



How to Win a Hospice Eligibility Case:

What Arguments are You Leaving on the Table?

Tuesday, May 10, 2016

11:30 a.m. to 1:00 p.m. – Webinar Recording Available

Join attorneys Bryan Nowicki and Jarod Ferch as they share strategies used in a variety of appeals to support and defend hospice eligibility decisions. Attendees will learn different ways to challenge eligibility decisions, from affirmatively demonstrating terminal prognosis by telling the patient's story, to dissecting clinical decisions to prove how and why the reviewer is wrong. The presenters will also help hospices understand how to think beyond the clinical arguments and bolster their appeals with established legal support that most hospices are unfamiliar with, such as the treating physician rule and waiver of liability under the Social Security Act. Additionally, they will discuss how these appeal strategies should inform how hospices document terminal prognosis to avoid future denials.

Objectives:

- Examine realities and other considerations that define your hospice's approach to appeals
- Review elements of effective hospice appeals and appeal strategy
- Discuss issues related to ALJ hearings

Faculty: Bryan Nowicki, JD, BA, is a shareholder in Reinhart Boerner Van Deuren's Litigation Practice and works closely with the firm's Telecommunications and Energy, Real Estate and Health Care Practices. Bryan serves a wide range of clients, including large and small telecommunications and energy companies, cable companies, internet service providers, renewable resource developers, and other independent power producers. His background in real estate law has helped to serve businesses, residential and commercial real estate developers, real estate investment trusts, property managers and individuals. His health care work has involved representing hospices, child welfare agencies, and industry associations.

Jarod Ferch, J.D. is an attorney in Reinhart Boerner Van Deuren's Health Care Practice and is a core member of the Hospice and Palliative Care group. He has experience working with hospices across the country on a range of hospice-related regulatory, compliance and business matters. He regularly evaluates and assists hospices with repayment, compliance, and regulatory issues, including ZPIC and MIC audits. Jarod also helps hospices in reviewing contracts with nursing homes, assisted living facilities, hospitals, physicians and other vendors.

Registration Fee: Member rate is \$169 - Non-members \$269. 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 presenters. If you desire to **purchase both** the live webinar and the audio recording, pay the registration fee and an **additional \$30**.

Continuing Education: The presenters and program planners have no conflict of interest in regard to this webinar. RNs and LPNs must participate in the entire presentation in order for contact hours to be awarded. To apply for nursing contact hours, please fax or mail the roster and an evaluation form for each individual requesting hours. Individuals requesting contact hours will receive a certificate of contact hours earned. Please make sure that you enter the Contact Person's name in the Registration Form. All correspondence and site registration information will be sent to this person. **The Ohio Council for Home Care & Hospice (OH-157, 4/1/16) is an approved provider of continuing nursing education by the Ohio Nurses Association (OBN-001-91), an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation.**

How to Win a Hospice Eligibility Case: What Arguments are You Leaving on the Table?

Tuesday, May 10, 2016, 11:30 a.m. to 1:00 p.m. – Webinar Recording Available

REGISTRATION INSTRUCTIONS:

Convenience: Enjoy the convenience and cost-efficiency of a webinar – watch the speaker’s slide presentation live on the internet while listening by telephone or through your computer’s microphone and speakers (VoIP), recorded, or both. There is no limit to the number of attendees from your agency who may participate at your site using one phone line and a computer with internet access. **Each webinar will be recorded and is available for purchase alone or with the live webinar purchase.**

Confirmation: Prior to the webinar, a confirmation will be e-mailed to you. This confirmation will include a link to access the presentation handouts, the sign-in sheet, and evaluation, as well as a link enabling you to access the webinar.

Cancellation Policy: Fees will be refunded only if written cancellation is received by HCANH two weeks prior to the webinar **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.

Registration Fees

Registration Fee: Registration fee is based on one link per agency registration. This is a fantastic program, offered at an incredible value. Sharing links between agencies is not permitted.

Live &/or Recorded Presentation:

	Live	Recording	Live & Recording
<input type="checkbox"/> Members	\$169	\$169	\$199
<input type="checkbox"/> Non- Members	\$269	\$269	\$299

Registration:

Attendee Name: _____ Agency Name: _____
Agency Address: _____ Agency City, State, Zip: _____
Attendee Email: _____
Phone: _____ Alternate Email: _____

PAYMENT:

I owe the amount of \$ _____ for the courses selected above.

My check payable to (HCANH) is enclosed.

Charge my:    

Credit Card Number _____ Exp. Date _____ Security code _____

Name (as it appears on card) _____

Address (of cardholder) _____

Signature (required) _____

Registration must be received in writing and will not be accepted without payment.

Mail, fax or e-mail form to:

Home Care Association of New Hampshire, 8 Green Street, Concord, NH 03301

Fax: 603-225-5817, Ph: 603-225-5597, E-mail information to: ekingsley@homecarenh.org

Please contact Beth Kingsley at HCANH if you have questions about registering.