



## 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 with deep dive into MDS coding, Interrupted Stay, Interim Payment Assessments, Primary Reason for Admission, and other Diagnosis Coding with scenarios and practicums to put theory into practice. Claims under PDPM are also reviewed. A day on Medicare requirements including eligibility rules, skilled coverage criteria, documentation requirements to support skilled services and MDS coding driving payment, 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 with effective PDPM Huddle, weekly Medicare Meetings, and Triple Checks under PDPM.

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
- Admissions/Social Services
- 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 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:

**Sarah McGinley, RN, BSN, MA, RAC-CT, CCA Senior Nurse Consultant** with over 40 years of experience in Health Care, 21 of those in Long Term Care. For the past 12 years with Polaris Group, she works directly with SNFs to achieve regulatory compliance and quality resident care outcomes. Background includes clinical practice, education, management and administration in both acute and long term care settings. She is recognized for her expertise with MDS, Medicare and

Reimbursement. She is well-versed in the Patient Driven Payment Model and is a sought-after speaker helping prepare facilities for this new system of payment

**Kristy Brown, Senior Financial Health Care Consultant** for Polaris Group has over 37 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:

**January 14-16, 2020: Las Vegas, NV**  
**April 14-16, 2020: Philadelphia, PA**  
**July 21-23, 2020: St. Louis, MO**  
**October 20-22, 2020: Los Angeles, CA**

### Continuing Education Credits:

Administrators: 19 CECs  
Nurses: 19 CECs

### Days of Training/Cost of Training:

- Registrant to make own hotel reservations.
- All class times are 8:30 a.m. to 5:00 p.m.
- Coffee or soda and afternoon snack are provided. Meals are on your own.
- Fee includes: Three (3) days of training, training manual and USB.

- **Course Fee: \$1,129/per person**

### Discounts Options:

**Early Bird discounted rate of 10% off per person** (discount expires 30 days prior to date of workshop)

**\*\*OR\*\***

**Group Discount:** Registering 3 or more from the same facility? Receive a \$50/per person discount. **To receive group discount, please call 800-275-6252 ext. 250**

**\*\*Discounts cannot be combined**

### 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 expert 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 – How it works
- Review proposed rates for each category
- 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 for primary reason for assessment
  - Clinical mapping overview and Section J Coding for prior Surgeries
  - Tips for Coding Section J
- How to calculate Function Scores for PT/OT and Nursing Categories
  - Practice calculating Function Scores
- Explain how Variable Rates apply to PT, OT category and Non-Therapy with examples
  - Case Studies calculating total Revenue
- Interim Payment Assessment criteria and best practices
  - Detailed review of triggers for Interim Payment Assessments during course of Part A Stay
  - Detailed Review of triggers for IPA after an Interrupted Stay
- Interrupted Stay Policies:
  - Multiple examples of Interrupted Stay with tips on how to code MDS, physician certification impact and how to count variable rate/benefit days
- Therapy Thresholds on Group and Concurrent Minutes

## DAY 1

- Interrupted Stay and Interim Payment Assessment Practicums – putting theory into practice

## DAY 2

### **Module 2 – Section I - ICD-10 Coding & Primary Reason for Admission Skill building**

- Review Section I coding rules
- Basic ICD-10 Coding Conventions
- Tips for using CMS Mapping spreadsheet for Clinical, SLP, and NTA
  - Practice using Mapping Spreadsheet
- Tips for selecting Primary Reason for Assessment and correct ICD-10 coding
- Deep Dive into NTA and SLP co-morbidity coding and supporting diagnosis
- ICD-10 Coding on MDS and the Claim
- Claims Case Studies

### **Module 3 – Claims under PDPM**

- 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 4 – 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

## DAY 2, continued

### **Module 4 – PDPM Practicums, Continued**

- Calculate Function Scores
- Identify CMI and dollar amount per day for each CMG achieved
- Identify HIPPS modifier and what diagnosis should be on Claim

### **Module 5 - SNF Part A Eligibility and Coverage Requirements Part A**

- Part A eligibility and coverage requirements
- Benefit periods / spell of illness
- Certification and Re-Certification
- Continued Stay Requirements
- Skilled Services Review with some documentation tips
- Notices – SNFABN/NOMNCs



## DAY 3

### **Module 6 – Documentation – Skilled Services and PDPM**

- Each MDS item driving payment (except Section I and J Surgeries) will be reviewed to best practices for coding and documentation needed to support that coding under a MAC/RAC audit
- GG Coding Review - Who does What and supporting documentation
- Daily documentation by nursing and effective use of UDA to support Part A Stay, Skilled Services, Therapy, and MDS coding
- Case Studies/examples

### **Module 7 – Part B**

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

### **Module 8 – Systems Implementation**

- Roles under PDPM
- PDPM Implementation & Communication Systems
  - Admission process
  - PDPM Huddle
  - Weekly Medicare Meetings
  - Triple Check

### **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

*“Wonderful experience in regards to new information, haven’t laughed or enjoyed a training session before, would definitely recommend to others in LTC.” Vegas, 2019*

*“Really great workshop, I’ve taken countless webinars and trainings, none of which were as helpful as even just day 1 material was.” Vegas, 2019*

*“Very informative, easy to ask questions, really nice manual to bring back to office which will be very helpful.” Denver, 2019*

*“Extremely informative, hands-on activities very helpful to reinforce content. Take back information is great.” Denver, 2019*