# Seminar Purpose

Managed Care is headed our way. Medicare, Medicaid, and Accountable Care Organizations (ACOs) all create new challenges for nursing facilities. While every managed care organization is different and has different expectations from their partner nursing facilities, there are similarities. To succeed in the future, professionals must prepare NOW for the future of Managed Care in Illinois.

Betsy Anderson from FR&R will discuss the managed care process, from pre-admission to discharge. She will also give attendees tools to attract and maintain managed care organizations and groups, and discuss how these tools can also benefit their marketing strategies.

Attorney Matt Murer of Polsinelli will also cover negotiating managed care contracts, which can be a daunting task. With the advent of Medicaid Managed Care in Illinois, negotiating contracts presents an even greater challenge. Learn what to look for in your managed care contracts and how they will affect reimbursement for Medicaid long term care services.

In addition to Medicaid Managed Care, providers will also need to negotiate Managed Care contracts for dual eligible recipients. This session will focus on the most important clauses for providers to review and negotiate, and will also discuss what providers need to consider and plan for as these contracts and insurance plans evolve over the next five to ten years. At the conclusion of this session, participants will be able to:

- Communicate more effectively with representatives from managed care organizations.
- Identify important aspects and specific provisions in managed care contracts and the nuances and challenges they present for providers.
- Implement strategies for dealing with problems that arise under these contracts.

This session will be crucial for administrators, owners, nursing directors, admissions coordinators, and billing coordinators. This session features two important lectures originally presented at the June 27th Managed Care session in Bloomington. It will not include a Managed Care Organization Trade Show.

### Seminar Locations

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Location</th>
<th>Address</th>
<th>City</th>
<th>Zip Code</th>
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<tbody>
<tr>
<td>Wednesday, August 14</td>
<td>8:00 AM</td>
<td>Skokie Holiday Inn</td>
<td>5300 West Touhy Avenue, Skokie 60007</td>
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<td>Thursday, August 15</td>
<td>1:00 PM</td>
<td>Oak Lawn Hilton</td>
<td>9333 South Cicero Avenue, Oak Lawn 60453</td>
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### Seminar Dates and Times

- **Registration:**
  - 8:00/1:00
- **Getting a Handle on Managed Care, Betsy Anderson:**
  - 8:30/1:30
- **Break:**
  - 10:00/3:00
- **Managed Care Contracting for Long Term Care: A New Era of Reimbursement for Illinois, Matt Murer:**
  - 10:15/3:15
- **Adjourn:**
  - 11:30/4:30

Betsy Anderson is President for FR&R Healthcare Consulting, Inc.

Matthew Murer is Chair of Polsinelli PC’s national health care practice.

### Continuing Education Credits

The Illinois Department of Professional Regulation has approved these presentations for **THREE** hours of Continuing Education credit for Licensed Administrators, Nurses and Social Workers. All other attendees may use their Illinois Council Annual Attendance Report as proof of participation.
Preparing for the Future of Managed Care

Wednesday, August 14, 2013 at the Skokie Holiday Inn, 8:30 AM to 11:30 AM
Thursday, August 15, 2013 at the Oak Lawn Hilton, 1:30 PM to 4:30 PM

Facility ____________________________________________________________
Address ____________________________________________________________ Telephone _____________
City ____________________  Zip _______ E-mail _____________________________________________

PLEASE PRINT OR TYPE; CHECK BOX FOR ONE SESSION ONLY PER PERSON

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<tr>
<th>Name and Email Address</th>
<th>Council/IHCA Member</th>
<th>Non-Member</th>
<th>Admin/Nurse/SW License #</th>
<th>August 14 Skokie</th>
<th>August 15 Oak Lawn</th>
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Seminar Fees:  Non-Members: $165  Council/IHCA members: $105

THE CLOSING DATE FOR REGISTRATION is August 8, 2013. No registrations will be accepted at the door. Registrations received after the closing date are $245 for non-members and $165 for members. Cancellations will be accepted and refunds will be issued ONLY when the Council receives a phone call or fax by 9:00 a.m. the DAY BEFORE the seminar.

REGISTRATIONS WILL NOT BE PROCESSED WITHOUT PAYMENT
Photocopy the completed Registration form for your records and then mail or fax the original Registration form, with check or credit card information (VISA, Master Card, or Discover only) to:
Illinois Council on Long Term Care – Suite 400
3500 West Peterson Avenue, Chicago, Illinois 60659
Phone: 773/478-6613  Fax: 773/478-0843

Office Use Only:  1309 A B
Amount Due:_______________
Date Recd:_______________
Amount Recd:_______________
Check #:_________________
Credit Recd:_______________
Comments:

For Credit Card Orders: Card #:
Exp. Date: ____________  Name of Card Holder: ____________________
Card Holder’s Billing Address: ____________________________________________