



Turning Around Facility Operations: Improving Census and Financial Performance

**Thursday, December 10, 2009
8:30am – 4:30pm**

LaGuardia Marriott Hotel
102-05 Ditmars Blvd.
East Elmhurst, New York 11369

Southern New York Association is a **Certified Sponsor** of professional continuing education with the National Association of Boards of Examiners of Long Term Care Administrators (NAB) and certifies that this program meets NAB/NCERS guidelines and has been submitted for six (6) continuing education clock hours. State licensure boards, however, have final authority on the acceptance of individual courses.”

APPROVAL NUMBER: Pending

About the Program

- This seminar will provide long term care personnel with strategies to increase census, through a series of recommendations and examples as utilized by consultants to help facilities public relations.
- This seminar will provide strategies for revenue enhancement and cost control, to assist in improving the financial performance for skilled nursing facilities.
- This seminar will provide attendees information regarding how to work with clinical staff to improve financial compliance.

Presenters

Suzanne Koenig is President and founder of SAK Management Services LLC, a nationally recognized long-term care management and consulting services company. With over twenty five years of extensive experience as an owner and operator, Ms Koenig offers specialized skills in operations improvement, staff development and quality assurance. Recently Ms. Koenig has been appointed as the Patient Care Ombudsman in several of the new Health Care Bankruptcy Filings and has helped revitalize facilities throughout the country facing closure or bankruptcy.

Who Should Attend this Conference?

This seminar should be attended by LTC personnel, including Administrators, Accountants, Comptrollers and all other staff involved in the day-to-day functions of operations, census building and revenue enhancement.

Continuing Education Credits

Six (6) CEU's have been requested by the **National Association Board of Examiners of LTC Administrators (NAB)**.



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Agenda

Thursday, December 10, 2009

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| 8:30-9:00am | Registration and Coffee |
| 9:00am | Welcome and Introduction
Neil Heyman, President
Southern New York Association |
| 9:00 – 11:00am | Census Development and Enhancement
Suzanne Koenig, President
Joyce Ciyou, Director of Business Projects
Kay Wallin, Director of Sales, Marketing & Customer Relations
SAK Management Services, LLC |
| 11:00-12:00pm | The role of the medical director and nursing staff in financial compliance.
Dr. Michael Grady, MD MBA Chief Medical Officer
Elizabeth Ciyou - Alee, RN
Director Clinical Informatics and Information Technology
SAK Management Services, LLC |
| 12:00 – 1:00 | LUNCH |
| 1:00 – 4:30 | Improving strategies for revenue enhancement and cost control.
Improving the financial performance for skilled nursing facilities.
Suzanne Koenig, President
SAK Management Services, LLC |
| 4:30 | Program Conclusion
Neil Heyman |

