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March 14, 2008

# Home Care Association of Colorado Management Report

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**New updates added weekly to [www.hcaonline.org](http://www.hcaonline.org)! Check it out!**

## [HCAC Annual Convention & Exhibition, May 8-9 in Vail](#)



## Therapy Practice and Documentation Under New PPS

by Cindy Krafft, PT, MS, COS-C, Senior Clinical Consultant, Fazzi Associates, Inc., Peoria, Ill.

## Quick Links...

- [Register for HCAC's Annual Convention in Vail: May 8-9, 2008](#)
- [Register for Getting Referrals audio-conference: March 27](#)
- [Click here for Members Only State Legislative Bulletin Board](#)
- [Check Out HCAC's Jobs and Services Store](#)
- [Visit Our 24/7 Virtual Trade Show](#)

## *"Therapy Practice in the Refined PPS Environment"*

**A clear understanding of the therapy tiered system is a critical element to success in Home Health in 2008 and beyond.** Going beyond the number of visits, agencies must understand the relationship between the provision of therapy and good clinical outcomes. This session will provide a solid understanding of what the tiered model means - and does not mean - for therapy practice in Home Health.

## *"Documentation of Medical Necessity for Rehabilitation in Home Care"*

Criteria for determining the provision of appropriate therapy in Home Care has been a challenge to establish. Those who audit our services rely on "reasonable and necessary" but these guidelines lack objective standards. **Although each patient is unique and should have an individualized plan of treatment, there are core areas of therapy assessment and intervention that should be addressed in all patient encounters.** These items should be clear in the documentation of each visit as it is the primary way our "need" to be in the home is determined. This session will explore these core items and how expectations for therapy documentation can be set.

Join our mailing list!

**ABOUT THE SPEAKER:**

Cindy Krafft has been actively involved in Home Care for 12 years, both clinically and operationally. **She is a Senior Clinical Consultant with Fazzi Associates and the Vice President of the Home Health Section of the American Physical Therapy Association.** She has been a presenter at State Home Care Association meetings in 9 states. Her work has been published in Success in Home Care and the Remington Report. and she is an active participant in the Home Care Information Network on the topics of rehab and the PPS revisions.

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

## **"How to Get Referrals" by Elizabeth Hogue**

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**Don't Delay! Register Today For March 27 Session!**  
**A lunch & learn audio-conference series...**

Presenter: **Elizabeth E. Hogue**, Esq., Health Care Attorney & Consultant, Burtonsville, MD

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 2:**  
**March 27, 2008**

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

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

Both hospital based and free standing home health agencies continue to struggle with legal issues related to getting referrals from hospitals. Issues encountered by home health agencies in relationships with hospitals will be covered in this conference:

- Responsibility for discharge process;
- Physician order for a specific agency;
- Visiting patients in the hospital, and
- Right to freedom of choice of providers.

**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](#)

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phone: 303-694-4728  
web: <http://www.hcaonline.org>

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