Recent CMS regulations have confirmed that nursing homes are not required to contract with hospices to care for their residents. With these regulations, increased scrutiny of nursing homes, and impending changes to the hospice reimbursement structure, how will your hospice solidify its existing nursing home relationships and build successful new relationships? Based on her experience in both the hospice and the long-term care industries, the presenter will discuss the new pressures faced by nursing homes and ways to become a hospice that nursing homes want to contract with. Attendees will explore business considerations as well as learn tips to avoid risk areas when partnering with nursing homes.

Program Objectives:

- Describe the changing regulatory landscape for nursing homes and hospices.
- Demonstrate how the regulatory environment affects nursing homes and how hospice can have a role.
- Identify business considerations and learn tips for avoiding risk areas in partnering with nursing homes.

Faculty: Meg S. L. Pekarske, BS, JD, is a Shareholder with Reinhart Boerner Van Deuren s.c., in Madison, WI. Meg has devoted her legal practice to serving the ever-changing legal needs of the hospice industry. As co-chair of Reinhart’s Hospice and Palliative Care Practice Group, she manages the firm’s hospice practice. In working day in and day out with hospice clients across the country, Meg is intimately familiar with the operational challenges of hospices and has the experience to address the full spectrum of legal issues facing the industry, from routine regulatory compliance issues to multi-million dollar Zone Program Integrity Contractor (ZPIC), Medicaid and other government audits. Additionally, Meg routinely advises hospices on palliative care program development, innovative inpatient unit structures, fraud investigations and a wide range of contracting issues. With an extensive background in long-term care, Meg brings a unique perspective and skill set to helping hospices create successful partnerships with nursing homes and assisted living facilities and providing quality end-of-life care to patients. She regularly presents at the National Hospice and Palliative Care Organization (NHPCO) and HOPE of Wisconsin conferences on emerging legal and regulatory hospice issues. She has worked closely with NHPCO on hospice and nursing home interface issues and served on the Nursing Home Task Force of HOPE of Wisconsin (State hospice association). The presenter has declared no conflict of interest for this program and will present fairly and without bias.

Registration Fee: Member rate is $169.00 - Non-members $269.00. Indicate if you will be calling into the live webinar or purchasing the audio recording (fee is the same). The live webinar includes the opportunity to ask questions of the presenter. If you desire to purchase both the live webinar and the audio recording, pay the registration fee and an additional $40.

Continuing Education: 1.5 Contact hours will be awarded for this program.
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