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February 5, 2007

Home Care Association of Colorado Management Report

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New updates added weekly to www.hcaonline.org! Check it out!

HCAC Legislative Bulletin Board 2007 Posted Today



For the fourth year, HCAC members will have immediate access to current information about bills, actions and other initiatives undertaken by legislators at the State Capitol by visiting the association's Legislative Bulletin Board 2007. This web page can be accessed by members via this year's "Members Only" link:

<http://www.hcaonline.org/state2007>

Quick Links...

- [Register for HCAC's Annual Convention: May 10-11, 2007](#)
- [Register for Getting Referrals audio-conference](#)
- [Register for OASIS Data Collection seminar](#)
- [Check Out HCAC's Jobs and Services Store](#)
- [Visit Our 24/7 Virtual Trade Show](#)

HCAC Legislative / Advocacy Council Chair Sonya Neumann said this member-only service will keep HCAC members informed of the status of bills that have been introduced in the Colorado General Assembly. The Bulletin Board will post a description, the names of the bill sponsors, committee assignments, HCAC's position and hearing dates and locations of bills that have been identified as important to the home care industry. HCAC lobbyists Betsy Murray and Ellen Caruso will update the Bulletin Board by Monday morning of each week that the Legislature is in session.

Included in the Bulletin Board will be direct links to:

- A web site (vote-smart.com) that will allow members to identify their state and national elected officials upon entering their mailing zip code;
- The web site for the Colorado General Assembly that lists the status of all bills, committee assignments and provides a daily

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legislative calendar and a journal of the previous day's deliberations;

- The "Pink Book" that lists complete contact information for all state legislators; and
- Contact details for Colorado's nine-member Congressional delegation in Washington, DC.

Members are encouraged to e-mail their questions or comments on proposed legislation to the Legislative Council. Numbers and dates of visits to the Bulletin Board will be tracked. Be sure to put this link in your "favorites" file and check back each Monday morning for the latest legislative news:

<http://www.hcaconline.org/state2007>

How to Get Referrals from Physicians

The Home Care Association of Colorado presents

A lunch & learn audio-conference

Elizabeth E. Hogue, Esq.

Health Care Attorney & Consultant
Burtonsville, MD

February 22, 2007

11:00 a.m. to 12:30 p.m.

Home health, HME and hospice providers must get referrals for their services in order to maintain economic viability. The purpose of this series of audio-conferences is to identify practical strategies for getting referrals for home care, HME and hospice services and the potential legal pitfalls in utilizing these strategies. Practical solutions will be provided in order to maximize the effectiveness of marketing strategies without violating legal requirements.

Brand new materials will be presented to focus on the following marketing strategies and potential legal pitfalls and solutions associated with them:

- Paying consulting fees to physicians and nurses in advance practice, including nurse practitioners;
- Physicians and patients' right to freedom of choice of providers; and
- Writing orders for specific home health agencies.

Save time and travel costs and include all staff members who will benefit from this timely topic! Register for more than one session and save!

[Click Here for Details and to Register](#)

OASIS Data Collection Seminar, March 15th

Register today for this continuing education hands-on seminar:

**Thursday, March 15, 2007
8:00 a.m. to 4:30 p.m.**

Presenter: **Lisa Selman-Holman**, JD, BSN, RN, HCS-D, COS-C, Selman-Holman & Associates, LLC, Denton, Texas

This valuable all-day session will focus on the regulatory requirements of OASIS data collection and will be held at a new location, the Summit Conference and Event Center in Aurora, Colo.

[Click Here for Seminar Details and to Register](#)

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