



**LeadingAge**<sup>®</sup>  
*New York Services Inc.*  
**SOLUTIONS**

March & April 2025 | Issue 50

- [Third Party Payment Regs](#)
- [Upcoming Webinars: Free CEU Credits!](#)
- [Outsourcing Rate Reimbursement](#)
- [Safe Resident Handling and Mobility Guide](#)
- [Proposed New York Consumer Protection Law Targets Nursing Homes](#)
- [Agile Support for an Organization With Significant Staffing Challenges](#)
- [Navigating CMS Changes](#)
- [Crafting a Proactive Capital Needs Forecast.](#)



## **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@leadingageny.org](mailto:eblust@leadingageny.org)

## Upcoming Events & Updates

- **Housing Professionals Conference, May 5-6, Drumlins Conference Center, Syracuse**
- **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

James MacManus  
Director of Business Development  
P: 860 549 2732  
E: [jmacmanus@preftherapy.com](mailto:jmacmanus@preftherapy.com)  
W: [www.preftherapy.com](http://www.preftherapy.com)



LeadingAge NY Gold Sponsor

## 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

Full Service | In-house Management | Consulting | Education

# FROM THE SOURCE



**READ MORE**



## ADMISSIONS BEWARE: CMS EXPANDS DEFINITION OF PROHIBITED THIRD- PARTY GUARANTEE

**Cona Elder Law PLLC**

Federal law has long prohibited nursing homes from requiring a third party to guarantee payment of charges incurred for a resident's room, board, and medical care. Any admission agreement containing such a guarantee is not enforceable. Nevertheless, here in New York, courts have repeatedly found admission agreements that stop short of a full payment guarantee but request or require third parties to undertake other contractual obligations may be enforceable. For example, the agreement may call on a third party to utilize their access to the resident's income to remit payment for nursing home charges, ensure that a Medicaid application is timely filed, or provide accurate information regarding a resident's income, resources, and transfers which may have occurred.

# FROM THE SOURCE

## UPCOMING WEBINARS: Free CEU Credits!

**Pharmscript**

**Managing Pain**

**Tuesday, May 13th, 2:00 pm EST**

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

**Tuesday, June 17th, 2:00 pm EST**

**Watch them all  
here!**

“



**PHARMSCRIPT**

# FROM THE SOURCE



**READ MORE**

**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.

“

**[Read More](#)**



**Gallagher**

Insurance | Risk Management | Consulting

# FROM THE SOURCE

## PROPOSED NEW YORK CONSUMER PROTECTION LAW TARGETS NURSING HOMES



**READ MORE**



### **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.

“

[Read More](#)

 **IMPACT**  
**SEARCH ADVISORS**  
by Nonprofit HR

# FROM THE SOURCE



**READ MORE**



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]

“

**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](#)

