



LeadingAge®

New York Services Inc.

SOLUTIONS

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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.

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Upcoming Events & Updates

- **Annual Conference & Exposition, May 19-21, The Saratoga Hilton & Saratoga Springs City Center, Saratoga Springs**
- **CCRC Summit, June 10-11, The Summit at Brighton, Rochester**
- **Fall Conference Showcase, Sept. 15-17, The Saratoga Hilton & Saratoga Springs City Center, Saratoga Springs**
- **Retirement Communities Summit, Oct. 15-16, Shaker Pointe at Carondelet, Watervliet**

Articles Below

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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FROM THE SOURCE



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AN END TO DEFERENCE? ASSESSING THE IMPACT OF LOPER BRIGHT ON FEDERAL REGULATION OF NURSING HOMES

Cona Elder Law PLLC

Federal regulatory agencies like the Centers for Medicare and Medicaid Services (CMS) and many others have long played a crucial role in shaping the healthcare and longterm care industries. The significant authority wielded by these agencies can be traced to the Supreme Court's 1984 decision in *Chevron USA Inc. v. Natural Resources Defense Council*, which required courts to defer to agency interpretations of their governing statutes so long as those interpretations were rational and reasonable. However, the Supreme Court recently overturned this standard in a controversial decision which is likely to have far-reaching implications. Pursuant to the decision in *Loper Bright Enterprises v. Raimondo*, issued on June 28, 2024, federal courts should not defer to any "permissible" agency interpretation of an ambiguous statute...

FROM THE **SOURCE**

UPCOMING WEBINARS: Free CEU Credits!

Pharmscript

**Managing a DPOC – Tips and Strategies
for Success**

Tuesday, June 17th, 2:00 pm EST

**Watch them all
here!**

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PHARMSCRIPT

FROM THE SOURCE

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THE BONADIO GROUP
CPAs, Consultants & More

WHY OUTSOURCING RATE REIMBURSEMENT SERVICES IS A SMART MOVE

The Bondadio Group

In the ever-evolving world of healthcare, providers face significant challenges navigating Federal and State rate reimbursement. These processes require precision, regulatory expertise, and constant oversight to ensure facilities receive the funding they are entitled to. Unfortunately, many providers lack the resources to optimize their rates while remaining compliant with shifting policies.

Outsourcing rate reimbursement services allows facilities to access expert guidance on Medicare and Medicaid cost reporting, Medicaid rate reviews, strategic reimbursement consulting, and audit support. These services alleviate administrative burdens, ensure compliance, and help maximize revenue.

FROM THE SOURCE

GALLAGHER NATIONAL RISK CONTROL SAFE RESIDENT HANDLING AND MOBILITY (SRHM) GUIDE

Gallagher

Amid increasing financial pressures, fluctuations in Medicaid funding, occupancy rates, and the rising costs of goods and services, senior living and home healthcare communities are facing an ongoing cycle of uncertainty, particularly as regulatory changes continue to evolve. In this challenging environment, many organizations are seeking effective strategies to reduce employee injury costs, enhance resident and client care, and improve the overall work environment.

The landscape of senior living and home health care has shifted, with more complex care being provided within communities.

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Gallagher

Insurance | Risk Management | Consulting

PROPOSED NEW YORK CONSUMER PROTECTION LAW TARGETS NURSING HOMES



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Cona Elder Law PLLC

In the face of a rapidly shifting federal regulatory framework, including the recent Executive Order requiring the Consumer Financial Protection Bureau to stop work, many states are taking action to strengthen their own consumer protection measures. Here in New York, the Attorney General has proposed new legislation intended to update and expand consumer protections, with far reaching consequences for the nursing home industry. Known as the Fostering Affordability and Integrity through Reasonable Business Practices, or FAIR Business Practices Act, New York's legislation targets "unfair, deceptive, and abusive practices."

FROM THE SOURCE

Agile Support for an Organization With Significant Staffing Challenges

Impact Search Advisors

A research and educational organization enlisted Impact Search Advisors by Nonprofit HR for the full-cycle recruitment of several staff positions. The NGO suffered from high turnover within the federal team, shifting priorities and leadership fluctuations. Upon meeting with the hiring team and learning about their constant state of change and transition, Nonprofit HR's Recruitment Outsourcing experts adjusted the engagement scope to fill two Senior Policy Associates on the federal policy team.

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HEALTHPRO
HERITAGE

Navigating CMS Changes: Addressing Antipsychotic Use and Discharge Function Scores in Nursing Homes

HealthPRO Heritage

The Centers for Medicare & Medicaid Services (CMS) continues to refine quality measures in an effort to enhance resident care and accountability in nursing homes. Two of the most significant changes in recent months include heightened scrutiny on the use of antipsychotic medications and the implementation of the Discharge Function Score (DFS). These measures aim to improve patient outcomes but also present substantial challenges for providers striving to maintain compliance, optimize reimbursement, and deliver high-quality care.

FROM THE SOURCE

From Uncertainty to Readiness: Crafting a Proactive Capital Needs Forecast.

First American

First American is hosting a webinar on Tuesday, 4/22 at 2PM EST - From Uncertainty to Readiness: Crafting a Proactive Capital Needs Forecast.

The CEO of zumBrunnen, Rob Milam, explained the essential role of Capital Replacement Analysis (CRA).

During this webinar, attendees will learn how to assess and prioritize capital spending within the senior living sector and explore best practices for capital forecasting using reliable data.

This link can be used to register and watch the recording!

[https://www.faef.com/capital-needs-webinar \[t.yesware.com\]](https://www.faef.com/capital-needs-webinar[t.yesware.com])

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Watch Here!



New Solutions Center Website

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

[CLICK HERE TO SEE MORE](#)

Covid-19 Supplier Resources

[ADDITIONAL RESOURCES](#)

