



## Medicare, PPS/PDPM, SNFQRP Compliance for SNFs

This 3-day workshop offers the comprehensive training needed to successfully implement or manage a Medicare program that achieves ongoing and consistent compliance with both Medicare and PPS/MDS requirements, as well as accurate revenue, and timely payments.

Polaris Group, with 30 years of hands-on experience, provides more than just regulations and theory. Polaris Group's LTC Training Institute – **Medicare, PPS/PDPM & SNFQRP Compliance Institute for SNFs** workshop covers numerous topics including a full day on PPS/MDS/RUGs management with focus on complex MDS scenarios, the new Patient-Driven Payment Model; and SNFQRP updates; a full day on Medicare requirements including eligibility rules, skilled coverage criteria, documentation requirements, Notices of Non-coverage, Part B, and ICD-10-CM coding updates, common errors and tips. We will also review strategies to build compliance into your operations. The third day is an overview of Part A and Part B billing, medical reviews, strategies to prevent denials & process appeals, and how to implement final QA of your Medicare claims. Polaris Group provides comparative utilization statistics from over 1800 facilities using our Key Indicator Trend (KIT) database.

Attendees will receive a comprehensive training manual which can be used as a resource in your facility plus multiple forms and procedures provided on flash drive which allow customization to fit your operational needs.

We provide a unique “how to implement” approach to our training which includes skill building and management oversight for compliance.

### Who should attend?

- Administrators / Executive Directors
- MDSC/Rehab Staff
- DON/Quality Assurance/Reimbursement Directors
- Business Office/Billing Staff

This workshop is comprehensive, and some knowledge of Medicare/MDS/PPS rules is helpful to benefit from all aspects of the workshop. This workshop is taught on an intermediate level, but we can respond to questions at all levels.

### Why THIS training is one of the best investments you can make this year!!

- **Intensive learning format** – After reviewing the regulations, we then provide interpretation of those rules and provide detailed, step-by-step methods for implementation including needed procedures/forms that ensure compliance or optimal revenue.
- **Program manual and USB** – Each attendee receives a **comprehensive** training manual with over 1000 pages that includes all training materials, small group activities, and sample procedures and forms. In addition, various forms and procedures will also be provided on flash drive which can be implemented in your facility.
- **Small class size** – With a smaller group, more interactive activities are provided with all questions answered to ensure optimal learning experience.
- **Create your own personal “to do” list** – For each covered area, we will work together to identify areas for improvement needed in your SNF. You can then create a priority “to do” list to take back to your facility to implement.
- **Polaris Group experience** – Polaris Group has been an established expert in Medicare compliance and best practices for over 27 years.

Institute Questions: 1-800-275-6252 ext. 250

Click here to register: [www.polaris-group.com](http://www.polaris-group.com)



## Medicare, PPS/PDPM, SNFQRP Compliance for SNFs: Institute Information

### Instructors:

**Marty Pachciarz, RN, Vice President of Clinical Services** for Polaris Group for the past 21 years, worked as a DON early in her career, then as a consultant, educator, and author focused on Survey Compliance, Risk Management, Quality Improvement, and MDS/PPS/Medicare Reimbursement. With 47 years of experience in long term care, Marty has worked at the State and Federal level to address quality standards and managed statewide improvement projects.

**Kristy Brown, Senior Financial Health Care Consultant** for Polaris Group has over 35 years of experience in the Long Term Care industry. She has worked in the health care finance field at multiple corporate levels as well as owning her own Long Term Care facility. She held the positions of Director of Operations, Regional Financial Consultant, Nursing Home Administrator, and Assisted Living Director.

### Dates & Locations/Continuing Education Credits:

February 26-28, 2019 Las Vegas, NV

#### Continuing Education Credits:

Administrators: 20 CECs

Nurses: 20 CECs

### Day of Training:

- Registrant to make own hotel reservations.
- All class times are 8:30 a.m. to 5:00 p.m.
- Coffee or soda provided. Meals are on your own.
- Fee includes: Three (3) days of training, training manual and flash drive.
- **Course Fee:** \$979/per person
  - 10% discount/per person, if registered 30 days in advance
  - **Group Discount:** First registrant pay the usual fee; any additional registrants (2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup>, etc.) from the same facility has a \$50 discount applied. To receive the discount, please call 800-275-6252 ext. 250 and discount will be applied
- **Refund/Cancellation Policy:** All refund requests required in writing. Please refer to our website for complete refund policy information.

### Interested in a Group Training!?

#### We can bring the Institute to you!

You will have the benefit of having your staff all hear the information at the same time; and access to our experts speakers and materials.

Call 800-275-6252 ext. 237, Sales Department  
to learn more about our specialized group training!

**Institute Questions: 1-800-275-6252 ext. 250**

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# Medicare, PPS/PDPM, SNFQRP Compliance for SNFs: Course Outline

## DAY 1

### **Module 1 - Overview of Medicare Programs**

- Review each type of Medicare program
- Covered services and co-pays
- General eligibility requirements for Medicare

### **Module 2 - SNF Part A/B Eligibility and Coverage Requirements Part A**

- Part A eligibility and coverage requirements
- Benefit periods / spell of illness
- Overview of 5 steps for success
  - Inquiry & Admission Process
    - Part A eligibility
    - Prior stay information
    - Pre-admission process
    - Medicare Secondary Payer requirements (MSP)
  - Certification and Re-Certification
    - Medical predictability
    - Certification and recertification rules
    - Delayed certifications
    - Certification tracking log
  - Continued Stay Requirements & Documentation
    - Review skilled coverage qualifiers for skilled nursing
    - Skilled coverage criteria for rehabilitation services
    - Strategies for documenting nursing skilled services
    - Ideas for improving skilled nursing documentation
    - Case studies
      - Part A eligibility and coverage requirements
- **Coverage Requirements Part B**
  - Certification and documentation requirements

## DAY 1, continued

### **Module 3 – Notices**

- Expedited Review /Advanced Beneficiary Notices - Part A and B
  - SNFABN notices
  - NOMNC/Generic/Expedited Review Notice
  - Managed Care

### **Module 4 - Diagnosis Coding**

- ICD-10-CM coding tips

## Day 2

### **Module 5 - RUG Categories**

- Overview of RUG rate methodology
- Coding Challenges

### **Module 6: Patient-Driven Payment Model**

- Patient-Driven Payment Model – how it works
- How to prepare for new Payment Model

### **Module 7 - Medicare MDS Management**

- Medicare MDS and ARD management
- Review of Assessment Indicators
- Medicare entry and discharge dates/ new PPS Discharge Assessment.
- Review of COT, EOT, EOT-R, and SOT, and SCSSA rules
- Short Stay Designation
  - Multiple scenarios and case studies
- Impact of late and missing MDS on billing
- MDS and Medicare Advantage Organizations

## DAY 2, continued

### **Module 8 – Compliance Management**

- Build compliance oversight into your daily / weekly PPS/Medicare meetings
- How to use PEPPER Reports for compliance reviews.
- QIES Reports to manage MDS Function.

### **Module 9 - De-mystify SNFQRP & VBP Quality Measures**

- Understand differences and similarities between QMs SNFQRP and Nursing Home Compare
- Review all SNFQRP QMs – how calculated
  - MDS Driven QMs
  - Claims Driven QMs include MSPB
- How to use CMS Data and “Review and Correct” and Facility/Resident specific reports.
- Review Value Based Purchasing Measure





## DAY 3

### **Module 9 - SNF Medicare Billing: Overview Part A and Part B**

- Beginning Steps to Medicare Billing
  - MAC Jurisdictions
  - Software requirements
  - Who do I contact?
- Preparing to Bill Part A
  - Understanding the Common Working File (CWF)
  - Overview of accurate Part A UB-04 coding
    - UB-04 form locators
    - Revenue code form
    - Assessment Indicators and claim
  - Use of validation reports
  - Consolidated Billing
    - Exclusions / inclusions
    - CMS consolidated billing website
    - Physician fee screen
- Medicare Part B compliant billing
  - Billing outpatient therapy in SNF
  - Multiple Procedure Payment Reduction (MPPR)
  - Part B UB-04 components
  - Completing UB-04
  - Therapy caps/exceptions claims/G-Codes
- Part B ancillary billing
  - Covered supplies
  - Vaccines

## DAY 3, continued

### **Module 10 – Revenue Cycle Management**

- Managing Claims
  - Determining insurance eligibility
  - Collecting Co-insurance and deductibles
  - Understanding the remittance advice
  - Co-insurance Billing
    - Supplemental vs. secondary insurance
    - Crossover claims
- A/R Management
  - A/R review
  - Managing balances over 90 days

### **Module 11- Business Office QA**

- Challenges-closing books at end of month
  - Census reconciliation
  - Business office calendar
  - COT and EOT-R's effects on billing
- Business Office Compliance

### **Module 12 - Medicare Risk Management**

- Implementing an effective QA prior to billing
  - Triple Check procedures and forms
- Medical Review (MR) Process
- Additional Development Requests (ADR)
- Responding to requests from your MAC
- Medicare appeals process
- Checklists and QA tracking
- Other auditors – RAC, CERT, ZPIC
- Audit triggers
- Common reasons for denials

## Testimonials

*“Both instructors were very knowledgeable very informative.”*  
*“Very informative, I will return for further education” Vegas, 2017*

*“Polaris Workshops are clearly the best. The presenters are absolute experts and provide the most current information available regarding changes and regulations.” Denver, 2018*