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February 22, 2007

Home Care Association of Colorado Management Report

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

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

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](#)

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.

After attending this session, the attendee will be able to:

- Explain the regulatory requirements for a comprehensive assessment
- Identify the purposes of OASIS and the data obtained for the collection of OASIS
- Identify the time points for OASIS assessment and apply special guidance from CMS

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

How to Get Referrals from Hospitals

Join our mailing list!



The Home Care Association of Colorado presents

A lunch & learn audio-conference

Elizabeth E. Hogue, Esq.

Health Care Attorney & Consultant
Burtonsville, MD

March 29, 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:

- Access to hospitals and information about patients by coordinators / liaisons
- Receipt of referrals upon admission
- Development and implementation of Preferred Provider Agreements
- Use of computerized discharge planning vendors
- Rotation systems

Save time and travel costs and include all staff members who will benefit from this timely topic!

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

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