Continuing Education Units

Provider approved by the California Board of Registered Nursing (Provider #CEP2463) and by the California Board of Behavioral Sciences (Provider #PCE586) for twelve (12) contact hours of continuing education. You must be present for the entire workshop to earn Continuing Education Units. No partial credits can be given.

Suggested Resources

Introduction to the Home Health Agency Resource Packet
This 300+ page manual offers a detailed look at the licensing and certification process and is an ideal starting point for those who have decided to open their own agency. Sample application forms, state and federal codes and regulations, Medicare information, and contact information for additional resources are included.

**Members:** $230  **Non-Members:** $460

Introduction to the Home Care Aide Organization Business
With more than 100 pages, this manual reviews the key elements of future success: defining your market, business structure, financing, and local, state, and federal laws, a glossary of terms, and additional resources.

**Members:** $170  **Non-Members:** $340

Introduction to the Hospice Agency Resource Packet
This 300+ page manual offers a detailed look at the licensing and certification process and is an ideal starting point for those who have decided to open their own agency. Sample application forms, state and federal codes and regulations, Medicare information, and contact information for additional resources are included.

**Members:** $230  **Non-Members:** $460

Revving Up Referrals
Get written material specific to home care target markets that gives you common objections AND the words to say to overcome those objections to get the referral or client!

**Members:** $250  **Non-Members:** $299

Marketing 101, 201, & 301 On-Demand
Learn the foundation and basics to improve marketing efforts for your home care agency to stand out from the competition with this on-demand video streaming education.

Visit www.cahsah.org/educational_events/ondemand.asp for rates

To order resources, fill out form inside with registration, call 916.641.5795 xt 113, or visit www.cahsah.org

For additional sponsorship opportunities contact Jessica Roenspie at jroenspie@cahsah.org or 916.641.5795 x 117
This session will introduce you to the licensed/certified home health agency business. It will review the necessary steps that must be taken to begin the process of agency start-up, help you understand requirements for facility, financial, time, and personnel requirements. Presentations will focus on how to create effective billing, budget and other financial systems/processes as well as understanding regulatory compliance and getting answers to the: Who, Why, What, Where, How and When regarding agency start-up.

**Agenda topics include:**
- Introduction: So You Want to Start a Hospice?
- Professional and Core Services, Policies and Procedures, Organization Administration
- Processes: Hiring, Orientation and Supervision and Training
- The Hospice Interdisciplinary Team
- Hospice Medicare Cops: Admission/Recertification/Revocation/Transfer/Discharge
- Hospice Levels of Care
- Accounting and Billing
- Quality Assessment Performance Improvement (QAPI)
- Business Resources: Information Technology and Trade Associations
- Government Agencies and Contractors, HIPAA and Fraud and Abuse
- Marketing and Community Liaisons

**FACULTY:**
- Cindy Hatton, RN, MSN, CEO
- Hospice of the East Bay
- Virginia Bruski, RN, MN, BSN, Vice President of Quality, Education and Compliance
- Hospice of the East Bay

**Hotel Information**

**CAESARS PALACE HOTEL**
3570 Las Vegas Boulevard South, Las Vegas, NV 89109
For hotel reservations please call: (866) 227-5944 and ask for “SCSUP4” special rate of $179 Single/Double, plus tax.
Or visit: http://tinyurl.com/startuphotel

Reservation deadline is Wednesday, September 10, 2014.

**How to Register**

ON-LINE with your credit card at: www.cahsah.org/StartUp.html
FAX your registration to: (916) 641-5881
MAIL your registration to: CAHSAH, 3780 Rosin Court, Suite 190, Sacramento, CA 95834
PHONE in your registration with credit card payment to: (916) 641-5795 ext. 113

**CANCELLATIONS:** Cancellations are subject to 20% handling fee, there will be NO REFUNDS issued for cancellations received within 10 business days prior to program.
Cancellations must be in writing. Refunds will NOT be made for no-shows. However, substitutions will be allowed. Should CAHSAH cancel the program, a full registration fee refund will be issued.

Is your organization not a CAHSAH member?
Contact Membership at (916) 641-5795 ext. 114 to find out how you can join and receive member benefit discounted registration rates for this important training program!

**Registration Form**

**Program Schedule**
October 9 (Day 1):
8:00am - 9:00am - Registration
9:00am - 4:00pm - Conference
12:00pm - 1:30pm - Lunch
4:00pm - 6:00pm - Expo / Reception

October 10 (Day 2):
8:00am - 9:00am - Breakfast (Expo Hall)
9:00am - 4:30pm - Conference
12:00pm - 1:30pm - Lunch (Expo Hall)

Select a track:
- Home Health
- Private Duty
- Hospice

**RATE SCHEDULE**

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<th>Advanced Rate by 9/26/14</th>
<th>Late/On-Site Rate</th>
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**“First attendee from each agency/group will receive a FREE Start Up resource manual worth $100!”**

**Rate by**
- Early Bird
- Advanced
- Late/On-Site

**Sub-Total**

**Company Name**

**Attendee Name & Title**

**Non-Member**

**Total**

**Non-Member**

**Company Mailing Address**

**City**

**State**

**Zip**

**Check Payable to CAHSAH**

**Pre-Payment is Required** (registration will not be processed without payment)

**METHOD OF PAYMENT:**
- Check
- Mastercard
- Amex

**Cardholder Name** (please print)

**Cardholder Signature**

**Is this your first attendee from your agency/group?**

**Yes**

**No**

**Comments:**

**SELECT A TRACK**

- Home Health
- Private Duty
- Hospice