

[<Back](#)

 [Print](#)

February 13, 2008

Home Care Association of Colorado Management Report

In This Issue

- ["How to Get Referrals" by Elizabeth Hogue](#)
- ["OASIS Under New PPS" plus COS-C Exam, March 13-14](#)

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

"How to Get Referrals" by Elizabeth Hogue



A three-session lunch & learn audio-conference series...

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Health Care Attorney & Consultant
Burtonsville, MD

Quick Links...

- [Register for HCAC's Annual Convention in Vail: May 8-9, 2008](#)
- [Register for Getting Referrals audio - conference](#)
- [Register for OASIS Under New PPS seminar](#)
- [Click here for Members Only State Legislative Bulletin](#)
- [Check Out HCAC's Jobs and Services Store](#)
- [Visit Our 24/7 Virtual Trade Show](#)

New materials will be presented in three sessions to focus on the following marketing strategies and potential legal pitfalls and solutions associated with them.

Session 1:
February 21, 2008
11:00 a.m. to 12:30 p.m.

"How to Get Referrals from Physicians Without Violating the Law"
There have been a number of changes regarding legal requirements related to strategies for getting referrals from physicians during the past year including major changes in the so-called Stark laws and OIG guidance on "pre-operative" visits. Strategies to be competitive in the market place will be provided to attendees of this conference.

Learn about:

- Changes in Stark Law;
- OIG guidance on "pre-operative" visits;
- Use of coordinators in physicians' offices;
- Renting space from physicians, and
- Use of Preferred Provider Agreements.

Join our mailing list!

Session 2:
March 27, 2008
11:00 a.m. to 12:30 p.m.

"How to Get Referrals from Hospitals and Stay Within the Law"

**Session 3:
April 24, 2008
11:00 a.m. to 12:30 p.m.**

"How to Obey the Law and Get Referrals from Skilled Nursing Facilities, Assisted Living Facilities, Personal Care Homes and Independent Retirement Communities"

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 Under New PPS" plus
COS-C Exam, March 13-14**

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

OASIS education is essential and with interpretations and additional clarification changing on a quarterly basis, it has become compulsory. Ensure that you and your staff are up-to-date on all the OASIS intricacies, including pressure ulcers (more new guidelines), surgical wounds and new PPS case mix scores.

MO 110, MO 246 and MO 826 are new and understanding is essential to your payment. Are you working hard on your outcomes, but not making any headway? Perhaps the "other" OASIS data items are hindering your progress.

This OASIS training is an in-depth analysis of the OASIS data items in regards to payment and outcomes, as well as common sense application to agency operations. The key to accurate payment and to accurate outcomes and risk adjustment depends on answering the MO questions accurately and according to CMS instructions.

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

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