

The Missouri Hospice and Palliative Care Association,  
Kansas Home Care Association,  
and  
Oklahoma Association for Home Care and Hospice  
in partnership with  
Missouri Alliance for Home Care  
presents...

## Midwest Regional Hospice Financial Summit: What You Need to Know for 2015

*Featuring...*

Mark Sharp, CPA and M. Aaron Little, CPA  
BKD, LLP

**Tuesday, February 17, 2015**

**7:30 a.m.—Registration**

**8:30 a.m. to 4:00 p.m.—Class**  
(Includes lunch)

**Location:**

Crossroads Hospice Main Conference Room  
14310 East 42nd Street South  
Unit 600  
Marketplace Shopping Center  
Independence, MO 64055

**About this conference:**

Hospice Providers have been barraged with billing, payment cap, cost report, and other compliance changes over the last several years, and the changes keep coming. Most of these changes have a direct impact on financial operations. Come join us for the Midwest Regional Hospice Financial Summit to learn what you need to know about hospice financial performance for 2015 and beyond. Mark Sharp and Aaron Little have been training resources on these matters for both the National Association for Home Care & Hospice and the National Hospice & Palliative Care Organization, and now bring their expertise home to the Midwest for this important training opportunity.

## Part 1—Medicare Hospice Cost Report & Cap Changes: Get a Proper Start

*Mark Sharp, CPA*

The hospice Medicare cost report has undergone a major overhaul. The changes are significant and effective for fiscal years beginning on or after October 1, 2014. Hospice providers need to make sure their internal record keeping provides sufficient tracking for accurate and complete preparation of the new cost reports. Beginning with the cap year ended October 31, 2014, hospice providers must now file a payment cap settlement report with their Medicare administrative contractor. Understanding the deadline and requirements is important for hospice agencies to ensure there are no delays in Medicare cash flow.

## Part 2—Hospice Revenue Cycle: Optimizing Compliance & Effectiveness

*M. Aaron Little, CPA*

Hospice regulatory requirements have become increasingly complex in recent years and 2014 was no exception, with substantial changes occurring in Medicare billing requirements in April and October. As these requirements are expected to continue to change in the coming years, the Medicare hospice benefit continues to receive heightened scrutiny from CMS and program integrity contractors. It is critical that hospice providers take time now to examine the revenue cycle process to assess compliance with the latest requirements, evaluate potential threats to cash flow, and to improve positioning for expected future regulatory changes.

### About our Speakers:

**Mark Sharp, CPA** has over 20 years of experience assisting home care and hospice providers with audits, strategic planning, accounting, cost reports, projections, operating budgets, corporate integrity, agency start-up and mergers and acquisitions. His services include Medicare and Medicaid consulting, development of budgeting systems and performing benchmarking and productivity studies.

**M. Aaron Little, CPA** has over 15 years experience with BKD and oversees the operations of BKD Health Care Revenue Cycle Services, a special team that manages the billing and revenue cycle operations for more than 100 home care, hospice and senior living organizations throughout the nation. A CPA and leading national home care and hospice consultant, he routinely performs revenue and accounts receivable recovery services, revenue cycle operations assessments, client training and related services.

## REGISTRATION FORM

Company \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Participant #1 \_\_\_\_\_

Email \_\_\_\_\_

Participant #2 \_\_\_\_\_

Email \_\_\_\_\_

Hospice Finance 2/17/15

### Registration Fees

\$229.00 per person X \_\_\_\_\_ person  
OR

\$189.00/pp for 3 or more X \_\_\_\_\_ person

**TOTAL AMOUNT ENCLOSED** \_\_\_\_\_

### *Please check all associations you are affiliated with:*

☐ MAHC ☐ KHCA ☐ OAHCA ☐ MHPCA ☐ Other \_\_\_\_\_

### **Mail Registration & Payment to:**

*Missouri Alliance for HOME CARE*

2420 Hyde Park, Suite A

Jefferson City, MO 65109

Phone: (573) 634-7772 Fax: (573) 634-4374

### Hotel Options:

Drury Inn & Suites KC/Independence  
20300 E. 42nd St.  
Blue Springs, MO 64015  
(816) 795-9393

Hilton Garden Inn  
19677 E. Jackson Rd.  
Independence, MO 64057  
(816) 350-3000

**Cancellations:** Refunds will not be issued for cancellations after February 11, 2015. Non-paid registrations will be billed full conference price. Cancellations received prior to February 11, 2015 will receive a 90% refund.

**Continuing Education:** Nurses must complete at least 85% of the instruction to receive contact hours.

Missouri Alliance for Home Care is an approved provider of Continuing Nurses Education by the Midwest Multistate Division, an accredited approver by the American Nurses Credentialing Commission on Accreditation.

The program planner and presenters have no conflict of interest in regards to this conference.

**Participants will earn a maximum of 6.0 nursing contact hours for this conference.**

**Considerations:** Out of consideration for others, please limit fragrances; many people suffer with allergies or other reactions to scents. If you require special assistance, please submit requirements three weeks in advance of the event.