



## PDPM Skill Building with Medicare 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 PDPM 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 – **PDPM Skill Building & Medicare Compliance Institute for SNFs** workshop covers numerous topics including **two days** on PDPM Skill Building & Implementation including ICD-10 coding and practicums to put theory into practice; a day on Medicare requirements including eligibility rules, skilled coverage criteria, documentation requirements, Notices of Non-coverage, medical reviews, and strategies to prevent denials and process appeals for both Part A & B. We will also review strategies to build compliance into your operations.

Attendees will leave with a working knowledge of PDPM reimbursement system, armed with tools, and skills for successful implementation.

Attendees will receive a comprehensive training manual which can be used as a resource in your facility plus multiple forms and procedures provided on USB 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 PDPM & Medicare 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 USB 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 30 years.

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

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



## PDPM Skill Building with Medicare Compliance for SNFs

### 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:

**May 14-16, 2019: Tampa, FL**  
**July 9-11, 2019: Denver, CO**  
**September 10-12, 2019: Las Vegas, NV**  
**November 5-7, 2019: Phoenix, AZ**

### 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 CD.
- **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!

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## DAY 1

### **Module 1 - Patient-Driven Payment Model**

- Overview - PDPM compared to RUGs
- Review proposed rates for each category
- Review new MDS Item Sets
- Discuss, in detail all 6 Classifications assigned all residents
  - Nursing
  - PT
  - OT
  - SLT
  - Non – Therapy Ancillary
  - Non-Case Mix
- Understand CMI and Case Mix group qualifiers for each category
- Relation of ICD-10 coding to assigned classification
- Clinical mapping overview and Section J Coding
- How to calculate Function Scores for PT/OT and Nursing Categories
- Explain how Variable Rates apply to PT, OT category and Non-Therapy
- Interim Payment Assessment criteria and best practices
- Interrupted Stay Policies
- How to calculate Entire Stay Minutes on End of Stay MDS
- Financial impact
- Therapy strategies and pricing
- Impact on Managed Care contracts

### **Module 2 – MDS Coding Accuracy**

- Coding tips for MDS items impacting Case-mix groups – all 161 items
- GG Coding Data collection and coding tips

## DAY 2

### **Module 3 – ICD-10 Coding & Primary Reason for Admission Skill building**

- Review of Coding Guidelines and Conventions
- Common coding errors
- Coding tips for PDPM
- Practice looking-up ICD-10-CM codes
- Coding Section I to ensure capture all NTA and other co-morbidities
- Practice Mapping diagnosis to help select the optimal “Primary Reason for Admission”

### **Module 4 – Claim**

- Aligning Claims with PDPM
- How Claim will work under PDPM
- Example of claims process for 5 day, IPA and Leave of absence
- How to calculate financial impact
- Other tips on ensuring accurate claims

### **Module 5 – Systems Implementation & Transition**

- Roles under PDPM
- Role of MDSC
- Role of Physician
- PDPM Implementation & Communication Systems
  - Admission process
  - PDPM Huddle
  - Weekly Medicare Meetings
  - Triple Check
- Transition Oct 1 2019
- Detailed outline to prepare and perform Transition IPA Oct 1.

## DAY 2, continued

### **Module 6 – PDPM Practicums**

- Attendees will calculate the five PDPM Case-Mix Groups from a 5-day MDS using what they have learned with resources provided to demonstrate understanding of PDPM and putting training into practice.
- The CMG Calculations will include determining optimal Primary Reason for Admission
- Calculate Function Scores
- Identify CMI and dollar amount per day for each CMG achieved
- Identify HIPPS modifier and what diagnosis should be on Claim



## DAY 3

### **Module 7 - SNF Part A/B Eligibility and Coverage Requirements Part A**

- Part A eligibility and coverage requirements
- Benefit periods / spell of illness
- Certification and Re-Certification
- Continued Stay Requirements & Documentation
- Skilled Nursing Documentation
- Notices – SNFABN/NOMNCs

### **Module 8 – Part B**

- Coverage Requirements Part B
- Part B Notices – ABN & NOMNC

### **Module 9 - Medicare Risk Management**

- 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

*“The class was very informative and I learned a lot about PDPM.”*  
*Vegas, 2019*

*“Excellent training. Went over several things I did not know and I have been in LTC for 15 years.”*      *Vegas, 2019*

*“Excellent information for beginners and experienced providers.”*  
*Vegas, 2019*

*“Very helpful. Nice to know I knew a few things, and learned a bunch of new things.”*      *Vegas, 2019*

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