

September 2025 | Issue 55

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- INNOVATIVE WORKFORCE SOLUTIONS
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- 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.

Upcoming Events & Updates

- **Retirement Communities Summit, Oct. 15-16, Shaker Pointe at Carondelet, Watervliet**
- **HR Summit, Nov. 6, St. Ann's Community at Cherry Ridge**

Articles Below

FROM THE SOURCE

IMMIGRANTS IN YOUR FACILITY: TO SHARE OR NOT TO SHARE THEIR DATA

Cona Elder Law PLLC



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When an individual files for Medicaid benefits, their application is required to include a staggering amount of personal information. For at least the past twelve (12) years, the Centers for Medicare and Medicaid Services (CMS) had maintained a policy of restricting the use of the data it collected to the administration of its healthcare programs and did not share this data for other purposes. That all changed this summer when the Department of Health and Human Services (HHS) directed CMS to begin sharing data with the Department of Homeland Security (DHS) and Immigration and Customs Enforcement (ICE) in order to assist with their stepped-up immigration enforcement efforts. The information being shared included names, addresses, birth dates, ethnicities, and Social Security numbers, which ICE was able to view using daily access to the Medicaid data stream

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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Gallagher

Insurance | Risk Management | Consulting

FROM THE **SOURCE**

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.



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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.
- 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

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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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