



# Take Control of Your NJ Accounts Receivable: Maximize Your Reimbursement

Free Workshop for 4 NHA Credits and Panel Presentation

Thursday, August 27, 2020

7:45 a.m. – 1:00 p.m.

**Location:**

**Lakewood Country Club** (Grand Ballroom)  
145 Country Club Drive, Lakewood, NJ 08701

\*Approved for 4 continuing education credit hours for NHAs at no cost to you\*

*The financial survival of your nursing facility depends on how aggressively and effectively you manage and control your resident accounts receivable. This half-day free panel presentation for 4 credits provides powerful tools and methods to take control of your admissions process and your Accounts Receivable and maximize your reimbursement from your various payer sources. This panel presentation and workshop is designed for NHAs, Executive Directors, BOMs, CFOs, Admission Directors, and Billing Supervisors.*

**Agenda/ Topics Covered:**

- 7:45 a.m. - 8:15 a.m. Registration – outside of Grand Ballroom, Continental Breakfast
- 8:15 a.m. - 8:25 a.m. Administrative Remarks: Welcome & Introductions
- 8:25 a.m. - 10:25 a.m. Take Control of Your Accounts Receivable: Prevention and Reaction
- 10:25 a.m. - 10:40 a.m. - Break -
- 10:40 a.m. - 11:10 a.m. Your Lawsuit Options: Filing in Small Claims Court
- 11:10 a.m. - 11:40 a.m. Arbitration Agreements and Guardianships
- 11:40 a.m. - 12:00 p.m. Medicaid Eligibility Issues and Appeals
- 12:00 p.m. - 12:40 p.m. Regulatory Update: Medicare & Medicaid
- 12:40 p.m. - 1:00 p.m. Q&A with Panel (not included in credit hours)

**Our Panel of Experts:**

- Andrew E. Eisemann, Esq.
- Daniel B. Sullivan, Esq.
- Bruce G. Baron, Esq.

**The Registration Deadline is August 20, 2020! To Register:**

Email, fax, or mail your name, employer & position, and NAB ID# to Cassandra Reed

[CassieR@CapozziAdler.com](mailto:CassieR@CapozziAdler.com)

Tel: 717-233-4101; Fax: 717-233-4103

2933 N. Front Street, Harrisburg, PA 17110

**Cost:** None

**Credits:** This program is approved by the National Continuing Education Review Service (NCERS) of the National Association of Boards of Examiners for Nursing Home Administrators for 4 clock hours. Program Approval Number: 20210323-4-A63407-IN. Participants must sign in and out in order to obtain Continuing Education Credits for Program Hours attended.

**Directions to the Lakewood Country Club:**

- Directions from North: Merge onto I-278 W. Merge onto RT-440 S / Pearl Harbor Memorial Expy via EXIT 5 toward Outerbridge CR. Merge onto RT-440 S toward Outerbridge Crossing / New Jersey / Exit 1 (Crossing into New Jersey). Merge onto US-9 S. Take the US-9 S exit toward Freehold / Atlantic City. Turn slight right onto US-9 S / Upper Main St. Continue to follow US-9 S. Turn right onto W County Line Rd. Turn left onto Pine Park Ave. Turn right onto Country Club Dr. 145 COUNTRY CLUB DR is on the right.
- Directions from South: Merge onto Garden State Pky North (Portions toll). Merge onto US-9 N via EXIT 83 toward CR-571 / Lakewood. Turn left onto W County Line Rd. Turn left onto Pine Park Ave. Turn right onto Country Club Dr. 145 COUNTRY CLUB DR is on the right.

**Parking:** You may park anywhere in the Lakewood Country Club/Maggie's Bar & Grill parking lot.

**“Take Control of Your Accounts Receivable” Objectives:**

As a result of this presentation the participant will be able to...

- Identify strategies to maximize reimbursement from all payer sources.
- Understand how to file small complaints.
- Assess scenarios in which a court-appointed Guardian may be necessary.
- Recognize when to appeal a Medicaid eligibility determination.
- Assess the impact of new developments in Medicare and Medicaid regulations on facility status and resources.