



A Webinar – December 10, 2014

The Coaches, Attorneys from Poyner Spruill LLP, will train your home health team to be the best offense possible! Whether or not you participated in the webinars on *Fortifying Your Agency against Survey Sanctions*, it's time now to crank up your pre-game preparation and take a look in the nursing home playbook to ...

Strategize Your Best Offensive Position Against Monetary Penalties & Other Sanctions!

Nursing Homes have dealt with sanctions and monetary penalties for more than 40 years! Twenty-seven surveyors from 25 States recently asked what Home Health's reaction to the new sanctions would be!
It's a new day and a new game – with new sanctions, even if your agency is accredited!

Our Winning Coaches, Ken Burgess, David Broyles & Matt Fisher will:

- Share lessons learned about alternative sanctions from the very similar nursing home enforcement regulations
- Describe how and when the new alternative sanctions can be applied to your agency, including procedures and notice periods
- Discuss formal and informal appeals procedures for challenging sanctions and best practices regarding both
- Describe how to take a proactive approach to a self-discovered deficiency
- Discuss the role a past corrected deficiency could play when surveyed

Lessons Learned from Survey Sanctions * December 10, 2014

Enjoy the convenience and cost-efficiency of a webinar workshop. There is no travel time involved and no limit to the number of attendees from your agency who may participate at your site through one hook-up. **All you need to participate is a speaker telephone and a computer or laptop. You will be provided a toll-free number and the code for web access. The webinars will take place from 3:00 to 4:30 p.m. EST.** Due to the expense of using the hook-up, registrations may not be shared between agencies – the agency's registration covers the access of only one line into the webinar. The handout will be emailed to you one week prior to the class to the email address you provide.

HCANH Members: \$169 per agency line reserved or **\$209** for live plus DVD

Non-members: \$269 per agency line reserved or **\$409** for live plus DVD.

Cancellation Policy: Fees will be refunded only if written cancellation is received by HCANH two weeks prior to the workshop **and no refunds after the dial-in number is sent to your agency.** In the event of a written cancellation, HCANH will retain, or charge, \$40 of the initial registration fee, per registrant, to cover administrative overhead.

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Three Easy Ways to Register! *By Mail:* (If paying by check or credit card) mail registration form with total registration fees to: HCANH, 8 Green Street, Concord, NH 03301

By Fax: (If paying by credit card) fax a copy of the registration form with the appropriate credit card information and signature to 603-225-5817

Email: Email your completed form to croe@homecarenh.org

Contact Chloe Roe at 603-225-5597 or croe@homecarenh.org with questions.