

About the Audio Conference series:

This is how it works...

Fill out the registration form and send in to CAHSAH. The confirmation will be emailed to you one week prior to the call to the email address you provide. Your email confirmation will include: Details on how to log in to the webinar, sign in sheet and any handouts needed for the course. You must fill out sign in sheet properly to obtain CEUs. **Prices include CEUs for 5 participants. Any additional CEU request above 5 will be charged \$10.00 per certificate issued.**

The webinars will take place from 10:00am until 11:30am Pacific Standard Time.

PLEASE NOTE: Registration fees are based on each dial-in connection; multiple call-ins from your agency will be charged. Fees will be refunded only if written cancellation is received by CAHSAH two weeks prior to the seminar, and are subject to a handling fee. **No refunds will be given after the dial-in number is sent to your agency.**

Continuing Education:

Provider approved by the California Board of Registered Nursing (Provider #CEP2463 and by the California Board of Behavioral Sciences (Provider #PCE588) for one and one half (1.5) contact hours of continuing education. You must be present for the entire seminar to earn Continuing Education Units. No partial credits can be given.

How to register:

- **ON-LINE** with your credit card at: www.cahsah.org
- **FAX** your registration to: 916-641-5881
- **MAIL** your registration to:
CAHSAH
3780 Rosin Court, Suite 190
Sacramento, CA 95834
- **PHONE** in your registration with credit card payment to: 916-641-5795 ext. 113

Back by popular demand!



How to Get More Referrals Without Breaking the Law

*Presented by:
Elizabeth Hogue, ESQ*



A Three Session Audio Conference Series:
February 16, 2012
March 8, 2012
April 12, 2012
(10:00 am—11:30 am)

**Brought to you by:
California Association for Health Services at Home**



CAHSAH is offering this important three-session audio series on How to get Referrals without Breaking the Law, with presenter Elizabeth Hogue.

Elizabeth Hogue is an attorney in private practice with extensive experience in Healthcare. She gives approximately fifty presentations each year in health related topics, including future trends in the healthcare industry.

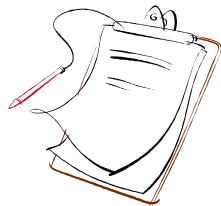
***Continuing education units will be available at the end of the seminar, provided that you return your evaluations. Certificates will not be mailed until all evaluations are received.**

Getting More Referrals From Hospitals Without Violating the Law

February 16, 2012: Hospitals continue to be a major source of referrals for home health agencies, hospices, HME companies and hospices. But home care providers often encounter a number of difficulties in their relationships with hospitals. Post-acute providers that are free standing perceive that hospitals do not honor a patient's right to freedom of choice. Agencies also encounter instances in which they are asked to pay fees to gain access to e-discharge systems or to hospitals by paying fees to third-parties that credential vendors. In addition, hospitals are increasingly interested in preferred provider relationships with post-acute providers. What are hospitals required to do with regard to patients' right to freedom of choice? What should agencies do when patients' rights are violated? Are agencies allowed to pay fees to participate in e-discharge systems according to recent guidance from the OIG? What about paying fees to vendors? What is a Preferred Provider Agreement and how does it work? As always, the emphasis will be on practical guidance.

Upon completion you will be able to:

- Describe what hospitals must do to protect patients' right to freedom of choice of providers
- Describe recent guidance from the OIG about e-discharge systems
- Identify one key provision of Preferred Provider Agreements with hospitals.



Getting Referrals From Assisted Living Facilities (ALFs), Personal Care Homes (PCHs) and Independent Living Facilities (ILFs) Without Violating the Law

March 8, 2012: Assisted living facilities (ALFs) and independent living facilities (ILFs) continue to be concerned about keeping residents in their apartments in view of the difficulty potential new residents have in selling their homes in this economy. ALFs and ILFs want to maximize the use of all types of post-acute services, including home health agencies, hospices, private duty agencies and HME companies. Post-acute providers of all types may certainly establish a variety of different relationships with ALFs/ILFs, including Preferred Provider Agreements and space rental arrangements, but must be careful to meet all applicable federal and state regulatory requirements. The purpose of this audio conference is to assist providers to understand and comply with these requirements so that they can establish productive relationships with these types of communities.

Upon completion you will be able to:

- Describe what constitutes a kickback
- Identify one key provision of Preferred Provider Agreements.

Getting More Referrals from Physicians Without Violating the Law

April 12, 2012: Physicians continue to be a prime source of referrals for home health agencies, hospices, private duty agencies and HME companies. Relationships with physicians who make referrals are, however, highly regulated. Most post-acute providers must meet the requirements of both the federal Stark laws and the anti-kickback statute in their relationships with physicians who make referrals. What requirements must be met to pay referring physicians for consulting services? How much can consulting physicians be paid? What documentation do providers need regarding services provided by referring physicians? What items can providers give to referring physicians? How much can they cost? The purpose of this audio conference is to provide practical guidance regarding these and other questions.

Upon completion you will be able to:

- Describe one requirement of the Stark law and regulations regarding giving items to physicians.
- Identify one type of documentation needed from referring physicians to verify services provided for which they are paid.

Registration

Please check all dates you wish to participate

- Session #1 - February 16, 2012 (Deadline 2/09/12)**
How to get more referrals from hospitals without violating the law
- Session #2 - March 8, 2012 (Deadline 3/01/12)**
How to get more referrals from ALFs, PCHs, and ILFs without violating the law
- Session #3 - April 12, 2012 (Deadline 4/05/12)**
How to get more referrals from physicians without violating the law

Rate Schedule	Member	Non-Mem	Total
Session #1	\$199	\$249	\$ _____
Session #2	\$199	\$249	\$ _____
Session #3	\$199	\$249	\$ _____
All Sessions:	\$499	\$649	\$ _____
			Total: \$ _____

Not a CAHSAH Member? Contact CAHSAH at (916) 641-5795 ext.114 to find out how you can join and receive member benefit discounted registration rates for this important training program!

Company Name: _____

Contact Name: _____

Mailing Address: _____

City, State & Zip: _____

Phone: _____ Fax: _____

Email Address: _____

Pre-payment is required

Method of Payment: Check (Payable to CAHSAH) VISA

Master Card American Express

Credit Card #: _____

Cardholder Name (please print): _____

Exp. Date: _____ CRV#: _____

Signature: _____

Billing Address: _____ Zip code: _____