



NHPCO INVITES YOU TO OUR 2017

MANAGEMENT AND LEADERSHIP CONFERENCE

PRECONFERENCE DATES: April 29-30, 2017

MAIN CONFERENCE: May 1-3, 2017

Washington Hilton, Washington DC

National Hospice and Palliative Care
Organization



JOIN US IN WASHINGTON DC

Washington, DC is, without question, one of the most important cities in the world – and the site for the 2017 NHPCO Management and Leadership Conference. More than a conference, this is an event for leaders from throughout the end-of-life community to unite, interact, and focus on timely issues that will lead us into the future. It will be an opportunity to amplify the voice of the hospice and palliative care community in our nation's capital. And it will provide us with an opportunity to acknowledge and celebrate all that we do to advance the continuum of care.

May 2017 will be a time like no other. There will be a new administration in Washington, a new President of the United States, and a new President and CEO leading the National Hospice and Palliative Care Organization and its family of affiliated organizations. It promises to be a time of new voices and new perspectives.



NHPCO is recognized in Washington, DC as the authority on end-of-life care and is a leader working on your behalf to advance our field and help your organization reach the next level of excellence. Join hospice and palliative care leaders and managers, industry experts, vendors, and advocates to explore what is likely to be ahead of us – as a provider community and leadership organization.

Over the course of the conference, participants will focus on excellence in hospice and palliative care service delivery, explore policy issues, delve into compliance concerns, allow organizational leaders to more effectively engage with their staff and communities, and enhance quality throughout the care continuum.

Hospice advocates will have the opportunity to bring important messages about end-of-life care to Capitol Hill on Wednesday afternoon, reminding legislators that hospice provides more care that costs less to dying Americans and their families. Concurrent sessions earlier in the day on Wednesday will prepare our advocates with helpful tips and suggested messaging.

Hosted at the historic Washington Hilton in the heart of DC, we hope you will come be a part of this unique event at a pivotal time for the hospice and palliative care community.



PLENARY SPEAKERS



MONDAY, MAY 1, 8:30 - 10:00 AM

Nick Tasler, internationally acclaimed author and CEO of Decision Pulse

Think Strategically – Act Decisively

Decisions are the most basic building blocks of your career, your team, and your company. Success results from stacking those blocks faster and more strategically than your competition. That's why 88% of managers who excel at just two skills—strategic thinking and decisive action—are among the top 10% of highest-performing leaders across all industries and job levels. Nick Tasler reveals an elegantly simple Know-Think-Do decision framework for confidently making all decisions faster and more strategically every single day.



TUESDAY, MAY 2, 8:30 - 10:00 AM

Eugene Robinson, Pulitzer Prize-winning Columnist, *The Washington Post* and Political Analyst *Today's News: Post-Election Perspectives on Who's Up, Who's Down and What's Really Going On*

Eugene Robinson is on the front lines of news coverage every day and, as such, he has an innate ability to cut through the clutter and provide clarity on today's events. Robinson takes a step back not only to look at the big picture, but to focus on deeds—not just words. Whether he's assessing politicians, cliff-hanging events on Wall Street or handicapping elections, he reminds us that politics may not be for the faint of heart but sure can be fun to watch. In the unprecedented post-election environment we find ourselves in, Robinson provides an insider's perspective on the election, what we can expect in 2017 and the potential impact of the new presidency on the world, the US and on healthcare in particular.

WEDNESDAY, MAY 3, 8:30 - 10:00 AM

Centers for Medicare and Medicaid Services

A Brave New World- What to Expect from the New Administration

Regardless of the 2016 election outcome (or any other year, for that matter), the hospice and palliative care community must proactively educate, advocate and engage the new administration and leaders at the Centers for Medicare and Medicaid Services. The day after Election Day, NHPCO began working with the presidential transition team to secure the incoming CMS Administrator—or other senior administration officials—to share their vision for health policy over the next four years.

ADDRESS FROM NHPCO'S PRESIDENT & CEO

A Look Toward the Future

Beginning in 2017, a new President and Chief Executive Officer will be leading NHPCO and its affiliate organizations. On Monday morning, this visionary leader will share thoughts about the organization and the broader field and will discuss directions and priorities for NHPCO. With a few months of experience under his or her belt, MLC attendees will hear firsthand insights from NHPCO's new leader.

FOR FULL PLENARY DESCRIPTIONS AND LEARNING OBJECTIVES VISIT www.nhpc.org/mlc2017

EDUCATION PROGRAM & PRECONFERENCE SEMINARS

SATURDAY AND SUNDAY, APRIL 29 - 30, 8:30 AM - 5:00 PM *(includes breakfast and lunch)*

NHPCO's Hospice Manager Development Program's Foundational Course (for New Managers)

Pam M. Barrett, ACSW, FACHE, P Barrett & Associates, LLC; Jennifer Kennedy, MA, BSN, RN, CHC, NHPCO; Turner West, MPH, MTS, Hospice of the Bluegrass

The Hospice MDP is a comprehensive management training program that helps managers develop the skills they need to meet the challenges they face in managing programs, systems and people. Rooted in the values of hospice care, the two-day foundational course to be offered at this conference is the "springboard" for a wealth of ongoing learning opportunities in the field of hospice management.

SATURDAY, APRIL 29, 1:00 - 5:00 PM

Community-Based Palliative Care: Getting Started (PC1)

Jean Acevedo, LHRM, CPC, CHC, CENTC, Acevedo Consulting, Inc; Jennifer Kennedy, MA, BSN, RN, CHC, NHPCO; Judi Lund Person, MPH, CHC, NHPCO; Sue Lyn Schramm, MA, NHPCO; Judith Skretny, NHPCO

Are you beginning a community-based palliative care program, or even thinking about it? This fast paced and interactive seminar will look at program delivery models, conducting a needs assessment, Medicare Part B billing and coding, and business plan creation.

SUNDAY, APRIL 30, 8:30 AM - 5:00 PM *(includes breakfast and lunch)*

Community-Based Palliative Care: Making It Work (PC2)

Jean Acevedo, LHRM, CPC, CHC, CENTC, Acevedo Consulting, Inc; Jeanne Dennis, MSW; Sue Lyn Schramm, MA, NHPCO; Judith Skretny, NHPCO

Looking for a seminar offering a deep-dive into strategies for building a successful community-based palliative program? This is it. Learn approaches to contracting for revenue sources beyond Medicare Part B, developing quality metrics that matter to payers, and benefits of accreditation. Explore successes from sustainable, growing community-based programs and discover benefits for your program.

SUNDAY, APRIL 30, 9:00 AM - 4:30 PM *(includes breakfast)*

Culturocity: Competence in Transitioning End-of-Life Care for Underserved Populations from Disparity to Equity (PC3)

Diane Deese, VITAS Healthcare; Deborah Mizell, RN, BS, VITAS Healthcare; Richard Payne, MD, Duke Institute on Care at the End of Life; Joel Policzer, MD, FACP, FAAHPM, VITAS Healthcare; Lawrence Sanders, MD, Grady Memorial Hospital/Morehouse College of Medicine

Not all populations benefit from equitable access to quality end-of-life care. Participants will look at the history of health-care disparities, work through cultural and systemic issues, and examine the inherent biases that exist for underserved, LGBT individuals, and communities of color. Using small group sessions and cutting-edge interactive techniques, you will acquire the knowledge and skills to help ensure equitable care in your organization.



**FOR FULL EDUCATION PROGRAM AND PRECONFERENCE DESCRIPTIONS
AND OBJECTIVES VISIT www.nhpc.org/mlc2017**

SUNDAY, APRIL 30, 9:00 AM - 12:00 PM *(includes breakfast)*

Hospice Regulatory Deep Dive - Part 1 (PC4)

Jennifer Kennedy, MA, BSN, RN, CHC, NHPCO; Judi Lund Person, MPH, CHC, NHPCO

The landscape of the healthcare community is changing. How will hospices change and adapt? What are the regulatory issues that hospices must understand, implement and track? What might the change in the administration mean for hospice? This session will focus on the up-to-the minute regulatory issues facing all hospice providers, with plain English discussions of requirements and expectations for implementation.

Stemming Hospice Facility Losses in an Era of Shrinking GIP Utilization (PC5)

Sue Lyn Schramm, MA, NHPCO; Faculty TBA

Hospice facilities across the nation are showing signs of increasing distress. Facility lengths of stay are down. GIP days are down. Staffing woes are up. A significant drop in GIP billable days can mean the loss of more than \$1 million a year in revenue. Learn practical real-world approaches that can stem losses from hospice facilities. Experts in the field who are meeting these challenges successfully with innovation and effective strategies will help you respond to the GIP realities of today.

The Secret Sauces of Transformational Leadership (PC6)

James A. Avery, MD, FACP, FCCP, FAAHPM, Hospice of the Piedmont; Jonathan Davis, FACHE, Martha Jefferson Hospital
Healthcare is undergoing a seismic change with hospice at the epicenter. How does a hospice clinical leader and hospice executive ensure that hospice maintains its missional heart while, at the same time, changing and reinventing itself in response to a myriad of external and internal pressures? By developing transformational leadership skills that drive effective change in our changing landscape. Learn the secrets shared by other transformational leaders.

SUNDAY, APRIL 30, 1:30 - 4:30 PM

Hospice Regulatory Deep Dive - Part 2 (PC7)

Jennifer Kennedy, MA, BSN, RN, CHC, NHPCO; Judi Lund Person, MPH, CHC, NHPCO; Carol Spence, PhD, NHPCO

Hospice will enter the new world of public reporting as Hospice Compare is expected to begin in 2017. As the focus on hospice quality increases, what should a hospice do to ensure quality care as new measures are implemented and Hospice Compare results are made public? How will consumers and other providers use the published results in Hospice Compare? Learn about the tools to monitor quality reporting and conduct an internal analysis of quality measure compliance.

Data-Driven Strategy for New Payment Models (PC8)

Raymond Belles, CPA, BKD, LLP; Bill Musick, BS, MBA, CHC, CHPC, Tower Hill Resources; Mark Sharp, CPA, BKD, LLP, Springfield, MO

Even if you are not included in any of the current bundle programs, the Centers for Medicare & Medicaid Services has made it clear that advanced payment models are your future. Through the use of claims data and case studies, this session will help hospice organizations understand the magnitude of their opportunities and risk as well as the necessary action steps for moving forward.

EXECUTIVE LEADERSHIP WORKSHOP WITH NICK TASLER

Think Strategically – Act Decisively: Diving Deep | MONDAY, MAY 1, 1:30 - 4:30 PM

Nick Tasler, internationally acclaimed author and CEO of Decision Pulse

Following his morning plenary, Nick Tasler will host an exclusive workshop for hospice executives. In this highly interactive hands-on workshop, you will discover how to unlock your team's true potential by applying the revolutionary Think Strategically & Act Decisively system. With Nick Tasler's guidance and intuitive frameworks, you will make real decisions about where your team is going, and where you are not going; about how you're going to get there, and how you're not going to get there.

You'll become the strategic and decisive leader you were meant to be. **Space for this workshop is limited; register soon!**

ADDITIONAL INFORMATION

Concurrent Sessions: Monday – Wednesday, participants will have a range of concurrent session offerings to choose from, including a robust track of education sessions for development professionals. For information visit nhpco.org/mlc2017.

Continuing Education: The 2017 Management and Leadership Conference provides continuing education credit for compliance officers, counselors, nurses, physicians, quality professionals and social workers. CE/CME credit is included in your conference registration. More information is available online at nhpco.org/mlc2017.

Exhibit Hall: Visit with leading vendors and service providers from the field, enjoy refreshments, and network with colleagues. The Exhibit Hall provides an opportunity for you to learn about the latest trends in products and services for hospice and palliative care providers. To secure exhibit space, become a supporter or to advertise during the conference contact David Cherry at exhibit@nhpco.org.

Mobile App: The MLC17 Mobile App, accessible via all digital devices, will be available prior to the conference and provides all conference details, resources, and connection opportunities.

NCHPP: Join the National Council of Hospice and Palliative Professionals (NCHPP) for discipline-specific Section meetings and networking lunches on May 1. This is your opportunity to connect with like-minded colleagues from across the country who are facing the same challenges and successes you are. NCHPP is a collaborative of 15 discipline-specific Sections working together in the spirit of the interdisciplinary team to advance the art and science of end-of-life care. All staff and volunteers of NHPCO member organizations are eligible to participate in NCHPP. To learn more visit nhpco.org/nchpp.

Hotel and Travel Information: Our conference venue for 2017 will be the historic Washington Hilton. You'll enjoy easy access to the city's most popular attractions while staying in the midst of two of DC's coolest neighborhoods, Dupont Circle and Adams Morgan. Just outside the hotel are numerous world class restaurants and entertainment venues – or stay and unwind by the hotel's outdoor fire pits with plenty of options to grab a bite to eat. Rate: \$279/night+tax. The special rate cut-off date is March 27, 2017.

CONFERENCE PRICING

	<i>EARLY BIRD</i> <i>Now-2/13/17</i>	<i>ADVANCED</i> <i>2/14/17-3/27/17</i>	<i>ONSITE</i> <i>After 3/27/17</i>
MAIN CONFERENCE	\$850/\$1150	\$950/\$1250	\$1150/\$1450
TWO-DAY/ONE-DAY EDUCATIONAL PROGRAMS AND PRECONFERENCE SEMINARS <i>(includes breakfast and lunch)</i>			
Hospice Manager Development Program Foundational Course (2 Days)	\$500/\$1000	\$500/\$1000	\$550/\$1200
Community-Based Palliative Care: Making It Work (PC2)	\$550/\$700	\$575/\$725	\$600/\$750
Culturocity: Competence in Transitioning End-of-Life Care for Underserved Populations from Disparity to Equity (PC3) <i>(includes breakfast only)</i>	\$450/\$600	\$575/\$625	\$650/\$700
MORNING PRECONFERENCE SEMINARS <i>(includes breakfast)</i>			
Hospice Regulatory Deep Dive - Part 1 (PC4)	\$175/\$300	\$200/\$325	\$225/\$350
Stemming Hospice Facility Losses in an Era of Shrinking GIP Utilization (PC5)	\$175/\$300	\$200/\$325	\$225/\$350
The Secret Sauces of Transformational Leadership (PC6)	\$175/\$300	\$200/\$325	\$225/\$350
AFTERNOON PRECONFERENCE SEMINARS			
Community-Based Palliative Care: Getting Started (PC1)	\$235/525	\$260/\$575	\$285/\$625
Hospice Regulatory Deep Dive - Part 2 (PC7)	\$175/300	\$200/\$325	\$225/\$350
Data-Driven Strategy for New Payment Models (PC8)	\$175/300	\$200/\$325	\$225/\$350
EXECUTIVE LEADERSHIP WORKSHOP WITH NICK TASLER			
Think Strategically - Act Decisively: Diving Deep	\$250/\$500	\$250/\$500	\$250/\$500

NOTE: Rates listed as Member/Non-Member

YOUR CHANCE TO INFLUENCE THE NEW CONGRESS: ADVOCACY AT MLC

WEDNESDAY, MAY 3

With the Presidential and Congressional elections now behind us, hospice leaders must renew their focus on Capitol Hill and educate new and returning policymakers about end-of-life issues. On Wednesday, May 3, conference attendees will be briefed about the 115th Congress, the new administration, the changing health policy landscape, and NHPCO's efforts to preserve, protect and promote hospice and palliative care. That afternoon, in coordination with the Council of States, participants will take to Capitol Hill to advocate in support of NHPCO's legislative agenda.

A preview to our signature Congressional event, the Advocacy Intensive, we will provide attendees with a high-level overview of the major policy issues and connect them with key policymakers. Together, Advocacy at MLC and the Advocacy Intensive will solidify and grow our base of Congressional support, and amplify our voice on Capitol Hill and throughout Washington.

If you are interested in participating please email info@nhpcohan.org.



Hospice Action Network



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