & Payroll-Based Journals
403: A Whole Flock with One Stone: Exercise as a Robust Therapy
404: 2016 Update on Home Care Fraud Enforcement
405: Keeping Minnesota’s Nursing Facility Quality System Relevant
406: Ten Operational Strategies for the new DON
407: Pressure Ulcer Prevention: Risk Assessment and Care Plan Development
408: 2012 Life Safety Code—What’s new to stay in compliance
409: Strengthening Resident Choice and Culture of Safety Using Frontline Staff Engagement
410: Healing Touch for Health and Well-Being (Part 1)
411: Global Citizenship as Seen Through a Registered Dietitian Nutritionist’s Eyes

CONCURRENT SESSIONS: 500 Series • 10:30–11:45 AM
501: Pharmacogenomics: An End to One-Size-Fits-All Medication Management
502: Distressing and Harmful Resident-to-Resident Interactions in Dementia
503: Home Care Surveys—Trends and Strategies for Success
504: Leveraging BI to Drive Performance Improvement
505: Privacy, Security, and Health Information Exchange in Minnesota
506: The Return of the Nursing Facility Rate Appeal
507: What Every DON Should Know About Upcoming Changes to Medicare
508: Preventing a Decline in Functional Status
509: Partnerships and Marketing to Increase CNA Hires
510: Healing Touch for Health and Well-Being (Part 2)
511: Keeping Emergencies from Becoming Disasters through PREPARATION and TRAINING
512: Nutrition Apps & All That

CONCURRENT SESSIONS: 600 Series • 3:45–5:00 PM
601: QAPI: How to Create a Realistic Plan
602: Pricing, Cost, and Profitability in Assisted Living
603: The Role of Effective Data Communication in Senior Care
604: Bad Behaviors? Non-Payment? What’s a Landlord to Do?
605: Communication Tools to Use: Family Financial Exploitation
606: Will You Still Know Me When I am 94?
607: Cultivating a Successful Staff Development Program
608: The Power of MDS Data: Use Your Data for Success
609: Antibiotic Stewardship in Long-Term Care
610: Dementia and Alzheimer’s: Beyond the Basics
611: Emergency Preparedness—Armed Intruder/Active Shooter
612: Adapting Technology for Tech-Savvy Residents
613: Pathogen Powerpack—Tools for Food Safety
614: Discharge to Community—A New Focus Area

WEDNESDAY: NOVEMBER 16, 2016
CONCURRENT SESSIONS: 700 Series • 8:30–9:45 AM
701: Assessment and Management of Pain
702: How to be Young and Successful in a Leadership Role
703: The Transfer Training You Should Have Learned
704: Update from the Minnesota Department of Health
705: Discovering One’s Home—Spirituality of LTC Culture Change
706: Change the Scene: Granny Cams in Senior Housing
707: Surrogate Decision-Making: Who is in Charge?
708: Digital Marketing in 2016
709: Preparing for Waiver Revalidation Process
710: The Benefits of Lifestyle Medicine to Your Clients, Self, and Organization
711: Antipsychotic Use—It’s Not Just for Nursing Homes
712: Great Expectations in Senior Dining

CONCURRENT SESSIONS: 800 Series • 10:00–11:15 AM
801: Cyber Security: HIPAA and Beyond
802: Person-Centered Planning to Person-Centered Service Delivery (Part 1)
804: Hot Topics in Payment & Collections
805: Hello from the Other Side
806: Hospice in Assisted Living Settings: Balancing Risk and Reward
807: Ready to Serve: Strategies to Support LGBT Older Adults
808: Privacy Dilemmas for Long-Term Care Providers and Families
809: Know Your Stars
810: Strategies to Improve Medication Management in Older Adults
811: Treatments and Prevention of Lower Limb Osteoarthritis
812: Workforce Development: Dual-Training Programs through the PIPELINE Project
813: Bariatrics in Long-Term Care—Are You Ready?
814: Marketing Your Menus

CONCURRENT SESSIONS: 900 Series • 11:30 AM–12:45 PM
901: The Spiritual Side of Caring
902: Person-Centered Planning to Person-Centered Service Delivery (Part 2)
903: Addressing Challenging Behaviors: What Works (Part 2)
904: MNOSHA Update
905: Are You Prepared for the "New" Reality in Waiver Programs?
906: Discharging Residents: Why, When, and How?
907: Protection for Vulnerable Adults: It Starts with a Report
908: Practical Advice for Operating an Effective QAPI Program
909: AHCA/NCAL Tools & Resources for Staffing Stability & Quality Outcomes
910: Flip Your Website into a Lead Generating, Inbound Marketing Asset
911: Health and Wellness in Senior Care Communities
Continuing Education Credits

142 HOURS OF EDUCATION • 111 BREAKOUTS • 2 KEYNOTES • 1 LEADERSHIP EVENT

Continuing Education Credit
Application for Continuing Education Credit will be made with the following professional boards. CE forms and additional information regarding approved sessions for specific licensing boards will be available at the Information Booth at the Convention. **You must complete and return a copy of the CE form on-site to assure your attendance is properly credited.**

**Minnesota Board of Examiners for Nursing Home Administrators**
Application for continuing education credit will be made with a maximum 13.25 CEUs available.

**Minnesota Board of Nursing**
Sessions are designed to comply with the Minnesota Board of Nursing criteria for contact hours. Nurses can apply their hours toward their licensure requirements; however, the Board of Nursing does not pre-approve continuing education. Nurses receive 1.2 contact hours for every clock hour they attend—a maximum of 15.9 contact hours are available.

**Minnesota Board of Social Work**
Some sessions may comply with the Minnesota Board of Social Work. The Board of Social Work does not pre-approve continuing education. However, Care Providers of Minnesota is a pre-approved continuing education provider, CE Provider Approval Number: CEP #52. In addition, some breakout sessions are recommended for Social Work Supervision credit (see below).

**Certifying Board for Dietary Managers**
Application for continuing education credit will be made for both education and expo.

**Minnesota Academy of Nutrition and Dietetics**
Application for continuing education credit will be made for both education and expo.

**National Certification Council for Activity Professionals**
Application for continuing education credit will be made.

**Minnesota State Board of Continuing Legal Education**
Application for continuing legal education will be made.

**Housing Managers**
Some sessions are designed to comply with the new 30-hour Housing with Services Manager continuing education requirement.

**The following sessions are recommended for Social Work Supervision credits:**

**MONDAY**
- 102: Supervising ALL Generations Effectively
- 110: Help Wanted—Hiring the Best Talent (Part 1)
- 210: Help Wanted—Hiring the Best Talent (Part 2)
- 303: Workforce Retention—The Art & Science

**TUESDAY**
- 607: Cultivating a Successful Staff Development Program

**WEDNESDAY**
- 812: Workforce Development: Dual-Training Programs through the PIPELINE Project

**National Council for Therapeutic Recreation Certification**
Some sessions are designed to comply with the National Council for Therapeutic Recreation Certification criteria; however, the National Council for Therapeutic Recreation Certification does not pre-approve continuing education. Certified Recreational Therapists are encouraged to review education content as it relates to the National Council for Therapeutic Recreation Certification Job Analysis Knowledge Areas.

**Dementia Training**
Some sessions are designed to meet the new dementia training requirements for assisted living, housing with services staff, and staff affiliated with an assisted living community's home care provider.

**Other Professions**
All other disciplines are encouraged to keep track of their attendance hours and submit them for CE credit to the appropriate agency for their discipline.
HOW TO REGISTER
Registration information is located on page 39 of this book. Facility and housing registration categories are priced per organization and allow you to send an unlimited number of employees to our convention over the course of the three days. This is a valuable membership benefit and a great opportunity to provide your staff with continuing education, networking, and exhibit experiences. Individual registrant categories are also available.

You can quickly register online at www.careproviders.org/convention; then click on the green registration button. If needed, a hard copy of the registration form can be downloaded from the Care Providers of Minnesota website. Once your online or paper registration is received, you will receive a confirmation via email, which includes instructions for submitting attendee names and session preselection spreadsheets. Returning both are important parts of the registration process.

Badges
Name badges will be mailed to your facility in advance of the Convention for registrations received by October 21. Name badges for registrations received after that date will be available for pick-up at Convention. Name badge holders and identification ribbons will also be available on-site. All attendees must be wearing a name badge to gain admittance to the education sessions and Exposition areas.

Hotel Reservations
You can make your guest room reservation directly online! A block of rooms have been reserved at the DoubleTree by Hilton Bloomington at a special rate for Care Providers of Minnesota. Rates start at $149 for a single or a double, plus tax, until Friday, October 21, 2016, or until the block is sold out. Reservations received after the cutoff date will be accepted on a space availability basis. Reservations may be made by calling the DoubleTree by Hilton Bloomington at 855-610-TREE or 952-835-7800. Be sure to mention Care Providers of Minnesota to receive this discounted rate.

Please make every effort to stay at the host hotel. In order to keep our event costs as low as possible, we rely on meeting our room block commitments with the DoubleTree by Hilton Bloomington.

Cancellation Policy
Refunds of 80% will be given to registrants cancelling by October 28, 2016. Cancellations after October 28, 2016, and no-shows will be charged the full registration fee. Care Providers of Minnesota reserves the right to cancel the Convention & Exposition. In the event of such a cancellation, all fees will be refunded. All pre-publicized individual Convention events (special events, breakout session topics, speakers, etc.) remain subject to change until the event.

Packing
There is plenty of FREE PARKING at the DoubleTree by Hilton Bloomington, in multiple lots. You can come and go as you please. Hotel guests receive complimentary shuttle service to the Minneapolis/St. Paul International Airport and Mall of America. Contact the hotel at 952-835-7800 for details and pick-up times.

Celebration of Caring Gala
The Celebration of Caring Gala takes place on Tuesday evening, November 15, 2016, 6:00–8:30 PM.

The Gala is a ticketed event which recognizes the best in the long-term care profession, along with recognizing the 2016 graduating Leading4Life class, scholarship recipients, and the recipients of the AHCA/NCAL Quality Awards. Join us as we celebrate those who care for others and go above and beyond their jobs on a daily basis.

We are pleased to offer certain membership categories complimentary tickets for the Celebration of Caring Gala:

- Nursing Facilities: 2 Tickets
- Housing Settings: 1 Ticket
- Home Care: 1 Ticket

Complimentary tickets must be ordered by October 14, 2016. After October 14, remaining tickets will be offered for sale only.

Individual Tickets: $70 each
Multiple Ticket Discount: Purchase eight or more tickets to receive a discount of $5 per ticket. By purchasing at least eight tickets, you also receive preferred seating for this special event. To reserve your tickets, contact Jason Lind at jlind@careproviders.org or 952-851-2493.
HOW TO BE YOUR BEST EVERY DAY

Everyone has the desire to work in a positive environment. Effective, high-performing organizations are not only nicer places in which to work, but residents, clients, tenants, and family members benefit from better care and services.

In this entertaining keynote presentation, Bruce Miles will share insights and tips on being your best every day—making those around you better and creating a healthy workplace.

Bruce Miles, Ed.D, Owner/CEO, Big River Group, LLC
Dr. Bruce Miles is the owner of the Big River Group. He has been a paraprofessional, a regular education and special education teacher, as well as a school administrator. For seven years, he was an assistant professor and taught graduate and doctoral coursework in the areas of educational administration leadership, research, planning, finance, and personnel. For the past 31 years, he has been a national-level facilitator, presenter, and trainer in the areas of strategic planning, school improvement, organizational conflict, and difficult employees.

DEMENTIA LIVE

9:00 AM–4:00 PM
Free for Convention attendees!

Dementia Live™ is a unique first-hand experience that will immerse you into life with dementia. Dementia Live™ will increase empathy and deepen your understanding of the challenges faced by those living with cognitive impairment and sensory change. Integrating Dementia Live™ into staff training and family engagement leads to more sensitive care partnering.

To sign up, go to www.careproviders.org/Convention and click on the DEMENTIA LIVE button.

2016 EXPOSITION OPENS!
1:00–5:00 PM

ALL CONVENTION ATTENDEES ARE INVITED TO ATTEND THE EXPO!

Monday is your first opportunity to visit with vendors, check out new products, and continue to network with peers.

See p. 37 for a list of 2016 vendors and their booth locations.
ALL ROADS LEAD TO ROME: REHOSPITALIZATION IS CENTRAL TO ALL OF CMS PAYMENT AND REGULATORY PROGRAMS

In all of CMS’s new payment programs for SNFs, hospitals, ACOs, and MA plans, as well as for CMS’s public reporting and new SNF regulations, rehospitalization is central to every CMS program. Up to 2% of SNFs Part A Medicare payment is now linked to their rehospitalization rate. Five Star ratings will include rehospitalization rates. SNFs that can’t lower their rehospitalization rates will suffer. SNF Part A rates will decrease. But more importantly, hospitals, ACOs, and MA plans will drop SNFs from their networks.

This leadership session will focus on all the different rehospitalization measures CMS is using and present strategies to lower your rehospitalization rates that, when adopted by AHCA members around the country, have resulted in significant reductions in their rehospitalization rates. In addition, common barriers and challenges with reducing your rehospitalizations will be discussed.

Dr. David Gifford MPH, Senior Vice President of Quality & Regulatory Affairs
American Health Care Association/National Center for Assisted Living (AHCA/NCAL)
Dr. David Gifford oversees the AHCA/NCAL quality initiative and serves as co-chair of the Board for Advancing Excellence. Dr. Gifford previously served as the director of the Rhode Island Department of Health, as well as the chief medical officer for Quality Partners of Rhode Island where he directed CMS’s national nursing home-based quality improvement effort. He is a board certified geriatrician and has worked as medical director in several nursing facilities. He completed his primary care residency and geriatric fellowship at the University of California in Los Angeles (UCLA) after graduating from Case Western Reserve University School of Medicine. While a Robert Wood Johnson Clinical Scholar, Dr. Gifford received his master’s in public health (MPH) in epidemiology from UCLA.
Why does the fact that people are happiest at the beginnings and the ends of their lives take so many people by surprise? Why do only 3% of American social work students concentrate in gerontology, and only 1% of medical school students choose geriatrics—even though geriatricians, over and over, report the highest job satisfaction?

Why do people wonder why we find aging a fascinating subject? The reason is ageism—discrimination and stereotyping on the basis of age—the last socially sanctioned prejudice.

The personal and professional consequences are disastrous, especially for those who work with older people. Paired with disableism, ageism makes it harder to identify strengths in older people, makes them seem less deserving of resources, and sanctions their relegation to the sidelines. In cultures with meaningful social and economic roles for older people, physical health is just one aspect of aging. In this one, sickness takes center stage. Aging is not a disease, but our society conflates the two, as it does with disability—although people with disabilities will assure you that they are not sick.

This keynote looks at who benefits when old age is reduced to illness, and the effects of a cultural climate that barrages the old and disabled with the message that their lives are not worthwhile, nor worth paying for. Why should a long future have value but not a long past? Why are the healthy and vigorous old missing from the policy agenda? Why should it be acceptable to weigh the healthcare needs of the very young against those of the very old, when making the same case on the basis of race or sex would be unthinkable?

The biggest threat to an active old age—frailty—is also the most remediable. A growing body of research also documents the link between people’s perceptions of aging and their health and behavior. People with more positive feelings about aging walk faster, do better on memory tests, and are much more likely to fully recover from severe disability. They live significantly longer, and they live better. A national campaign to overturn ageist myths and stereotypes would extend not just the lifespan but the “healthspan” of all Americans.

A society obsessed with physical perfection and mental acuity vastly underestimates the quality of life of older people and those with disabilities—and its value. When we confront our own internalized prejudice and challenge underlying prejudices and misconceptions, we move towards a society of age equality: one that sees age as an asset and population aging as not just a challenge but a remarkable opportunity.

Find out more about Ashton at www.thischairrocks.com/video/
**Monday Education Sessions**

**100 SERIES • 9:00–10:15 AM**

101: Healthcare Reform Update
This session will provide an update on The Affordable Care Act and Healthcare Reform. The update will include an overview of any recent or pending legislation impacting healthcare reform and health insurance. It will explore the impact the election results may have on health insurance and healthcare providers. The session will also present the implications of expansion of Accountable Care Organization networks within Minnesota. An overview of best practices and strategies for managing health insurance costs will be presented as well.

**Speaker(s):** Mr. James Driscoll, CFP®, CEBS, Vice President, AdvisorNet Financial, Inc.

102: Supervising ALL Generations Effectively
This session will demonstrate Differentiated Supervision, a system with four separate supervision methods that can be used effectively with employees across the generations of all experience and performance levels. Participants will receive information on how and when to use each supervision method.

**Speaker(s):** Dr. Bruce Miles, Ed.D., Owner/CEO, Big River Group, LLC

103: Creative Approaches to Managing Challenging Behaviors/Situations
Dr. Brose has spent 36 years working alongside staff to facilitate care for some of the most challenging residents in Minnesota. This session is designed to allow participants to present real-life situations that have occurred in their facilities. Dr. Brose will outline a paradigm for clinical care, regulatory compliance, and risk management. He will also facilitate a discussion to bring out the expertise of the audience participants.

**Speaker(s):** Dr. John E. Brose, Ph.D., LMFT, LADC, CEO/Director, Associated Clinic of Psychology

104: The Home and Community-Based Services (HCBS) Rule: Transition Plan Update
In this session, attendees will understand the intent of the Home and Community-Based Services (HCBS) rule and how the rule may affect providers and recipients. The session will also review important activities completed in 2015 and 2016, updates about the HCBS rule statewide transition plan, and key strategies for Minnesota to be compliant with the HCBS rule by March 2019.

**Speaker(s):** Ms. Jolene Kohn, BA, MSW, State Programs Coordinator, Minnesota Department of Human Services  
Mr. Michael G. Saindon, Continuing Care for Older Adults, Program Administrator, Minnesota Department of Human Services  
Ms. Jennifer Stevens, Continuing Care for Older Adults, Agency Policy Specialist, Minnesota Department of Human Services

105: Is 80 the New 40? The New Math of Aging
Around the time our parents were born, the Metropolitan Life Insurance Company set maximum life expectancy at 69.93 years, and the National Institute on Aging was founded to study the elderly—“between 40 and 60 years of age.” Today, humans are living to 120, many of those years increasingly disability-free. Will this trend continue, and if so, what does it mean for seniors and the senior care profession? Join our light-hearted yet fact-filled and thought-provoking presentation to find out!

**Speaker(s):** Mr. Jonathan Rosenberg, Owner and Founder, Twin Cities Care  
Ms. Laura Mazzocco, Twin Cities Care  
Ms. Jan Lehman, Twin Cities Care

106: Evolution of Alternative Payment Models
Alternative payment models such as Accountable Care Organizations, Bundled Payments, etc. are being adopted at different rates in markets around the country. In some cases, the penetration of these new models has had an impact on post-acute care delivery. Using market and individual case studies, this session seeks to provide a view into our future by learning from the evolution of care delivery, discharge patterns, etc. in markets that had early adopters or heavy adoption of these models.

**Speaker(s):** Mr. Matthew D. Wocken, BA, Health Care Manager, CliftonLarsonAllen LLP  
Ms. Deb Freeland, Principal, CliftonLarsonAllen LLP

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**Corporate Benefits  Retirement Plans  Wealth Management**
107: How to Conduct a HIPAA Risk Assessment for Dummies
Has your organization conducted a security rule risk assessment? In March 2016, the federal Office for Civil Rights (OCR) announced a new round of HIPAA in-person and desk review compliance audits. One of the most common and fatal flaws in a HIPAA compliance program is lack of a risk assessment. We will discuss how to economically and efficiently conduct a risk assessment based on OCR’s preferred protocols and explore risk assessments that have fallen short of OCR’s expectations.

Speaker(s): Ms. Katherine Ilten, JD, Health Care Attorney, Fredrikson & Byron, P.A.

108: How to Communicate with Government Surveyors & Investigators
Many 2567s reveal that deficiencies are often cited based on admissions or concessions by interviewed staff. Statements like “the DON admitted” or “the staff reported” may be an inappropriate shortcut to a deficiency. Good caregivers are empathetic, trusting, and caring; however, those attributes might lead good staff into making exaggerated admissions or knee-jerk conclusions. This session describes communication tips for appropriately dealing with the inquisitive government official at your door.

Speaker(s): Mr. Sam D. Orbovich, J.D., Attorney and Shareholder, Fredrikson & Byron, P.A.

109: Applying QAPI Principles: Improving Continence
The percentage of long-stay, low-risk residents who lose control of their bowels or bladder is the quality measure in Minnesota with the most opportunity for improvement. Participants in this session will learn ways to improve this quality measure by reviewing a case study and applying QAPI principles and tools.

Speaker(s): Ms. Kristi Wergin, RN, BSN, CPHQ, Program Manager, Stratis Health
Ms. Kathie Nichols, RN, BSN, CRRN, Nursing Home Liaison, Stratis Health

110: Help Wanted—Hiring the Best Talent (Part 1)
This highly interactive session will change your perspective on the current hiring challenges facing the service sector today. You will understand the costs related to TEAM turnover and how to minimize the expenses. Hiring is a science and we will raise your understanding of: Attraction, the methods used to fill your candidate funnel; Selection, the science of determining the best fit; Orientation, making day one count; Engagement, connecting with your mission; and Retention, keeping the best talent.

Speaker(s): Mr. Stuart Gray, BFA, Founder and Tour Guide of Hospitality Rocks

111: The Art of Nutrition-Focused Physical Exam
This presentation will review the Academy of Nutrition and Dietetics/A.S.P.E.N. characteristics recommended for the identification and documentation of adult malnutrition. We will discuss each characteristic used to identify the presence of malnutrition, with special focus on conducting a nutrition-focused physical examination (NFPE). We will also explore what laboratory tests may or may not be useful in assessing the presence of malnutrition and how to best communicate this information to your colleagues.

Speaker(s): Mrs. Wendy Nielsen, RD, LD, CNSC, Clinical Dietitian, University of Minnesota Medical Center
Ms. Britta D. Brown, MS, RD, LD, CNSC, Clinical Dietitian, Hennepin County Medical Center

200 SERIES • 10:30–11:45 AM

201: Capturing Case Mix Including New MDS Section GG
Do your medical records support Minnesota case mix reimbursement including coding for the new MDS Section GG? Do you have systems in place for your interdisciplinary team to be reviewing case mix for your nursing facility residents on a daily basis?

During this session, the learner will develop a thorough understanding of the criteria and components of RUG categorization that is imperative to ensure optimal and accurate reimbursement.

Learn how to get your team focused on the technical components of the RUG and ADL score obtained and what documentation must be captured to support each component or qualifier of the RUG to support your reimbursement.

Speaker(s): Ms. Michelle McGinty-Stober, RN, BSN, CEO, Senior Care Solutions, Inc.

202: What Do You Mean I Can’t Live Here Anymore?
With an ever increasing number of seniors being served in assisted living settings it is ever more important to understand the complexities surrounding lease contracts and service agreements in these settings. What are the rights of a service recipient/tenant in your setting? What are your responsibilities as a provider? Learn about current and trending concerns and when a well-meaning provider may be in violation of a resident’s rights.

Speaker(s): Ms. Maisie Blaine, MSW, LICSW, Regional Ombudsman for Long-Term Care, Office of Ombudsman for Long-Term Care
Mr. Dan Tupy, LSW, Regional Ombudsman, Office of Ombudsman for Long-Term Care

203: Non-Medication Approach for Dementia Care
Dementia consumers are tough to manage. There is no magic. The FDA has a black box warning on antipsychotic medications—which means don’t use them. Dr. Brose will present a decision tree for critical thinking about issues that arise. He will offer non-pharmacological approaches from evidence-based research and strategies he has developed during his 36-year career in healthcare.

Speaker(s): Dr. John E. Brose, Ph.D, LP, LMFT, LADC, CEO/Director, Associated Clinic of Psychology

204: Continuous Leadership Development: A Virtue-Based Approach
Too busy for leadership development? Not if you are using your experiences as a means of development, and helping others to do the same. In this session, Chad Weinstein of Ethical Leaders in Action, will apply the timeless concept of virtue ethics to the modern leadership challenges in long-term care. Participants will learn a framework of five virtues that they can readily apply to their daily lives to solve problems, learn from successes and failures, build more effective teams, and consciously develop as leaders over time.

Speaker(s): Dr. Charles A. Weinstein, Ph.D, President, Ethical Leaders in Action, LLC
Monday Education Sessions

205: Nursing Facility Surveys—Trends and Strategies for Success
Learn about recent nursing facility survey trends. Common deficiencies will be examined to determine what provider or staff actions are driving the deficiencies. Be prepared for your next survey!
Speaker(s): Mr. Doug Beardsley, Vice President of Member Services, Care Providers of Minnesota, Inc.

206: Does Your Housing Contract Need a Change?
Lease Basics
Housing with Services (HWS) providers come in all shapes and sizes. Some must have written leases. Some must follow HUD lease requirements. All providers must satisfy the HWS contract requirements identified in Minnesota law and all providers must abide by fair housing laws. How do you keep it all straight and know what you need to include in your housing agreement? This session will focus on lease and HWS contract requirements, with an emphasis on how best to structure your documents and communicate the information in them.
Speaker(s): Ms. Michelle R. Klegon, Attorney, Klegon Law Office, Ltd.

207: Abuse Prevention & Internal Investigations: Protect & Prevent
All vulnerable adults should be free from abuse. Home care and skilled nursing providers are required under state and federal laws to have an “abuse prevention plan” for each resident or client. Ms. Voigt will review legal requirements of an abuse prevention plan and Ms. Freeman will explain the elements of a workable abuse prevention plan and how to successfully implement one. A sample abuse prevention plan will be offered and case scenarios will invite interactive discussion. Ms. Voigt will also address how to investigate and document allegations of abuse to avoid a deficiency or abuse finding.
Speaker(s): Ms. Susan M. Voigt, Esq., Attorney, Voigt, Rodé & Boxeth, LLC. Ms. Iris C. Freeman, MSW, Adjunct Professor, William Mitchell College of Law

208: Staffing by Acuity—How Does Your Facility Compare?
More changes are occurring in the profession and it has become more and more important to understand how acuity of care affects staffing in facilities. This session will dive into the staffing calculations being utilized to evaluate the Five-Star staffing component, discuss how surveyors may be utilizing these numbers to evaluate your compliance with staffing requirements, and evaluate how you can meet these challenges. In addition, we will focus on the MDS-Focused Surveys, which expanded nationwide in 2015 and will now add a staffing component. You will walk away with a staffing tool that can be implemented to assist you in monitoring your facility acuity and staffing.
Speaker(s): Ms. Patricia J. Boyer, MSM, RN, NHA, Director of Clinical Services, Wipfli LLP

209: The New World of Managed Care: Creating Operational Strategies for Success
The healthcare landscape continues to change and one of the new emerging initiatives is managed care for CMS. Managed care is becoming a significant payment strategy in the new value-based purchasing environment, creating a need for collaborative activities between healthcare operators and managed care providers. Understanding managed care and its anticipated outcomes is key to success in the new era of healthcare. This informative presentation will walk post-acute care leaders through this evolving payment strategy, its impact on the profession, and how it will affect their operations in the future. This session will also provide key leadership strategies to reevaluate current operations from pre-admission to discharge processes, data driven decisions, and communications strategies with managed care partners for positive quality and operational outcomes.
Speaker(s): Mrs. Lisa Thomson, BS, NHA, Chief Marketing and Strategy Officer, Pathway Health

210: Help Wanted—Hiring the Best Talent (Part 2)
This highly interactive session will change your perspective on the current hiring challenges facing the service sector today. You will understand the costs related to TEAM turnover and how to minimize the expenses. Hiring is a science and we will raise your understanding of: Attraction, the methods used to fill your candidate funnel; Selection, the science of determining the best fit; Orientation, making day one count; Engagement, connecting with your mission; and Retention, keeping the best talent.
Speaker(s): Mr. Stuart Gray, BFA, Founder and Tour Guide of Hospitality, Hospitality Rocks

211: Moving to the Beat: Using Music Effectively During Exercise
This session will discuss the importance of using appropriate music during exercise or physical rehabilitation. Participants will learn and properly demonstrate exercises suitable for older adults. Using the principle of rhythmic entrainment, we will explore ways to effectively use music to cue motor responses. This session will also discuss the use of music in relaxation or meditation. The music selection criteria provided can be applied to any setting, including caregiver self-care.
Speaker(s): Ms. Brett Collins, MT-BC, Music Therapist, Providence Place Ms. Anna DeCarsey, Recreation Therapy Director, Providence Place

212: Simple Dining Executed with Pride
A successful foodservice operation begins with sourcing the right people, and there is no room for complacency or negativity. It is important to create a positive environment to train and develop staff. Management’s expectations, along with methods of accountability, must be communicated to everyone in the dining operation. Training all staff to have an “attention to detail” mentality will ensure your staff take pride in your residents’ dining experience.
Speaker(s): Mr. Mitch Ryan, Multi-Unit Account Executive, Upper Lakes Foods, Inc. Mr. Michael Larson, Culinary Specialist, Upper Lakes Foods, Inc.
300 SERIES • 2:45–4:00 PM

301: Update Regarding Labor and Employment Developments and Related Advice
This session will provide a practical update, and specific recommendations, regarding actions that employers must take in view of quickly and significantly changing labor and employment laws and regulations which affect long-term care facilities. Topics will include critical labor law developments and important developments with respect to employees with legally protected characteristics.

Speaker(s): Mr. Robert C. Castle, Partner, Labor & Employment, Fox Rothschild LLP

302: Dietary to Culinary—A Journey in Guest Satisfaction
This session will explore the necessary leadership skills to lead culinary through the changing landscape of senior care and move the operation from dietary to culinary—allowing for the journey in guest satisfaction to take place and a new culture to be created.

Speaker(s): Mr. Rich Daehn, CDM, BSM, MBA, Corporate Director of Culinary Services, Benedictine Health System

303: Workforce Retention—The Art & Science
Workforce shortages are a challenge to skilled nursing facilities and assisted living providers. CMS will soon start to measure staffing turnover and retention in SNFs using data collected as part of their Payroll-Based Journal. Some of the common recruitment strategies can backfire. Rural areas have a limited applicant pool, often without the requisite competencies needed. This session will discuss strategies to recruit, train, and retain staff—drawing upon successful approaches used by AHCA members and others.

Speaker(s): Dr. David R. Gifford, MD, MPH, Senior Vice President, Quality & Regulatory Affairs, American Health Care Association

304: Survey Trends in Comprehensive Care 2016
The process for increased regulatory scrutiny and oversight of home care providers is alive and well in Minnesota! Surveys of home care providers are now conducted on a frequency of at least once every three years. This is a far cry from survey frequency in previous years when a home care provider could go many years without a regulatory survey; and potentially establish many years of operationalizing “bad habits” that are out of compliance with regulatory requirements. Let’s face it, home care licenses have changed, and so has the regulatory survey process. Knowing and understanding the trends in deficiencies cited by the Minnesota Department of Health can go a long way toward focusing provider efforts and proactively preparing for the survey teams appearance on your doorstep.

Speaker(s): Ms. Lisa Abicht-Swensen, M.H.A., Director of Home Care and Hospice Services, Pathway Health

305: Nursing Assistants: A Good Defense in Wound Care
This session will discuss involving your frontline caregivers in your wound prevention program. We will cover the importance of preventing skin failure or pressure ulcer formation and the components of a comprehensive skin and wound care program.

Speaker(s): Ms. Tessa Hammond, MPT, CWS, DAPWCA, Director of Clinical Operations, American Medical Technologies

306: Surviving OHFC Investigations: Strategy and Best Practices
Robert Rodè and Lores Vlaminck will review the OHFC process and requirements for reporting abuse, neglect, and maltreatment (including financial exploitation) and walk you through an OHFC on-site investigation whether it stems from a self-report or a complaint. Presenters will discuss best practices and strategies for your internal investigation on a reportable incident, working with OHFC investigators, and increasing your chances of a success including the reconsideration process for home care.

Speaker(s): Ms. Cathie M. Thompson, RN, BSN, Director of Clinical Services, Fortis Management Group LLC – MN
Mr. Robert F. Rodè, Esq., Attorney, Voigt, Rodè & Boxeth, LLC

307: Engaging Residents and Families to Improve Experiences and Outcomes
Have you considered how you can partner with residents and families to improve the experiences and outcomes of those living in your nursing facility? In this session, participants will learn how to strengthen resident and family engagement to improve their lives and work on quality improvement projects. Participants will learn how to use resources, such as the Resident and Family Council Manuals created by the Office of Ombudsman for Long-Term Care, to strengthen engagement.

Speaker(s): Ms. Cheryl Hennen, State Long-Term Care Ombudsman, Office of Ombudsman for Long-Term Care
Ms. Kathie Nichols, RN, BSN, CRRN, Nursing Home Liaison, Stratis Health

308: Medicare in 2016 and Beyond: What to Expect
Over the last few years, we saw many changes in the Medicare payment systems with implementation of MDS 3.0 and RUGs 4 in 2010, refinement of Medicare coverage rules including Change of Therapy assessments, clarifications in modification and inactivations, and therapy rule changes for rehab medium.

In the last year, Medicare has been relatively quiet, but not anymore. Get ready for major changes in 2016–2018. This session will summarize the most recent changes, but then we will dive into the upcoming anticipated changes. We will review areas including rehospitalization measures, the IMPACT Act of 2014 and its impact on you, initiatives for Medicare Shared Savings, Managed Care, electronic health records, and new staffing submission requirement.

Speaker(s): Ms. Patricia J. Boyer, MSM, RN, NHA, Director of Clinical Services, Wipfli LLP
309: Consolidated Billing Woes?
Consolidated billing requires skilled nursing facilities to coordinate with hospitals and suppliers. This session will discuss what services should be billed by which entity, the importance of contracts, and how reimbursement works. We will also discuss the new evaluation and management (E/M) code G0463 and how it relates to consolidated billing.

Speaker(s): Ms. Kim Conner, Business Office Consultant, Pope & Conner Consulting, Inc.

310: Living Well, Dying Well: Empowering Communication in Care
Quality and satisfaction in end-of-life care suffer due to poor communication. The Living Well, Dying Well (LWDW) model empowers effective communication for end-of-life care between residents, families, and healthcare professionals. More than Health Care Directives and POLST forms, LWDW is both a process and tools to support and document care goals and planning to drive patient care choices. This model is currently in a 12-month pilot study with Tealwood Senior Living, across diverse care settings including assisted living, skilled nursing, and memory care.

Speaker(s): Rev. Frank B. Bennett, BS, MDiv, Senior Fellow, Center for Spirituality & Healing, University of Minnesota
Ms. Gail Sheridan, RN, Chief Clinical Operations Officer, Tealwood Senior Living

311: Dementia Care Communication: LifeStory and TRUST
This session will offer participants the opportunity to learn about the importance of relationship building and the use of LifeStory in providing care for those with dementia. Through the use of lecture, case studies, and round table discussion, participants will apply these concepts to their personal experience. Participants will leave with strategies to be intentional in the use of these skills to create successful care giving experiences.

Speaker(s): Ms. Janelle M. Johnson, JD, JMJ Consulting and Advocacy

312: The Dollars and SENSE of Reducing Fall Risk in Senior Living Communities
The intent of this session is to provide resources and tools to senior living providers that support their staff’s and communities’ efforts in delivering safer care and services for clients at risk for falling. We will briefly discuss the fundamentals of both incidents and claims, including the four elements and potential costs of claims.

We will consider and discuss evidence-based and validated “best thinking” on effective approaches to reducing fall risk in older adults, specifically those residing in assisted living and skilled nursing facility settings.

Speaker(s): Mr. Ray Miller, Director of Risk and Safety Solutions, Direct Supply

313: Grow and Change: Integrative Modalities and Practitioner Reflexivity
In this session you will learn and experience first-hand integrative modalities. Not only will you experience different modalities but you will also practice simple techniques on yourself and others. This experiential session will be set in the context of behavior management, symptom relief, and self-care.

Speaker(s): Mr. Mike LimByliew, MT-BC, Music Therapist, Good Samaritan Society - Specialty Care Community
Ms. Kendra Willey, Wellness Resource Coordinator, Good Samaritan Society - Specialty Care Community

314: New CMS Nursing Facility Regulations—Are You Prepared?
The new CMS nursing facility Requirements of Participation have been published and finalized. This is the biggest re-write of “F-Tags” since OBRA 87! Learn what your facility needs to be working on and implementing NOW to meet the first set of CMS enforcement target dates, as well as future requirements implementation dates. Don’t get caught unprepared!

Speaker(s): Mr. Doug Beardsley, Vice President of Member Services, Care Providers of Minnesota, Inc.

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jladue@vaaler.com - 800.729.4247 - www.vaaler.com

Grand Forks, ND - Minneapolis, MN
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| 100 Series - 9:00–10:15 AM | 101: Healthcare Reform Update  
102: Supervising ALL Generations Effectively  
103: Creative Approaches to Managing Challenging Behaviors/Situations  
104: The Home and Community-Based Services (HCBS) Rule: Transition Plan Update  
105: Is 80 the New 40? The New Math of Aging  
106: Evolution of Alternative Payment Models  
107: How to Conduct a HIPAA Risk Assessment for Dummies  
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SESSION PLANNER: TUESDAY • NOVEMBER 15, 2016

To get the most education that is relevant to your profession, use this grid to see which sessions pertain to which membership categories and specific professions.

Note: the professions highlighted are recommended and do not indicate CEUs have been applied for or awarded for that specific profession. See page 7 of the registration book for more information on CEUs.

Tuesday, Nov. 15 - 400 Series - 9:00–10:15 AM

401: What to Do When Residents Won't Comply
402: Use of Employee Data: Report Cards & Payroll-Based Journals
403: A Whole Flock with One Stone: Exercise as a Robust Therapy
404: 2016 Update on Home Care Fraud Enforcement
405: Keeping Minnesota's Nursing Facility Quality System Relevant
406: Ten Operational Strategies for the New DON
407: Pressure Ulcer Prevention: Risk Assessment and Care Plan Development
409: Strengthening Resident Choice and Culture of Safety Using Frontline Staff Engagement
410: Healing Touch for Health and Well-Being (Part 1)

411: Global Citizenship as Seen Through a Registered Dietitian Nutritionist's Eyes

Tuesday, Nov. 15 - 500 Series - 10:30–11:45 AM

501: Pharmacogenomics: An End to One-Size-Fits-All Medication Management
502: Distressing and Harmful Resident-to-Resident Interactions in Dementia
503: Home Care Surveys—Trends and Strategies for Success
504: Leveraging Business Intelligence to Drive Performance Improvement
505: Privacy, Security, and Health Information Exchange in Minnesota
506: The Return of the Nursing Facility Rate Appeal
507: What Every DON Should Know About Upcoming Changes to Medicare
508: Preventing a Decline in Functional Status
509: Partnerships and Marketing to Increase CNA Hires
510: Healing Touch for Health and Well-Being (Part 2)
511: Keeping Emergencies from Becoming Disasters Through PREPARATION and TRAINING

Tuesday, Nov. 15 - 600 Series - 3:45–5:00 PM

601: QAPI: How to Create a Realistic Plan
602: Pricing, Cost, and Profitability in Assisted Living
603: The Role of Effective Data Communication in Senior Care
604: Bad Behaviors? Non-Payment? What's a Landlord to Do?
605: Communication Tools to Use: Family Financial Exploitation
606: Will You Still Know Me When I’m 94?
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- 402: Use of Employee Data: Report Cards & Payroll-Based Journals
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**Tuesday, Nov. 15 - 600 Series - 3:45–5:00 PM**
- 601: QAPI: How to Create a Realistic Plan
- 602: Pricing, Cost, and Profitability in Assisted Living
- 603: The Role of Effective Data Communication in Senior Care
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# SESSION PLANNER: WEDNESDAY • NOVEMBER 16, 2016

To get the most education that is relevant to your profession, use this grid to see which sessions pertain to which membership categories and specific professions.

Note: the professions highlighted are recommended and do not indicate CEUs have been applied for or awarded for that specific profession. See page 7 of the registration book for more information on CEUs.

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Embracing Change

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*Note: The table above is a simplified representation of a larger document. The full document contains detailed information on each session, including descriptions, objectives, and participants.*
AdvisorNet Benefits provides members of Care Providers of MN with comprehensive employee benefits programs. We also provide ACA support resources and are a Blue Cross Blue Shield Preferred General Agency. AdvisorNet Benefits can help your organization with the following employee benefits:

**GROUP BENEFITS**

- Health Insurance
- HRA, HSA, FSA plans
- Retirement plans
- Dental
- Life
- Disability

**INDIVIDUAL POLICIES**

- Individual Health
- Medicare Supplements
- Long-Term Care
- Dental
- Life
- Disability

For more information, please contact:

**Jim Driscoll, CFP, CEBS**
701 4th Avenue South, Suite 1500 | Minneapolis, MN 55415
P: 612-436-3791 | F: 612-313-7516
jimdriscoll@advisor-net.com | www.advisor-netbenefits.com
Tuesday Education Sessions

400 SERIES • 9:00–10:15 AM

401: What to Do When Residents Won't Comply
Too often residents fail to follow staff care plans. This is typically a multi-determined problem. This session will teach participants how to conceptualize non-compliance and non-adherence. It will then proceed to cover variables to consider in adjusting initiatives to improve adherence.

Speaker(s): Dr. Robert Karol, PhD, LP, ABPP-RP, CBIST, Vice President of Brain Injury Services, Welcov Healthcare

402: Use of Employee Data: Report Cards & Payroll-Based Journals
Different government agencies require nursing facilities to report employee data. Although the data is the same, the reporting and the effects to the facility are not. Reporting employee data on the Minnesota Medicaid cost report is nothing new, but reporting under Payroll-Based Journals has just begun. This session will talk about how this data is to be reported, discuss the differences between agency reporting, and how the data is used.

Speaker(s): Mr. Greg TaBelle, Reimbursement Director, CliftonLarsonAllen LLP

403: A Whole Flock with One Stone: Exercise as a Robust Therapy
The significant therapeutic and medicinal role of exercise has been well documented. Exercise interventions can be used to address an astounding number of physical, metabolic, and psychological conditions through symptom management and by addressing root physiological causes. This session will provide information on the benefits exercise interventions can provide for persons living in a residential facility, along with special considerations and recommendations for successful programs.

Speaker(s): Mr. Samuel P. Courtright, MS, EP-C, Exercise Specialist, Andrew Residence

404: 2016 Update on Home Care Fraud Enforcement
In this session, Attorney April Boxeth will educate home care providers to the areas of continued “stepped-up” fraud and abuse enforcement of Medicare and Medicaid programs. With the advent of the Affordable Care Act and Medicaid expansion, home care providers will learn the 2016 enforcement focus of the Office of Investigator General (OIG). Ms. Boxeth will discuss the OIG’s ongoing, increased interest in home care and provide case studies of recent enforcement actions.

Speaker(s): Ms. April J. Boxeth, Esq., Attorney/Partner, Voigt, Rodé & Boxeth, LLC

405: Keeping Minnesota's Nursing Facility Quality System Relevant
Minnesota is a leader in nursing facility quality measurement and reporting. At the same time, residents are more diverse and clinically complex than ever, and providers are responding with person-centered and continuous quality improvement approaches. Join DHS staff to learn how they are revamping the Minnesota Nursing Home Report Card, the Performance-based Incentive Payment Program, and other state quality efforts to keep pace with our changing times.

Speaker(s): Ms. Valerie Cooke, BA, BS, Manager, Minnesota Department of Human Services, Nursing Facility Quality and Research
Ms. Teresa M. Lewis, LTC Senior Research Associate, Minnesota Department of Human Services, Nursing Facility Rates and Policy

406: Ten Operational Strategies for the New DON
This dynamic presentation will provide concrete strategies for the new Director of Nursing, covering organizational management, people management, quality of care, and regulatory compliance. Join us for 75 minutes of user-friendly tips of the trade!

Speaker(s): Mrs. Susan LaGrange, RN, BSN, LNHA, Director of Education, Pathway Health

407: Pressure Ulcer Prevention: Risk Assessment and Care Plan Development
An in-house acquired or declining pressure ulcer puts providers at risk for regulatory citations and litigation. The burden on the provider is to demonstrate that the development or decline of a pressure ulcer was unavoidable. An effective care plan is based on identification of the individual risk factors and implementation of interventions will help mitigate risk of pressure ulcer development. This session will provide a hands-on exercise to teach the participant how to create a living, working care plan based on a risk assessment.

Speaker(s): Ms. Jeri A. Lundgren, RN, BSN, PHN, CWS, CWCN, President, Senior Providers Resource, LLC
November 1, 2016, is the survey compliance date for nursing facilities to transition from the 2000 edition of the Life Safety Code (NFPA 101) to the 2012 edition of the Life Safety Code. In addition to the updated code, CMS also adopted selected sections of the 2012 edition of NFPA’s Health Care Facilities codes (NFPA 99). This session will focus on what you need to be doing differently to be in compliance with these new requirements to avoid related “K-Tag” deficiencies during your annual survey by State Fire Marshals or CMS inspectors.

Speaker(s): Mr. Robert F. Dehler, PE, Program Manager, Engineering Services, Minnesota Department of Health - Health Regulation Division
Mr. Tom Linhoff, Supervisor - Health Facility Fire Inspections, Minnesota State Fire Marshal Division, Health Care & Corrections Fire Inspections

409: Strengthening Resident Choice and Culture of Safety Using Frontline Staff Engagement
Participants will strengthen their understanding and utilization of effective staff involvement tools and techniques in the development of sustainable resident culture of safety and resident choice. After establishing an acceptable definition of a “Resident Culture of Safety” the presenter will, using examples of falls prevention, explore a variety of problem solving, communication, and collaboration techniques. The intention of this presentation is to help managers empower frontline staff to actively participate in the development and sustaining of a resident culture of safety and ensure resident choice.

Speaker(s): Mr. Ray Miller, Director of Risk and Safety Solutions, Direct Supply

410: Healing Touch for Health and Well-Being (Part 1)
Join these experiential sessions of Healing Touch techniques. Healing Touch is relaxing, nurturing energy therapy, which assists in balancing the physical, mental, emotional, and spiritual well-being. Healing Touch is helpful for pain reduction, stress and anxiety, depression, improved sleep, and overall health. It assists pre- and post-surgery and supports the dying process. Learn ways to implement Healing Touch into direct resident care, hospice and palliative care, and program activities.

Speaker(s): Ms. Sheila Judd, MA, CHTP/I, Integrative Health Instructor and Consultant

411: Global Citizenship as Seen Through a Registered Dietitian Nutritionist’s Eyes
In this session, participants will be exposed to a snapshot of healthcare in a small rural community in Tanzania. We will focus on the consequences of undernutrition, but also give participants a look at what it takes to be part of a community in rural Tanzania.

Speaker(s): Ms. Linda Armstrong, BS, MBA, Faculty in Nutrition and Dietetics, Normandale Community College

500 SERIES • 10:30–11:45 AM

501: Pharmacogenomics: An End to One-Size-Fits-All Medication Management
This presentation provides participants the current state of and clinical application of pharmacogenomics, the science of genetic variations affecting a resident’s response to a drug. Pharmacogenomics can play a critical role in identifying which residents are either responders or non-responders to different medications and personalizes medication management in long-term care settings instead of the current “one-size-fits all” and “trial and error” method of prescribing medications.

Speaker(s): Dr. Chuck Gokoo, MD, CWS, Chief Medical Officer, American Medical Technologies
Mr. Todd Mittleman, Director of R&D, American Medical Technologies

502: Distressing and Harmful Resident-to-Resident Interactions in Dementia
Distressing and Harmful Resident-to-Resident Interactions (DHRRI) in dementia in long-term care homes are a prevalent, concerning, but under-recognized public health problem. The presentation will address: (a) the consequences of these behavioral expressions; (b) contributing factors, causes, and triggers; and (c) psychosocial strategies for prevention and de-escalation. In addition, several case examples and tools for individualized screening, documentation, and behavior intervention planning will be shared.

Speaker(s): Dr. Eilon Caspi, B.S.W. M.A. Ph.D., Gerontologist & Dementia Behavior Specialist, Dementia Behavior Consulting, LLC

503: Home Care Surveys—Trends and Strategies for Success
Learn about recent Comprehensive and Basic home care surveys trends. Common correction orders will be examined to determine what provider or staff actions are driving the correction orders. Common Housing with Services issues will also be reviewed. Be prepared for your next survey!

Speaker(s): Mr. Doug Beardsley, Vice President of Member Services, Care Providers of Minnesota, Inc.
504: Leveraging Business Intelligence to Drive Performance Improvement
The turnover rate of CNAs in long-term care facilities is staggeringly high. The continuous information that needs to be delivered is a challenge that needs to be met in order to ensure proper documentation of resident care. Can technology help fix some of these challenges? Are there some innovative ways to bring missing pieces together and meet the needs of residents and staff with hands-free information gathering? We will discuss some innovative case studies challenging these concerns.

Speaker(s): Mr. Paul Schulz, Health Care Consulting Manager, Eide Bailly LLP

505: Privacy, Security, and Health Information Exchange in Minnesota
As part of CMS’s State Innovation Model Initiative, the Minnesota Department of Health is working with Gray Plant Mooty to address barriers and issues involving the exchange of private health information among providers, payors, and patients. This session will address the state initiatives that are currently underway, as well as discussing provider guidance on addressing privacy and security barriers that Minnesota providers and payors face.

Speaker(s): Mr. Timothy A. Johnson, J.D., CPA, Attorney, Gray Plant Mooty Ms. Julia C. Marotte, Attorney, Gray Plant Mooty

506: The Return of the Nursing Facility Rate Appeal
The new value-based reimbursement rate setting law provides a safeguard to correct desk or field audit errors: the right to appeal payment determinations. Two professionals who have been deeply involved with DHS rate appeals will explain the jurisdictional requirements for a valid letter of appeal under Minnesota State Statute 256B.50. Presenters will also describe what makes for a successful rate setting appeal.

Speaker(s): Ms. Karolee K. Alexander, RN, RAC-CT, Director of Clinical and Reimbursement Consulting, Pathway Health Mr. Greg Tabelle, Reimbursement Director, CliftonLarsonAllen LLP

507: What Every DON Should Know About Upcoming Changes to Medicare
Understanding the basics of Medicare eligibility, documentation, and reimbursement are key factors in the oversight of the nursing department. CMS has scheduled changes to Medicare reimbursement in the next year. It is now critical to identify how upcoming changes in Medicare reimbursement will affect clinical systems. This session will provide insight into the basics of the Medicare program, the scheduled changes to Medicare reimbursement, and how to access more in-depth information for the Director of Nursing.

Speaker(s): Ms. Alicia C. Baird, RDN, LD, FAND, Registered Dietitian, SYSCO

508: Preventing a Decline in Functional Status
This session will discuss how decreased mobility and deconditioning is the primary cause of functional decline and an overall deterioration in the health of residents. This session will also discuss exercise and restorative nursing programs that prevent a functional decline by enhancing mobility, balance, strength, and endurance of residents. Learn how to set up an environment to help promote safe mobility and the Medicare/MDS requirements for capturing a restorative nursing program.

Speaker(s): Ms. Jeri A. Lundgren, RN, BSN, PHN, CWS, CWCN, President, Senior Providers Resource, LLC

509: Partnerships and Marketing to Increase CNA Hires
Learn how marketing scholarships and job opportunities, in conjunction with high school and college partners, can potentially increase the number of CNA hires at your facility. HealthForce MN is promoting the Health Care Core Curriculum (HCCC) as a pathway to NA and multiple careers, which will provide a new venue for marketing in partnership with area high schools and colleges. In addition, find out about accessing the HCCC online course as a means of training and/or as an approved pathway to the NA!

Speaker(s): Ms. Sue Field, DNP, RN, CNE, Director of Statewide Healthcare Education and Industry Partnerships, HealthForce Minnesota

510: Healing Touch for Health and Well-Being (Part 2)
It is highly recommended that you attend Part 1 prior to Part 2 as different information, techniques, and experiential activities will be included. Healing Touch is relaxing, nurturing energy therapy, which assists in balancing physical, mental, emotional, and spiritual well-being. Healing Beyond Borders HTI Healing Touch Certificate Program is an international, professionally-accredited education program of energy-based therapy and is approved and endorsed by the American Holistic Nurses Association.

Speaker(s): Ms. Sheila Judd, MA, CHTP/I, Integrative Health Instructor and Consultant

511: Keeping Emergencies from Becoming Disasters Through PREPARATION and TRAINING
This presentation is designed to assist the post-acute care professional to better equip themselves, operations, and staff to prepare for, respond to, and mitigate the effects of emergencies and disasters. We will discuss the breadth of potential events that authorities and reality require preparation for. We will also discuss systemic and environmental hazards and resident vulnerabilities. We will examine effective methods to: evaluate disaster preparedness policies, procedures, and practices; maintain currency of the plans; and train and guide staff to respond effectively and efficiently to both drills and actual events.

Speaker(s): Mr. Ray Miller, Director of Risk and Safety Solutions, Direct Supply

512: Nutrition Apps & All That
The internet and smartphone application stores are full of technology resources, but where do you start and what can you find? During this session, we'll look at economical app resources and ideas today's dietetic and culinary professionals can source to improve efficiencies and information in the dietary department. We'll look not only at clinical apps, but also food safety and culinary apps.

Speaker(s): Ms. Alicia C. Baird, RDN, LD, FAND, Registered Dietitian, SYSCO Minnesota
601: QAPI: How to Create a Realistic Plan
CMS has proposed final rules for QAPI (Quality Assessment and Performance Improvement), which require a nursing facility to provide the licensure surveyor a QAPI plan at the start of the survey process. This session will review the QAPI plan requirements and provide insights to many common quality practices. Participants will complete a gap analysis of their own organization committee, process, and structures that will be the basis of a QAPI plan.

Speaker(s): Ms. Jeri Reinhardt, RN, BAN, Vice President of Quality and Performance Excellence, Benedictine Health System-Cambridge

602: Pricing, Cost, and Profitability in Assisted Living
Most assisted living providers know every detail about their pricing strategy, but do they understand their cost? In this session, we will discuss the pricing mechanisms that we see in the marketplace and how providers are determining the cost of caring for various types of residents. By exploring the financial aspects of an assisted living facility, participants will better understand the drivers of profitability in their assisted living facility.

Speaker(s): Mr. Cory R. Rutledge, CPA, Principal, CliftonLarsonAllen LLP

603: The Role of Effective Data Communication in Senior Care
This session will introduce the relevancy of data creation, management, and communication for the long-term and post-acute care (LTPAC) provider in the emerging healthcare system. Participants will engage in comparing the current state versus the desired state for data management and data sharing. A data case study will be explored to reveal the use cases for effective data management related to resident transition events. This session promotes data management and communication as the new business expectation in LTPAC.

Speaker(s): Mr. Mark Anderson, Senior Vice President, Eldermark Software LLC / Eldermark Exchange

604: Bad Behaviors? Non-Payment? What’s a Landlord to Do?
In this session, Attorneys April Boxeth and Kelsey Nelson will discuss the legal action available to landlords related to tenant lease violations ranging from behavior issues to nonpayment. This session will discuss real case scenarios to equip attendees with practical solutions to provide landlords with a strategic plan and remain in compliance with legal requirements.

Speaker(s): Ms. April J. Boxeth, Esq., Attorney/Partner, Voigt, Rodé & Boxeth, LLC
Ms. Kelsey Nelson, Esq., Attorney, Voigt, Rodé & Boxeth, LLC
**Tuesday Education Sessions**

**605: Communication Tools to Use: Family Financial Exploitation**

Financial exploitation is an increasingly common crime; and we know it can be perpetrated by family members of a victim. Providers often find themselves caught in the midst of family disagreement around financial matters—sometimes these disagreements involve the occurrence, accusation, and/or perception of financial exploitation. Understanding legal relationships that allow family members to assist one another can help clarify these complex discussions and provide tools to initiate conversation.

**Speaker(s):** Ms. Marit Anne Peterson, J.D., Program Director, Minnesota Elder Justice Center

**606: Will You Still Know Me When I'm 94?**

This session will discuss person-centered planning and thinking in long-term care settings. We will give you "real life" examples of using person-centered planning tools in nursing facilities, assisted living communities, and in the home. The session will be interactive and fun. You may even go home with your own person-centered plan!

**Speaker(s):** Ms. Jane Brink, LSW, Regional Ombudsman, Office of Ombudsman for Long-Term Care
Ms. Sandra Newbauer, Social Worker, Regional Ombudsman, Office of Ombudsman for Long-Term Care

**607: Cultivating a Successful Staff Development Program**

As Florence Nightingale stated, "there is no end in what we may be learning every day." Staff development is significant in the success and quality of an organization. Is the development and mentoring of nursing staff a priority? Are you spending countless hours on repairing errors and corrective action plans? If so, plan to attend this session to learn the key to a successful staff development program.

**Speaker(s):** Ms. Colleen Nicholson-Toebe, RN-MSN, RAC-MT, Senior Consultant, Wipfli LLP

**608: The Power of MDS Data: Use Your Data for Success**

This session is a follow-up to the "The Big Wide World of MDS data: Who Sees and Uses the Information" session provided at last year’s Convention. Attendees will leave with a higher level of understanding of the relationship between the MDS, QMs, and Five-Star; and how to utilize data for quality improvement.

**Speaker(s):** Ms. Karolee K. Alexander, RN, RAC-CT, Director of Clinical and Reimbursement Consulting, Pathway Health

**609: Antibiotic Stewardship in Long-Term Care**

This session is designed to review F441 as it relates to the role of the Infection Prevention and Control Officer (IPCO). The presentation will provide an outline for an Antibiotic Stewardship program in the long-term care setting that will meet regulatory expectations and enhance the safety of the residents through prevention and surveillance strategies of the IPCO.

**Speaker(s):** Mrs. Shelley A. Bhola, RN-BC, BSN, MSN, Nurse Consultant, Senior Providers Resource, LLC

**610: Dementia and Alzheimer's: Beyond the Basics**

This session will provide an in-depth discussion on dementia, Alzheimer's disease, frontotemporal lobar degeneration, and dementia with Lewy bodies. Intervention options that are dementia-type specific (pharmacologic and non-pharmacologic) will be discussed along with current research trends.

**Speaker(s):** Ms. Deborah Richman, BS, ACC, Vice President Education and Outreach, Alzheimer's Association Minnesota-North Dakota

**611: Emergency Preparedness— Armed Intruder/Active Shooter**

Post-acute care emergency preparedness and disaster prevention must always focus on the safety of residents, staff, and visitors. This is most effectively accomplished when it is a process of steady vigilance, ongoing preparation, collaboration with internal partners, cooperation with external organizations, clear responsibilities for both the individual and organizations, and ongoing practice and learning. The development of an "Armed Intruder/Active Shooter" annex for your existing Emergency Operations Plan should be based on three fundamental steps: 1) risk hazard assessment; 2) policy and program development; and 3) implementation and training. In this session we will focus on both the process and the fundamental steps outlined above.

**Speaker(s):** Mr. Ray Miller, Director of Risk and Safety Solutions, Direct Supply

**612: Adapting Technology for Tech-Savvy Residents**

The seniors of tomorrow want to be able to connect with loved ones via the internet, and their families want to know their loved one resides in a safe environment. In this session, we’ll discuss technology innovations in senior care that are working to do three things: connect and protect our community’s loved ones; help nurses provide better care for seniors; and simplify post-purchase service for maintenance professionals. You’ll walk away with a better understanding of your facility’s technology systems and a plan for future technology improvements.

**Speaker(s):** Mr. Larry Lorbiecki, IV, BS, Business Development, ECSI System Integrators
Mr. Matt Heise, Business Development, ECSI System Integrators

**613: Pathogen Powerpack—Tools for Food Safety**

News stories about the latest outbreak of foodborne illness or the latest food recall assault us daily in the media. What do we really need to be concerned about? What actions do we need to take? In this presentation, we will discuss the latest information about pathogens and the illnesses they cause along with resources and tools you can use to help prevent the pathogens from disrupting your operation and causing harm.

**Speaker(s):** Ms. Alicia C. Baird, RDN, LD, FAND, Registered Dietitian, SYSCO Minnesota

**614: Discharge to Community—A New Focus Area**

In this session, participants will discuss how interdisciplinary teams help residents effectively transition to a community setting. Successful discharge planning to the community needs to be a consideration for all residents admitted to the nursing facility. To be successful, nursing facilities need to maintain and/or increase a resident's functional status to assist them in transitioning back to a community setting whenever possible.

**Speaker(s):** Dr. Jane C. Pederson, MD, MS, Director of Medical Affairs, Stratis Health
Ms. Kathie Nichols, RN, BSN, CRRN, Nursing Home Liaison, Stratis Health
Wednesday Education Sessions

700 SERIES • 8:30–9:45 AM

701: Assessment and Management of Pain
This session will be an overview of pain including different types of pain and assessment of pain. It will include a description of the common pain medications and the rationale in prescribing analgesics. This will be followed by a discussion about equianalgesic dosing, including several case examples of common pain issues. The session will conclude with a discussion on opiate side effects and how to manage them.

Speaker(s): Dr. Robert G. Sonntag, MD, CMD, Geriatrician/Medical Director, Health Partners

702: How to be Young and Successful in a Leadership Role
In this session, the audience will learn how a young leader can be successful in roles such as Executive Director and Director of Nursing. Presenters will share personal stories about their path to leadership and the struggles they encountered along the way. They will also provide tools and information on handling different generational groups that may be a roadblock on the journey to leadership.

Speaker(s): Ms. Maggie Aboukhalil, RN, Wellness Nurse, Keystone Senior Living of Highland Park
Ms. Chelsea Dorn, Business Office Coordinator, Good Samaritan Society - Stillwater
Ms. Kelly Maloney, MA, MT-BC, Director, Therapeutic Recreation & Volunteer Services; Music Therapist, Minnesota Masonic Home Care Center

703: The Transfer Training You Should Have Learned
This is not your typical transfer training and its easy to replicate for all diagnoses, functional levels, and ages. This technique emphasizes a hands-free/no lifting technique to maximize independence for your residents while helping reduce workers' compensation costs. It is a four-stage process, which allows increased communication between nursing and caregivers. It also helps identify health issues more easily with your residents.

Speaker(s): Ms. Nicole Rennie, PT, GCS, Founder and Owner, Senior Abilities Unlimited

704: Update from the Minnesota Department of Health
Hear what's new in nursing facility and home care surveys, complaints, and more. Learn the most frequent tags, information about CMS, and how to find important information. Participants will also hear about key updates including a collaboration between MDH, DHS, and joint interagency activities.

Speaker(s): Ms. Mary Absolon, L & C Program Manager, Minnesota Department of Health - Health Regulation Division
Ms. Kris Lohrke, Director, Office of Health Facilities Complaints, Minnesota Department of Health - Health Regulation Division
Ms. Jeri Cummins, RN, Home Care and Assisted Living Program Supervisor, Minnesota Department of Health, Compliance Monitoring Division

705: Discovering One's Home—Spirituality of LTC
Culture Change
Elders and caregivers in long-term care often: 1) want to go “home” and 2) can’t. Creating “home” is at the heart of the long-term care culture change movement. This informative, humorous, surprising, and inspirational exploration of “home” draws upon various religious/cultural perspectives, key authors’ insights, and the wisdom of Elders and others facing institutional life together. Participants will gain knowledge, resources, and practical wisdom to accompany Elders in their mutual discovery of “home.”

Speaker(s): Rev. J. Scott Cartwright, MDiv., BCC, Director of Spiritual Care, Cerenity Care Center - White Bear Lake

706: Change the Scene: Granny Cams in Senior Housing
More and more, senior housing and home care providers must address a tenant’s/client’s or family member’s desire to install a camera in the tenant’s/client’s living space (or elsewhere). This session will address the growing issue of “granny cams.” Applicable state and federal laws will be discussed and tips on how providers can manage a tenant’s/client’s or family member’s desire to install a recording device will be offered.

Speaker(s): Ms. Michelle R. Klegon, Attorney, Klegon Law Office, Ltd.

707: Surrogate Decision-Making: Who is in Charge?
Learn about drafting, implementing, relying on, and troubleshooting health care directives (HCDs) from provider and consumer perspectives. Weighing factors as to following the directive(s); determining when a principal is capable of making decisions and when the agent has the authority to act; addressing potential conflicts, and interpreting the authority of a financial/durable power of attorney vs. a guardian/conservator vs. a health care agent; and opening up dialogue for all parties involved. It will also discuss trends in the law related to surrogate decision-making and recent case decisions.

Speaker(s): Ms. Marlene S. Garvis, MSN, JD, Attorney At Law, Marlene S. Garvis, LLC

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708: Digital Marketing in 2016
With all the choices in digital marketing at our fingertips, how do you determine what options are the right fit for your business? Today, digital marketing is much more than just impressions and clicks...it's about real results, engagement, and conversions. Paul Haga, from AdTaxi, will help you to understand and navigate the changing digital landscape. The session will include strategy, case studies, and discuss which products can ultimately reach users throughout their consumer journey.
Speaker(s): Mr. Paul Haga, Digital Sales Manager, AdTaxi

709: Preparing for Waiver Revalidation Process
Minnesota Health Care Programs (MHCP) are required to follow the CMS final federal provider screening regulations that were effective March 2011. During this session you will learn about the screening requirements process and revalidation of your provider records. You will learn when MHCP plans to start the revalidation process for waiver providers, what forms you will be required to submit to MHCP, and how you will be notified by MHCP.
Speaker(s): Ms. Mai Yang, MHCP Provider Trainer, Minnesota Department of Human Services

710: The Benefits of Lifestyle Medicine to Your Clients, Self, and Organization
Healthcare comprises 17% of the US gross domestic product (GDP), but the overall quality of life is ranked below most of the developed countries. People live longer but sicker with many chronic conditions, which have also developed in younger populations. Since most chronic conditions result from an unhealthy lifestyle, adopting a healthy lifestyle could provide benefits including improved quality of life, increased productivity, and reduced healthcare costs for individuals and organizations.
Speaker(s): Dr. Jengyu Lai, DPM, Chief Manager, Rochester Clinic, PLC

711: Antipsychotic Use—it’s Not Just for Nursing Facilities
The Government Accountability Office (GOA) issued a report that shows that 14% of antipsychotic use occurs outside of nursing facilities in places such as assisted living and home health. Learn successful strategies for reduction of antipsychotic use, monitoring the effectiveness of those medications, and proper identification of risk factors to improve the quality of life for your clients and residents.
Speaker(s): Ms. Naomi Fluck, RN, Director of Community Based Services, Senior Care Solutions, Inc.
Ms. Julie Dietz, RN, Nurse Consultant, Senior Care Solutions, Inc.

712: Great Expectations in Senior Dining
Many of us have experienced a change in the dining expectations of our clients, but what will the future hold? During this session we will discuss the changing trends in senior dining both today and in the not-so-distant future and how we may need to change to meet the increasing expectations.
Speaker(s): Ms. Alicia C. Baird, RDN, LD, FAND, Registered Dietitian, SYSCO Minnesota

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800 SERIES • 10:00–11:15 AM

801: Cyber Security: HIPAA and Beyond
This session will take a look at recent cyber security events in the healthcare profession, with particular focus on how the events could/should have been prevented. From malicious insiders to external threats, this session will provide information on the best practices (and HIPAA requirements) that can be applied to keep your name off the ever expanding list of cyber security/HIPAA breaches.

Speaker(s): Mr. Lee Painter, CISSP, HCISPP, CRISC, Manager, Information Security, CliftonLarsonAllen LLP

802: Person-Centered Planning to Person-Centered Service Delivery (Part 1)
In January 2014, CMS issued a rule that applies to all Home and Community-Based Services (HCBS). The rule included requirements related to the nature of HCBS services and settings, qualities of services and settings (standards), and requirements for person-centered service planning for all HCBS participants. This session will provide an overview of the Person-Centered, Informed Choice, and Transition Protocol developed by DHS to meet these and other requirements for person-centered service planning (Minnesota’s Olmstead Plan, Jensen v. DHS). The protocol describes expectations regarding lead agency person-centered practices and planning. This session will also demonstrate how person-centered planning requirements are critical to person-centered service delivery, including those qualities of service delivery that reflect HCBS provider services and settings requirements.

Speaker(s): Ms. Jolene Kohn, BA, MSW, State Programs Coordinator, Minnesota Department of Human Services

This presentation will address behavioral dyscontrol: what works and what does not. It will first present traditional intervention methods that are often insufficient. It will explore how they can work, but why they can fail. The session will also include an innovative intervention that can work when other methods do not. Case examples will be used to highlight issues and interventions.

Speaker(s): Dr. Robert Karol, PhD, LP, ABPP-RP, CBIST, Vice President of Brain Injury Services, Welcov Healthcare

804: Hot Topics in Payment & Collections
In this session, presenters will discuss hot issues and strategies for payment and collections in these challenging financial times. Gain important insight in working with DHS, the intermediary, third party payors, and private payors (residents and families); and explore other alternatives like hardship requests and terminating services.

Speaker(s): Mr. Greg Leahy, State Program Administrator Principal, Minnesota Department of Human Services
Mr. Robert F. Rodé, Esq., Attorney, Voigt, Rodé & Boxeth, LLC

805: Hello from the Other Side
This session promises to be an interactive and engaging learning experience that provides you with critical information about the dementia experience as a caregiver and care receiver. We will cover the realities of someone with dementia and provide you with the tools you need to support them. The ultimate goal being to strengthen the bridge between the givers and the receivers so everyone can thrive and not just survive.

Speaker(s): Ms. Krisie Barron, LSW, Caregiver Specialist, Embrace, Inc

806: Hospice in Assisted Living Settings: Balancing Risk and Reward
Assisted living communities will often espouse a philosophy of “aging-in-place,” enabling clients to receive increasing levels of care without having to leave the community. Aging-in-place allows clients to stay in their community for as long as they choose, from active retirement living to end-of-life hospice care. Successfully accommodating residents through end-of-life requires a partnership with a hospice provider, skilled in managing pain and symptoms, that can accompany the dying process. Developing strong partnerships with community hospice providers can strengthen the ability of an assisted living setting to realize the potential for clients to truly “age-and die-in-place.”

Speaker(s): Ms. Lisa Abicht-Swensen, M.H.A., Director of Home Care and Hospice Services, Pathway Health

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Wednesday Education Sessions

807: Ready to Serve: Strategies to Support LGBT Older Adults
Whether you know it or not, you are currently serving LGBT older adults. As the population continues to age, you will have an increasing number of LGBT clients and caregivers. This session will give you practical, easy to implement strategies to make your setting more welcoming to them. Learn from Minnesota providers about their successes and leave with ideas you can put into practice in all the services you offer.

Speaker(s): Ms. Marsha J. Berry, MA, CAEd, Director of Education, Training To Serve

808: Privacy Dilemmas for Long-Term Care Providers and Families
Residents have a right to privacy and self-determination. Providers must protect residents’ rights, keep residents safe, and yet share information with families and other providers. Social Worker, Janna Kovach, and Attorney, Susan Voigt, will present case scenarios involving difficult ethical and legal decisions that providers of skilled nursing and home care face every day. Both legal, risk management, and practical solutions will be offered and discussed with audience participation.

Speaker(s): Ms. Susan M. Voigt, Esq., Attorney, Voigt, Rodé & Boxeth, LLC
Ms. Janna Kovach, LSW, Social Services Specialist, Benedictine Health System

809: Know Your Stars
This presentation will give providers knowledge and insight to understand the new changes to the Five-Star Rating System and the impact it will have on staffing, quality measures, antipsychotic medications, and facility systems. Attendees will leave with strategies and tools to increase compliance, outcomes, and overall rating.

Speaker(s): Mr. Dan Billings, Vice President Business Development, Pathway Health

810: Strategies to Improve Medication Management in Older Adults
Older adults have multiple health conditions treated with multiple medications. While medications can be beneficial, older adults are at increased risk for medication problems. An experienced Geriatric Nurse Practitioner will review guidelines and standards to optimize medications in older adults. Geriatric changes and high-risk medications will be addressed. This session will use case studies to review strategies to enhance medication management in older adults.

Speaker(s): Dr. Sara McCumber, APRN, CNP, CNS, Associate Professor and Nurse Practitioner, The College of St. Scholastica and Essentia Health Neurology
Wednesday Education Sessions

811: Treatments and Prevention of Lower Limb Osteoarthritis
Osteoarthritis (OA) is the most common type of arthritis, affecting 1-in-5 adults. The most commonly affected joints are located in the lower limb, impairing mobility due to pain. Immobility subsequently causes reduced work productivity and increased sedentary lifestyle leading to many chronic conditions. Most lower limb OA results from foot and ankle problems, and healthcare workers have a higher risk since they are mostly on their feet. Finding the root cause is the key to successfully manage OA.

Speaker(s): Dr. Jengyu Lai, DPM, Chief Manager, Rochester Clinic, PLC

812: Workforce Development: Dual-Training Programs through the PIPELINE Project
Learn more about using Dual-Training and Registered Apprenticeship programs to maximize and elevate the skills of your existing workforce and your human resource development efforts. See how you can quickly get new employees contributing to your productivity through a Registered Apprenticeship. Also learn about grant funds available to cover your employees' instruction costs.

Dual-Training and Registered Apprenticeship are industry-driven, career training programs where employers determine the skills that are essential to sustain a quality workforce. The result is workers with industry-driven training and employers with a competitive edge.

Speaker(s): Ms. Janell Westveer, Minnesota PIPELINE Project Consultant, Minnesota Department of Labor and Industry

813: Bariatrics in Long-Term Care—Are You Ready?
Hear up-to-date statistics on this growing epidemic and gain resources to aid in program start-up. Tools and best practices for managing care as a whole for this growing population will be discussed.

Speaker(s): Ms. Carolyn L. Hervin, LNHA, Executive Director, Health and Rehabilitation of New Brighton
Ms. Debby Bradley, Chaplain/Foundation/Marketing, St. Crispin Living Community
Ms. Casteele Miller, Assistant Executive Director, Chaska Heights Senior Living

814: Marketing Your Menus
A facility's menu is central to how the foodservice operates, is perceived, and impacts residents' satisfaction. This presentation will look at how facilities can market their menus & operations to spark interest among their residents and residents' families. We will also discuss tools and resources available to help promote the dietary department to the public.

Speaker(s): Ms. Alicia C. Baird, RDN, LD, FAND, Registered Dietitian, SYSCO Minnesota

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901: The Spiritual Side of Caring
Caregiving is a spiritual matter. This truth, rooted in our organizations’ missions and values, is the reason for our work. In long-term care we’re all involved in the spiritual side of caring. This informative, humorous, inspirational presentation highlights the value of high-quality spiritual care, introduces participants to a research-based list of spiritual needs of elders, and encourages its appropriate application within the unique role each participant plays in her/his long-term care facility.

Speaker(s): Rev. J. Scott Cartwright, MDiv., BCC, Director of Spiritual Care, Cerenity Care Center - White Bear Lake

902: Person-Centered Planning to Person-Centered Service Delivery (Part 2)
In January 2014, CMS issued a rule that applies to all Home and Community-Based Services (HCBS). The rule included requirements related to the nature of HCBS services and settings, qualities of services and settings (standards), and requirements for person-centered service planning for all HCBS participants. This session will provide an overview of the Person-Centered, Informed Choice, and Transition Protocol developed by DHS to meet these and other requirements for person-centered service planning (Minnesota’s Olmstead Plan, Jensen v. DHS). The protocol describes expectations regarding lead agency person-centered practices and planning. This session will also demonstrate how person-centered planning requirements are critical to person-centered service delivery, including those qualities of service delivery that reflect HCBS provider services and settings requirements.

Speaker(s): Ms. Jolene Kohn, BA, MSW, State Programs Coordinator, Minnesota Department of Human Services

903: Addressing Challenging Behaviors: What Works (Part 2)
This presentation will address behavioral dyscontrol: what works and what does not. It will first present traditional intervention methods that are often insufficient. It will explore how they can work, but why they can fail. The session will also include an innovative intervention that can work when other methods do not. Case examples will be used to highlight issues and interventions.

Speaker(s): Dr. Robert Karol, PhD, LP, ABPP-RP, CBIST, Vice President of Brain Injury Services, Welcov Healthcare

904: MNOSHA Update
This session will provide an update on Minnesota OSHA’s activity in long-term care. It will identify the types of environments visited and the outcomes of those visits. A review of the most frequently cited hazards and an update on changes at OSHA will be provided. Available resources for assistance with OSHA compliance and current grant funding will also be covered.

Speaker(s): Ms. Margie L. Mohr, Safety Grant Specialist, Workplace Safety Consultation Ms. Breca C. Tschida, MSPH, CPE, Industrial Hygienist/Ergonomics Program Coordinator, Minnesota OSHA Consultation

905: Are You Prepared for the "New" Reality in Waiver Programs?
Minnesota is in the midst of the most significant law change to Medical Assistance Waiver programs in decades. CMS is forcing the state to consider the assets of a community spouse when determining eligibility for community-based waivers. These rules historically have applied only to the elderly population. If your organization serves those reliant on CADI, CAC, DD, or BI waivers, it is critical that you understand the implications of this change.

Speaker(s): Ms. Cathryn Reher, J.D., Special Needs and Elder Law Attorney, Long, Reher, Hanson, & Price, P.A. Ms. Laura Zychaneck, J.D., Special Needs and Elder Law Attorney, Long, Reher, Hanson, & Price, P.A.

906: Discharging Residents: Why, When, and How?
In this session, Attorneys, Rebecca Coffin and Kelsey Nelson will discuss your obligations and legal rights related to discharging residents because of non-payment, behavior issues, and discharges against medical advice. Discussion will include facility’s obligations, required discharge planning, case scenarios, and offer strategies in an effort to successfully and safely discharge a resident. Case scenarios will be presented and analyzed from different viewpoints with audience participation.


907: Protection for Vulnerable Adults: It Starts with a Report
This session will provide practical information for mandated reporters on what is required to be reported to the Minnesota Adult Abuse Reporting Center (MAARC) and identify distinctions in the reporting process when federally regulated providers are required to make a report to the Minnesota Department of Health (MDH). Identify elements that make an effective maltreatment report in the MAARC and MDH Nursing Home reporting systems. Learn what happens after reports are made. Understand how the Minnesota Department of Human Services, MDH, county adult protection, and law enforcement coordinate roles in Minnesota’s adult protection system to protect vulnerable adults and prevent maltreatment.

Speaker(s): Ms. Mary McGurran, LSW, Agency Policy Specialist, Aging and Adult Services, Minnesota Department of Human Services Ms. Kris Lohrke, Director, Office of Health Facilities Complaints, Minnesota Department of Health - Health Regulation Division Ms. Michelle Ness, Investigator, Office of Health Facilities Complaints, Minnesota Department of Health - Health Regulation Division

908: Practical Advice for Operating an Effective QAPI Program
QAPI has been a proposed requirement since March 2013; however, with little guidance. This is about to change so this is the perfect time to take another look at QAPI and determine if you are on track to meet the requirements.

Speaker(s): Ms. Debi Damas, RN, Sr Product Manager, Senior Care, Relias Learning
Wednesday Education Sessions

909: AHCA/NCAL Tools & Resources for Staffing Stability & Quality Outcomes
This session focuses on presenting AHCA/NCAL tools and resources available for workforce development, quality improvement, and professional and staff education. The presentation includes a "hands-on" demonstration for accessing and using the resources available on the AHCA/NCAL website. Most particularly, this presentation will showcase the recent addition of ahcancalED, a learning management system with numerous training videos, resources, webinars, and presentations. Additionally, the presentation will provide an overview of accessing and utilizing TrendTracker as a quality predictive tool, and utilizing reports and peer comparative data for Five-Star ratings, survey, post-acute, and long-term stay quality.

Speaker(s): Mr. David Lucia, Ph.D., Vice President of Human Resources, Tealwood Senior Living
Ms. Lisa Zeis, MSCCC-SLP, Vice President of Operational Services, Tealwood Senior Living

910: Flip Your Website into a Lead Generating, Inbound Marketing Asset
Providers who are tenacious and embrace the internet as a source of new business can turn their websites into lead generating workhorses. This session will simplify the complicated and create a roadmap to drive customers to provider websites and capture them as new leads.

The presenter will demonstrate how to apply inbound marketing to provider websites and how to do it using existing staff and financial resources. Attendees will learn the benefits of branding as helping rather than selling.

Speaker(s): Ms. Debbie Van Straten, Founder, Age Speaks Company

911: Health and Wellness in Senior Care Communities
It's never too late to focus on wellness! Many senior care communities have health and wellness programs designed to improve the overall health of those that they serve. In this session we will examine some strategies from nutritional, psycho-social, physical, and medical aspects to improve overall health and well-being.

Speaker(s): Ms. Christine Link, MBA, RD, LD, Marketing Dietitian, Martin Bros. Distributing Co., Inc.
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<td>In-House Senior Services</td>
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<td>Inpro</td>
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<td>Intalere</td>
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<td>Martin Bros. Distributing Co., Inc.</td>
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<td>MatrixCare</td>
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<td>McKesson Medical-Surgical</td>
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<td>Miller Architects &amp; Builders</td>
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<td>MOM's Meals NurishCare</td>
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<td>Presto Absorbent Products</td>
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<td>Professional Medical Supply</td>
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<td>Professional Portable X-Ray</td>
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<td>Rasmussen College</td>
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<td>Weber &amp; Judd Pharmacies</td>
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<td>WoundRounds</td>
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<tr>
<td>Yardi</td>
<td>132</td>
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</table>
Exposition Floor Plans

EXPOSITION HOURS
Monday, November 14, 2016
1:00–5:00 PM

Tuesday, November 15, 2016
11:00 AM–2:00 PM
Register for the 68th annual CARE PROVIDERS OF MINNESOTA Convention & Exposition today!

1) Find your registration rate below.
2) Go online to www.careproviders.org/convention and look for REGISTER
3) Complete the online portion of your convention registration.
4) Watch for your emailed registration confirmation and invoice.

**NURSING FACILITIES**

<table>
<thead>
<tr>
<th># Operating Beds</th>
<th>Metro* Members</th>
<th>Rural Members</th>
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<tbody>
<tr>
<td>1–40</td>
<td>$700</td>
<td>$545</td>
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<tr>
<td>41–60</td>
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<td>$785</td>
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<tr>
<td>61–80</td>
<td>$1,360</td>
<td>$1,085</td>
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<tr>
<td>81–100</td>
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<td>$1,225</td>
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<tr>
<td>101+</td>
<td>$1,640</td>
<td>$1,315</td>
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**SENIOR HOUSING/ASSISTED LIVING**

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<th># of Units</th>
<th>Metro* Members</th>
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<td>1–30</td>
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<td>31–50</td>
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<tr>
<td>51–75</td>
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<tr>
<td>76+</td>
<td>$750</td>
<td>$670</td>
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**HOME CARE & HOSPICE AGENCIES**

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<th># of Employees</th>
<th>Metro* Members</th>
<th>Rural Members</th>
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<tr>
<td>2–5</td>
<td>$410</td>
<td>$335</td>
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<tr>
<td>6–10</td>
<td>$485</td>
<td>$405</td>
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<tr>
<td>11–20</td>
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<tr>
<td>21+</td>
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**INDIVIDUAL REGISTRATIONS** (prices are per person):

<table>
<thead>
<tr>
<th>Category</th>
<th>Member</th>
<th>Prospective Member</th>
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<tbody>
<tr>
<td>Employee: Nursing facility/Housing</td>
<td>$335</td>
<td>$360</td>
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<tr>
<td>Home Care/Hospice/Personal Member</td>
<td></td>
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<td>Personnel</td>
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<tr>
<td>Business Partner</td>
<td>$335</td>
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<tr>
<td>Instructor/Student/Government Agency</td>
<td>$50</td>
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**CELEBRATION OF CARING GALA**

A gathering to celebrate outstanding individuals

We are pleased to offer certain membership categories complimentary tickets for the Celebration of Caring Gala on Tuesday, November 15 at 6:00 PM.

**COMPLIMENTARY TICKETS**

- Nursing Facilities: 2 Tickets
- Housing Settings: 1 Ticket
- Home Care: 1 Ticket

**TICKET PRICES**

- Individual Tickets: $70 each
- Multiple Ticket Discount: Purchase eight or more tickets to receive a discount of $5 per ticket. By purchasing at least eight tickets, you also receive preferred seating for this special event.

**CAMPUS** REGISTRATION DISCOUNT

Register your nursing facility and housing campus together for this year’s Convention and you’ll receive a $125 discount on your combined registration.

**For purposes of registration, a campus is defined as commonly-owned buildings in close geographic proximity sharing services and support.

Prospective Member Pricing

We welcome participation by prospective member organizations at our Convention. According to Care Providers of Minnesota Board Policy, the rates charged for a prospective member organization will reflect a 10% pricing differential over member pricing for nursing facility, housing and assisted living, home care, and campus setting registrations.

***The Tier II Business Partnership membership category is available to individuals, groups, firms, or organizations that are vendors of services or goods to provider members. Annual dues are currently $495.

Contact Heather Proskey, Director of Events, Business Partnerships, and Marketing at 952-851-2490.

**Metro counties for Convention pricing purposes are defined as:**

Hennepin, Ramsey, Dakota, Washington, Scott, Anoka, and Carver.
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