



Navigating the Managed Care Landscape. Impact for Skilled Nursing Facilities.

Thursday, June 14, 2012

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 requested six (6) continuing education clock hours. State licensure boards, however, have final authority on the acceptance of individual courses.”

APPROVAL NUMBER: 1462012-6.00-9527-in

About the Program

This seminar will focus on the federal and state initiatives related to managed care and the impact for skilled nursing facilities.

Learning Objectives:

- Understand the products offered by managed care including ISNP, MLTC, Medicaid and Medicare managed care and dual eligible initiatives.
- Gain practical suggestions on how to interpret managed care contract language.
- Learn the clinical requirements for providing services to various managed care populations including care coordination and avoiding hospitalization.
- Identify opportunities to utilize managed care relationships to maximize revenue.

Presenters

Karen R. Lane, Deputy Commissioner, Medical Assistance Program/HRA

Pamela Coleman, Senior Vice President for Government Programs, Optum Health.

Previously Ms. Coleman was the Deputy Director for Medicaid in Texas and the Director of Managed Care Operations for Texas HHS Commission.

Mark R. Ustin, Esq. Manatt, Phelps & Phillips, LLP. Mr. Ustin has 20 years of experience and focuses primarily on helping providers and payors to navigate the landscape surrounding health care delivery in NYS.

Ronald J. Shumacher, MD, FACP, CMD, Chief Medical Officer for Optum Health, Post Acute Care. Dr. Shumacher has extensive experience as a clinician and executive in the SNF environment.

Elizabeth H. Hoffman. Senior Executive with over 25 years of diversified experience in the healthcare industry with a particular focus on long term care and nursing homes.



This event has been organized by Optum Health.

Agenda

Thursday, June 14, 2012

This program will focus on the following topics:

9:00-9:30am

Nursing Home Eligibility Division (NHED) Deferral Process and Request for an Extension Update.

Karen R. Lane, Deputy Commissioner
Medical Assistance Program/HRA

9:30-10:30am

Understanding the products offered by managed care including ISNP, MLTC, Medicaid and Medicare, Dual Eligible Initiatives and the impact for SNF providers.

Pamela Coleman, Senior Vice President for Government Programs, Optum Health.

10:30-10:45am Break

10:45-12:15pm

Gain practical suggestions on how to interpret managed care contract language. A review of contract templates used for NYSDOH contracts will be provided.

Mark R. Ustin, Esq. Manatt, Phelps & Phillips, LLP.

12:15-1:15pm Lunch

1:15-2:45pm

Learn the clinical requirements for providing services to various managed care populations including care coordination and avoiding hospitalizations.

Ronald J. Shumacher, MD, FACP, CMD,
Chief Medical Officer for Optum Health, Post Acute Care.

2:45-4:15pm

Health Care Reform and Post-Acute Transition, Collaboration and Coordination: Operational Readiness. The role of the post acute provider. Identify opportunities to utilize managed care relationships to maximize revenue.

Elizabeth H. Hoffman, Health Care Consultant.



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East Elmhurst, New York 11369

Register online at: www.snya.org

Facility: _____
Address: _____
City/State/Zip: _____
Phone: _____

PLEASE TYPE/PRINT CLEARLY (USE A DUPLICATE FORM FOR ADDITIONAL REGISTRANTS)

First Name	Last Name	Email	Discipline Title	Specify Meal*

* Please specify either: *Kosher (K)* or *Non-Kosher (N)*. If no meal is specified, a non-kosher meal will be ordered.

REGISTRATION FEES (per person):

SNYA Member Facility: \$175
Non-Member: \$225

Method of Payment:

____ Check (made payable to: Southern New York Association, Inc.)
____ Credit card American Express Discover Visa Mastercard

Name on card

Signature

Card number

Expiration date

Card Security no.

(Credit card payments may also be made by phone. Please call 212-425-5050.)

Faxed registrations welcome. Cancellations must be received for credit no later than 5 days before the seminar date. We request that reservations be received by Friday, June 8, 2012.