

“How to Get Referrals for Home Care, HME and Hospice Services Without Breaking the Law”

A Lunch & Learn Audio-Conference Series

by **Elizabeth E. Hogue, Esq.**

Health Care Attorney & Consultant, Burtonsville, MD

1:00 p.m. to 2:30 p.m. Eastern Time

Thursday, March 27, 2008:	How to Get Referrals from Hospitals and Stay Within the Law (register by 3/20/08)
Thursday, April 24, 2008	How to Obey the Law and Get Referrals from Skilled Nursing Facilities, Assisted Living Facilities, Personal Care Homes and Independent Retirement Communities (register by 4/17/08)

Audio-Conference Description

Compelling reasons to dial in to these timely audio conferences:

March 27: 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.

April 24: These types of facilities are now prime sources of referrals for home health agencies but working to get referrals from these sources raises a number of legal issues. Practical solutions will be covered in this conference.

New materials will be presented in these two sessions to focus on the following marketing strategies and potential legal pitfalls and solutions associated with them:

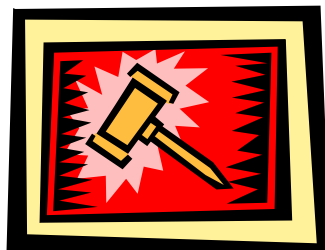
How to Get Referrals from Hospitals and Stay Within the Law - March 27, 2008

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

Save time and travel costs and include all staff members who will benefit from this timely topic!

How to Obey the Law and Get Referrals from SNFs, ALFs, PC Homes and Independent Retirement Communities - April 24, 2008

- ◆ Freedom of choice of providers in facility-owned home health agencies
- ◆ Freedom of choice by SNF Patients
- ◆ Retirement Community “preferred” agencies
- ◆ Potential fraud and abuse pitfalls



“How to Get Referrals for Home Care, HME and Hospice Services Without Breaking the Law”

A Lunch & Learn Audio-Conference Series

by Elizabeth E. Hogue, Esq.

This is how it works...

Complete the Registration Form for your agency and return to CHC. Registered locations will be sent an e-mail confirmation on Monday prior to the scheduled date of each audio-conference with dialing information and a web link to download handout materials and/or resources. Join the call by dialing the toll-free number and giving the confirmation number. Gather your staff and listen via speakerphone to the presentation, follow along with the handouts and participate in live, interactive Q&A.

PLEASE NOTE: Registration fees are based on each dial-in connection; multiple call-ins from your agency will be charged. We are unable to accommodate more than one agency per call-in.

Certificates of attendance will be mailed after evaluations are received.

THREE SIMPLE WAYS TO REGISTER
BE SURE TO INCLUDE ALL INFORMATION REQUESTED BELOW:

**REGISTER
BY SESSION'S
DEADLINE!**

1. **Register Secure On-line** at: www.chcforum.org
2. **Fax** this completed form below to 518/463-1606
3. **Mail** completed form to CHC, 99 Troy Road, Suite 200, East Greenbush, NY 12061

Please register by session's deadline to guarantee that you receive e-mailed confirmation details.

Please type or print legibly all information below.

Name _____	Agency _____
Address _____	City/State/Zip Code _____
Phone () _____	Fax () _____
Email (Mandatory Field) _____	

Select Your Session(s) -- Register for both sessions and save \$\$\$:

- | | | |
|---|---|-----------------------|
| <input type="checkbox"/> Thursday, March 27, 2008 | Getting Referrals from Hospitals | (register by 3/20/08) |
| <input type="checkbox"/> Thursday, April 24, 2008 | Getting Referrals from SNFs, ALFs, PC
Homes & Inde. Retirement Communities | (register by 4/17/08) |

Please circle as appropriate <small>This fee includes one dial-in connection. Additional fees will be charged if there are multiple dial-ins. Cancellations received five business days prior to the program will receive a refund, less a \$50 administrative fee. No refunds will be made after that date. There are no refunds for no-shows.</small>	1 Session	2 Sessions (w/ discount)
Chapter Member	\$149	\$289
HCP Member	\$159	\$299
Non-Member	\$249	\$489

PAYMENT METHOD

[] Check (payable to CHC) [] VISA [] MasterCard [] American Express [] Discover

Cardholder's name (print) _____

Card Number _____ / _____ / _____ 3-4 Digit Security Code _____ Exp. Date _____

Cardholder Signature _____