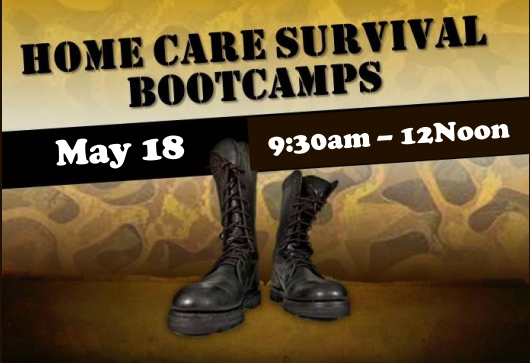




# Moving Beyond Personal Care to Meet the Challenge & Opportunities of Value-Based Care



As NYS races toward a system of value-based payment metrics and financial incentives, LHCSAs must deliver on the quality-of-care expectations being driven by their managed care plan contract partners in the evolving landscape.

This program will show LHCSA operators how to fine-tune their operations in line with the new reimbursement models governing managed long term care for enhancing LHCSA appeal in contract negotiations and readying LHCSAs to meet the standards of a fundamentally changing system. The program will:

Review managed care plan metrics and their rating system to identify specific metrics that LHCSA operations can positively impact as part of the LHCSA value-proposition pitch to plan managers;

Help delineate the various roles, standards of service, and documentation in the coordination of LHCSA and MLTC plan operations; and

Review clinical operations and other changes that clinical staff can make in the delivery of care, paraprofessional staff supervision, and paraprofessional education to enhance operational efficiency, ensure compliance with regulations, and enhance quality.

### Presented by

**Andrea Brown, RN, President/CEO, AB Coaching and Consulting, Inc.**

Andrea Brown, RN, has more than thirty-two years of experience in health care and has served in roles with responsibility for home care operations, delivery of clinical care, staff education, quality improvement, and compliance. She has provided direct care as a registered nurse and has worked as a per-diem instructor for the New York City Department of Education, providing both didactic and clinical instruction in the licensed practical nursing program. Andrea's extensive background in leading health care operations, quality initiatives and staff development reinforces her practical approach to facilitating change. She has previously conducted several very well received educational programs with HCA.

## May 18, 2017

### Location:

**Visiting Nurse Service  
of New York**

107 East 70<sup>th</sup> Street  
(between Park and Lexington Ave)  
New York, NY 10021

9:30 to 10:00am

**REGISTRATION AND  
CONTINENTAL BREAKFAST**

10:00am to 12:00Noon

**PROGRAM**

### REGISTRATION – (Deadline May 8)

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Agency: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Ext. \_\_\_\_\_  
Email: \_\_\_\_\_

### REGISTRATION FEE

HCA Members **\$79** \_\_\_\_\_ Non-Members **\$179** \_\_\_\_\_

### PAYMENT

\_\_\_\_ MasterCard \_\_\_\_ VISA \_\_\_\_ American Express \_\_\_\_ Check\*

\*Make checks payable and mailed to: HCA Education and Research  
388 Broadway, 4<sup>th</sup> Floor, Albany, NY 12207

Credit Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Cancellations received by May 8<sup>th</sup> are refundable less a 25% administrative fee. Cancellations must be received in writing via e-mail to info@hcanys.org. No refunds after that time or for no shows. Substitutions are permitted.

\_\_\_\_\_  
Name and/or Company Name on Card

\_\_\_\_\_  
Billing Address of card (including City, State and Zip Code)

\_\_\_\_\_  
Authorized Signature

**FAX TO: (518) 426-8788**