

You are invited to submit a proposal to speak at DecisionHealth's

## 2019 Home Health Administrator's Summit

**DecisionHealth** is recruiting home health experts and industry leaders to present at its **2019 Home Health Administrator's Summit**, which will take place **May 15-17, 2019, at the MGM Grand Hotel in Las Vegas.**

The goal of the conference is to provide best practices, proven strategies and case studies for successfully and efficiently operating – and growing – a home health agency amidst stifling regulatory requirements and annual payment cuts.

We're seeking professionals and thought leaders with direct experience and proven track records who can discuss in detail their successes and lessons learned.

### **If chosen as a speaker, you'll receive:**

- Airfare, meals and lodging expenses
- Professional recognition as a speaker – in our brochure and in conference materials
- Complimentary admission to all sessions and networking events

To apply, email your proposal by **August 23, 2018**. Note: We are looking for detailed proposals with results to quantify the success that you've had.

### **Presentation subjects can include but are not limited to:**

- Proposed Home Health Groupings Model and what it means for agencies
- How to survive CMS' new round of pre-claim review
- Tips and strategies to comply with CoPs
- Survey prep strategies to avoid deficiencies related to new CoPs
- Lessons learned from the first year of the Emergency Prep rules
- Value-based purchasing best practices and tips for how to earn incentives
- Best practices for achieving a 5-star rating
- Sales and marketing best practices to grow a home health agency
- How to diversify payer sources
- Cost containment and staffing strategies
- Ways to recruit and retain staff
- Compliance, including face to face best practices
- Home health's place/role in the continuum of care
- Business growth achieved by new technology adoption

### **Selection criteria**

Presentations should provide concrete solutions that attendees can adapt for use at their companies, as well as **quantitative proof of how the solutions worked**. When choosing speakers, we will consider the following criteria:

1. **Specificity.** No vague, sanitized presentations, please. Our attendees demand objectivity (both successes and setbacks addressed), facts, numbers, dollars saved/earned, mistakes made or avoided and lessons learned.
2. **Originality:** We're looking for fresh yet functional solutions to home health agency challenges, revealing real-world agency experiences.
3. **Practicality:** We want sessions that speak to the immediate concerns of home health agency administrators. You should offer usable strategies that attendees can take home and implement.
4. **Slides, overheads and handouts:** We'll give special attention to presentations supplemented by informative audio/visuals and information-packed handouts that attendees can take home with them.

## Application Instructions

1. Print and complete this application form.
2. Submit application form with your detailed proposal, not longer than two pages. Your proposal should describe the subject and explain how it meets the selection criteria listed above.
3. Submit your proposal by **August 23, 2018, to Marci Heydt by email at [mheydt@decisionhealth.com](mailto:mheydt@decisionhealth.com).**

Thank you in advance. We look forward to hearing from you.

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## Application Form

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### Presenter

Name \_\_\_\_\_ Title \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

### Presentation

Working Title \_\_\_\_\_

Please attach your typed proposal with this application, not longer than two pages. Describe the subject and how it meets the selection criteria from the previous page.

Thank you in advance. We look forward to hearing from you.

**Submit your proposal by August 23, 2018**

Email: [mheydt@decisionhealth.com](mailto:mheydt@decisionhealth.com)