

LeadingAge®

New York Services Inc.

SOLUTIONS

August 2025 | Issue 54

- FILING FOR VETERAN BENEFITS IN THE MEDICAID APPLICATION PROCESS
- DE-ESCALATION TIPS FOR HEALTH CARE PROFESSIONALS
- INNOVATIVE WORKFORCE SOLUTIONS
- MUSIC FOR A VIBRANT MIND
- WHAT WOULD YOU DO WITH \$10,000?

Celebrating New Solutions!

Monthly tips, tools, information, & special offers!

Solutions is meant to be a resource for you to solve identified problems and to stimulate strategic thinking about opportunities given the challenges you may face in unprecedentedly difficult financial times. Find helpful education, training opportunities, options for improving quality care, saving money or gaining efficiencies, product discounts, and much more. Let LeadingAge New York Solutions help you find your way.

Editor: Evan Blust
eblust@leadingagency.org

Upcoming Events & Updates

- **Fall Conference Showcase, Sept. 15-17, The Saratoga Hilton & Saratoga Springs City Center, Saratoga Springs**
 - **Exhibitor / Sponsor Registration Open!**
 - **Attendee Registration Open!**
- **Retirement Communities Summit, Oct. 15-16, Shaker Pointe at Carondelet, Watervliet**

Articles Below

FROM THE SOURCE



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COVERING YOUR BASES: FILING FOR VETERAN BENEFITS IN THE MEDICAID APPLICATION PROCESS

Cona Elder Law PLLC

Did you know that most applications for Medicaid benefits must include proof that an application for Veterans benefits was filed? Why, you may ask? You must prove to Medicaid that you applied for all possible sources of income, even if you know the applicant is not receiving Veterans benefits.

The institutional Medicaid application process is already an overwhelming undertaking with the required five years of financial statements, explanation of transactions, verification of income, proof of ownership of all assets, personal documentation, and documentation of any transfers that took place within the five-year look-back period. And now, pursuant to the Big Beautiful Bill, the retroactive coverage period will only be 2 months, further stressing your overburdened staff.

FROM THE SOURCE

De-escalation Tips for Health Care Professionals

Gallagher

As a health care worker, managing patient behavior can be a challenging but critical component of your job. Depending on the nature of their conditions and specific treatment needs, patients may be experiencing significant pain, confusion, stress or fear, possibly resulting in tense and emotional situations. In these cases, patients could become increasingly agitated and hostile, with some even resorting to violence and putting you in harm's way. These incidents can leave you with serious injuries and hinder your ability to provide adequate care.

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[Read More](#)



Gallagher

Insurance | Risk Management | Consulting

Elevate Your Nonprofit's Success with UST's Innovative Workforce Solutions

- UST Workforce Solutions has partnered with leading nonprofit associations across the country for over 40 years to provide members a wide variety of cost-saving HR, unemployment and workforce solutions designed to meet the unique needs of nonprofit organizations.
- UST will be hosting a short webinar on Tuesday, September 30th which will highlight the exclusive benefits available to our members through our longtime partnership. Register today to learn more about a little-known tax exemption available exclusively to 501c3 nonprofits and discover how you can streamline HR processes, ensure compliance, and create operational efficiencies—all while mitigating risk and unnecessary expenses.

[READ MORE & REGISTER HERE](#)



FROM THE SOURCE

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Music for a Vibrant Mind: Enhancing Memory Care and Resident Engagement

Sodexo

Did you know that as we age, musical memory is often the last pathway to fade? For seniors living with cognitive decline, Alzheimer's or dementia, it's common for memory loss to impact daily life. However, even as other memories fade, the power of music often remains.

Sodexo Seniors has tapped into this remarkable resilience of musical memory with a new, innovative partner called The Day by Day Project. The partnership is part of Sodexo's Vibrant Minds initiative, which focuses on keeping residents engaged, connected and thriving through person-centered care strategies.

FROM THE SOURCE

What would You Do With \$10,000?

Value 1st

Value First is running the 5-Star Sweepstakes and your organization could win one of five \$10,000 prizes. What would you do with \$10,000? Maybe replace aging equipment or throw a staff party. The choice will be yours if you win one of the five grand prizes. Participating in the drawing is simple:

- Members currently utilizing Value First as the primary GPO for their food program will automatically be entered.
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- Members that are not currently utilizing the Value First as the primary GPO for their food program can enter by submitting the online form at www.value1stonline.com/drawing-form-page along with submitting one month of food purchase data so Value First can run a cost analysis.

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UNLOCK YOUR POTENTIAL

WITH THE PREFERRED METHOD

James MacManus
Director of Business Development
P: 860 549 2732
E: jmacmanus@preftherapy.com
W: www.preftherapy.com



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Who We Are

Preferred Therapy Solutions (PTS) provides comprehensive rehabilitation management services focused on advanced clinical, billing, and technology solutions to the post-acute, long-term, and senior living communities. The PTS approach is uniquely designed with a strategic plan to increase market share by identifying potential referral sources and delivering valuable insights into competitors' performance. The 'Preferred' model significantly improves any rehabilitation department's quality, productivity, scope, and efficiency, offering high levels of patient satisfaction and exceptional customer service.



PDPM

Despite annual rate increases, reimbursement challenges under the Patient-Driven Payment Model (PDPM) persist. PDPM success is predicated upon accurate capture of patient acuity and a trusted rehabilitation partner is critical.

- PTS therapists are experts in PDPM Capture
- Patient assessment and supportive documentation
- Clinical efficiency & patient outcomes



KPI's

Understanding what Key Performance Indicators drive success and having a partner that tracks, analyzes, and works collaboratively is a necessity in today's ever-changing healthcare environment.

The 'Preferred Method' incorporates a team approach to KPI's and harnesses our technology solutions that provide our partners with the tools for success.



Reimbursement

Payment models are changing. Partner with a "Rehab Influencer" to protect your bottom line.

- Medicare Advantage
- I-SNPs
- Team Model
- Medicare Part B
- Managed Care Part B
- NTA Refresh
- Medicaid Based on PDPM
- Value-Based Reimbursement
- Compliance/RAC's/TPE Audits

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New Solutions Center Website

Help with issues evolving from Covid-19 and other challenges facing your organization

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