

The New England Alliance

In Conjunction with District One of ACHCA

Spring Regional Conference

The Newport Harbor Hotel & Marina

49 Americas Cup Avenue

Newport, RI 02840

Wednesday, May 24, 2023 – Friday, May 26, 2023

9 CEUs for Administrators!

Wednesday 5:00 PM	Tentative Program	Aquidneck Island Ballroom (GSA) Saltwater Lounge
Wednesday 6:00 PM	Welcome Cocktail Reception	GSA
Thursday 8:00 AM	Registration & Breakfast	GSA
Thursday 9:00 AM	Sponsor Introductions	GSA
Seminar 9:15 AM – 12:00 PM	<p>Seminar: “Navigating Managed Care (MCOs): A Road Map to Protecting Revenue.” Part 1: With MCOs having a permanent role in the Medicare/Medicaid eligibility & reimbursement play, it’s important to understand how to effectively deal with them when they are out of compliance. Despite history, providers do in fact have substantial leverage to compel MCO compliance, but education and timing are everything. Part 2: Learn what’s in the recently issued CMS bulletins to states that strongly cautions them on how to handle Medicaid renewals when the public health emergency ends— and how to use it to protect your revenue stream. Following the end of the PHE, providers will also see a significant increase in recoupments for those residents who were granted (or continued to receive) Medicaid benefits but shouldn’t have. Learn which policies & practices to implement now to avoid revenue disruptions later. Speaker: Chad Bogar, Founder and Managing Partner of sb2. Mr. Bogar graduated with honors from Gonzaga University and received his Juris Doctorate from Penn State University School of Law. Since graduating from law school, his practice has focused almost exclusively on Medicaid/Medicare eligibility & reimbursement and related regulatory matters for long-term care providers. 3.0 CEUs</p>	GSA
Thursday 12:00 PM – 1:00 PM	Buffet Luncheon	Saltwater Lounge
Seminar 1:00 PM – 2:30 PM	<p>Seminar: "Operational Solutions to Reignite Strong Financial Results" We will look at the “state of the industry” at both the national and New England levels, with an emphasis on financial metrics, trend analysis, and benchmarking. We will then review the intersection of operational and financial performance, and discuss operational strategies for re-energizing financial results, including small-table discussions. Speakers: Sean Morrison & Taylor Puuri of CLA (CliftonLarsonAllen LLP). Sean is a Principal within CLA's health care team, with a focus primarily on serving senior living and care organizations. Taylor is a manager within the health care industry of CLA, specializing in assurance services consisting of audit, tax, and Medicare/Medicaid reimbursement for hospitals/health systems and long-term care organizations. 1.5 CEUs</p>	GSA
Seminar 2:45 PM – 4:15 PM	<p>Seminar: “Solving for Stability – Building A Team for Retention.” "Doing more with less," is no longer a business model, it is a problem. Even before the pandemic, Senior Care Centers struggled with staffing issues; engagement, burnout, motivation, recruitment, and most of all retention. Spend a high-energy hour with Ralph Peterson as he breaks down the fundamental issues facing today's Senior Care Leaders. Using real life case studies, and some bright lights of inspiration, Ralph shares lessons learned from a senior care organization who went from having some real retention problems, to having some real success. Speaker: Ralph Peterson, Owner/Operator of Ralph Peterson, LLC, a Management Development Company that specializes in helping Senior Care organizations REINVENT the way they do business. 1.5 CEUs</p>	GSA
Thursday 4:15 PM	The New England Alliance-District One of ACHCA Meeting	GSA
Thursday 5:00 PM	Cocktail Reception	Saltwater Lounge
Friday 8:00 AM	Registration & Breakfast	GSA
Seminar 9:00 AM – 12:00 PM	<p>Seminar: “Dealing Effectively with Challenging Behaviors and Navigating Difficult Conversations.” In this workshop, we will identify the characteristics of challenging behaviors encountered in the workplace and how to respond effectively to these behaviors. Participants will also identify the challenges, components, preparation, and steps in having difficult conversation. Tools to use for effective conversations will be explored and discussed. Positive, clear, respectful, and productive communication with staff, residents, and family are key components of a successful assisted living and nursing home environment. Speaker: Patricia Raskin is recognized as the "powerhouse voice" behind positive lifestyle, health, wellness, and inspirational programs. She is a "positive media" pioneer for almost four decades and is an award-winning radio producer, business owner and leader. 3.0 CEUs</p>	GSA
Conference adjourns at noon.	Thank you for your support!	



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Future Dates for Conferences

Fall Regional Conference at the Portland Regency Hotel Sept. 20 – 22, 2023

Winter Conference & Annual Meeting at the Woodstock Inn & Resort Jan. 10 – 12, 2024

REGISTER IN ADVANCE TO GET THE BEST RATE – One Registration/Individual

Name:	NHA License #:	State:									
Title:	Email Address:										
Facility/Company Name:	Phone:										
Company Address (City, State, Zip Code):											
Home Address (City, State, Zip Code):											
Signature: _____											
ATTENTION ADMINISTRATORS: YOU MUST BE REGISTERED WITH CE REGISTRY ON NAB WEBSITE BEFORE THE CONFERENCE TO RECEIVE CEUs! www.nab@nabweb.org	Login to NAB website, go to “CE REGISTRY” fill out your info. Your number will begin with an “R” located on the bottom left of the screen. CE REGISTRY#: _____										
<u>Please Remit Check Payments To:</u> New England Alliance c/o Alexys Gonelli, Event Coordinator 52 Boyden Road, Suite 209 Holden, MA 01520 To pay by credit card, register online or call event coordinator at 508-829-1102 for assistance.	<u>Please circle</u> <table border="0"> <tr> <td></td> <td>In Advance</td> <td>On Site</td> </tr> <tr> <td>All 4 Seminars</td> <td>\$300</td> <td>\$350</td> </tr> <tr> <td>Guest/Spouse</td> <td>\$150</td> <td>\$175</td> </tr> </table> (breakfast/lunch/2 receptions) First Time NHAs/AIT Student Discount! – Call 508-829-1102 for more information.			In Advance	On Site	All 4 Seminars	\$300	\$350	Guest/Spouse	\$150	\$175
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*Please be mindful of hotel reservation cutoff date: **Wednesday, 04/26/2023**. For directions and to make room reservations please call The Newport Harbor Hotel & Marina's reservation number directly at 1-800-955-2558 and identify yourself as part of the New England Alliance group or mention block code NEA2023 to receive the special room rate. Rooms are **\$189.00/night** plus taxes/fees. You may also use the following link to make your room reservations online at the NE Alliance room block discounted rate:

<https://bookings.travelclick.com/17382?groupID=3548024&hotelID=17382#/guestsandrooms>

Conference price includes meals listed in the above agenda. For additional conference information please call: Alexys Gonelli, Event Coordinator at 508-829-1102 or email: agonelli@oriolhealthcare.com.