



Quarterly Business Partner Showcase

December 15, 2017

Dear Valued WHCA/WiCAL Member,

I am pleased to provide you with the **WHCA/WiCAL Quarterly Business Partner Showcase**. The useful information included in this mailing offers valuable background on the products and services available through our association's Business Partners, truly our "partners in care."

Please take a few minutes to review their materials. Also note that this file is available online along with previous Business Partner Showcases at www.whcawical.org/bps. For your convenience, this file is organized with bookmarks to access the flyers of specific companies.

Since switching to an electronic version of this mailing, in addition to realizing cost savings for our members, we have seen a nearly 50 percent increase in participation of WHCA/WiCAL Business Partners in this mailing! It is my sincere hope that by making these quarterly mailings available electronically, WHCA/WiCAL Business Partners will have the opportunity to provide value for both WHCA/WiCAL members and that Business Partners will be able to realize greater opportunities for sales and networking opportunities.

WHCA/WiCAL Business Partners are a valuable part of our association, and Member facilities are encouraged to consider turning FIRST to Business Partners for products and services.

Please join me in thanking them for their support of our community of providers!

Sincerely,

John Vander Meer

Executive Director

Wisconsin Health Care Association

AMERICAN DATA

P.O. Box 640
Sauk City, WI 53583
(800) 464-9942
John Ederer, NHA
john@american-data.com
www.american-data.com

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1111 W. San Marnan Drive
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(866) 650-3400
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stephanie.langan@vgm.com
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jlukkes@advacaresystems.com
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abunin@bcsgps.com
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3921 N. Hastings Way
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(715) 280-1593
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jim.bogner@drylocktechnologies.com
www.drylocktechnologies.com

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chris.kenyon@m3ins.com
Pat LeMire
pat.lemire@m3ins.com
www.m3ins.com

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(920) 216-2458
Jason Skolaski
jskolaski@hcsgrcorp.com
www.hcsgrcorp.com

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mweigelt@idea-ma.com
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Greg Callin
gcallin@kraemerbrothers.com
kraemerbrothers.com

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swright@makingeducationpossible.com
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www.market-johnson.com

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(217) 897-6655
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Ewhitesell@mbsenvision.com
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(262) 412-4001
Jeff Praefke
jpraefke@medline.com
www.medline.com

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Abby Sweeney
abby.sweeney@meridianconsultingfirm.com
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Milwaukee, WI 53227
(414) 329-2500
Jane Beisser
jane.beisser@mjcare.com
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7701 France Avenue
Suite 500
Minneapolis, MN 55435
(952) 838-6700
AJ Beck
Aj.beck@mmicgroup.com
www.mmicgroup.com

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Lindsey Foss
lindsey.foss@mobilexusa.com
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(414) 476-1112
Theresa Lang
theresa.lang@specializedmed.com
www.specializedmed.com

WHCA/WICAL Service Corporation

131 W. Wilson Street, Suite 1001
Madison, WI 53703
(608) 257-0125
John Vander Meer
info@whcawical.org
www.whcawical.org

WIPFLI LLP

10000 Innovation Drive
Milwaukee, WI 53226
(414) 431-9300
Larry Lester
llester@wipfli.com
www.wipfli.com

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Debbie Dupre
ddupre@reliantpacs.com
www.reliant-rehab.com

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21202 Gathering Oak
San Antonio, TX 78260
(210) 408-0388
Kevin Melody
kevin@ruralhealthtelecom.com
www.telequality.com

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55 Corporate Blvd
Bridgewater, NJ 08807
(608) 576-8796
Jodi Brezenski
jodi.brezenski@sanofi.com
www.sanofi.com

SCHENCK SC

200 E. Washington Street
Appleton, WI 54911
(920) 996-1102
Brian Zaletel
brian.zaletel@schencksc.com
www.schencksc.com/
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Glenview, IL 60026
(847) 441-5593
Trent Hermen
thermen@selectrehab.com
www.selectrehab.com

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Eau Claire, WI 54701
(855) 278-2764
Chris Hood
chood@stcroixhospice.com
www.stcroixhospice.com

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Baraboo, WI 53913
(608) 477-5694
Lea Walters
walters.lea@bar.sysco.com
www.sysco.com

ZIEGLER

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Nick Glaisner
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At Reinhart, we serve as strategic partners with our health care clients. We make it our business to understand your business, and this equips us to offer practical, real-world solutions that help you resolve challenges, seize opportunities and meet your strategic goals.

Our post-acute and long-term care services attorneys have worked closely with high-ranking officials and regulators within the Wisconsin Department of Health Services and other regulatory agencies for decades. This experience and expertise equips us to provide insight and guidance on the complex business and legal relationships that bind residents, nursing homes, assisted living and housing providers, regulators and third-party payers.

Reinhart attorneys actively representing post-acute and long term care service providers include:

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Madison

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Milwaukee



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reinhartlaw.com • Milwaukee 414.298.1000 • Madison 608.229.2200

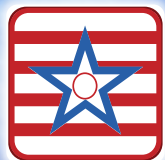
MILWAUKEE • MADISON • WAUKESHA • CHICAGO • ROCKFORD • DENVER • PHOENIX

MINIMUM DATA SET (MDS) - Version 3.0
RESIDENT ASSESSMENT AND CARE SCREENING
Nursing Home Comprehensive (NC) Item Set

INTERIM MDS COORDINATORS

Available

Section A		Identification Information
A0050. Type of Record		
Enter Code <input type="checkbox"/>	1. Add new record → Continue to A0100, Facility Provider Numbers 2. Modify existing record → Continue to A0100, Facility Provider Numbers 3. Inactivate existing record → Skip to X0150, Type of Provider	
A0100. Facility Provider Numbers		
	A. National Provider Identifier (NPI): <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
	B. CMS Certification Number (CCN): <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
	C. State Provider Number: <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
A0200. Type of Provider		
Enter Code <input type="checkbox"/>	Type of provider 1. Nursing home (SNF/NF) 2. Swing Bed	
• No assignment is too short or too long: One week to several months/Full time or Part time • Experienced RN's Licensed in WI and MN with greater than 10 years MDS experience • Current AANAC RAC-CT certified • ICD-10 CM Trained		
A0310. Type of Assessment		
Enter Code <input type="checkbox"/>	A. Federal OBRA Reassessment 01. Admission assessment (required by day 14) 02. Quarterly review assessment 03. Annual assessment 04. Significant change in status assessment 05. Significant correction to prior comprehensive assessment 06. Significant correction to prior quarterly assessment 99. None of the above	
Enter Code <input type="checkbox"/>	B. PPS As PPS Sc 01. 5-14 02. 14-30 03. 30-60 04. 60-90 05. 90-180 PPS Ur 07. Ur Not PPS Assessment 99. None of the above	
		
Your answer to clinical, operational, billing and reimbursement questions		
5343 North 118 th Court Milwaukee WI 53225 800-786-3656 ext. 1217 Theresa Lang 800-786-2656 ext. 1219 Mary Petersen		
Enter Code <input type="checkbox"/>	C. PPS Other Medicare Required Assessment - OMRRA 0. No 1. Start of therapy assessment 2. End of therapy assessment 3. Both Start and End of therapy assessment 4. Change of therapy assessment	
Enter Code <input type="checkbox"/>	D. Is this a Swing Bed Assessment? 0. No 1. Yes	
Enter Code <input type="checkbox"/>	E. Is this assessment the first assessment (OBRA, Scheduled PPS, or Discharge) since the most recent admission/entry or reentry? 0. No 1. Yes	
A0310 continued on next page		



AMERICAN DATA



Fly Above Regulations

Quality EMR software that can be tailored to individual facilities or organizations. Flexibility allows facilities and their caregivers to focus on the resident, rather than the minimal standards of law.



01 CHOOSE Your Hosting

Host Locally or on the Cloud with forever access

02 CONTROL Your Workflow

You choose the workflow menus to fit your policies and procedures

03 CREATE Your Own Care

Change the system to meet your needs and goals as to screen presentations and reports

04 DETERMINE Your Price

Go to www.american-data.com and determine your price today!

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01

CHOOSE Your Own Hosting

With many LTC software vendors, the facility loses control of the location of their medical and financial records. In the SaaS model of publishing an EMR system, the facility is simply renting the use of the software rather than being granted a license of the software. Should the facility ever decide to go to a different EMR, they have the awful choice of receiving potentially thousands of pages of records or continue to pay hosting fees to have access to past records. With American Data the facility controls where their records are stored and has the right to move those records with electronic software access wherever and whenever they want and for any reason. With American Data the facility can self-host, host with a 3rd party of their choice, or host through American Data where ALL support calls for the software or server hardware go to one number, updates are done on the facility's behalf, and performance is monitored 24/7. Because the facility has a license instead of SaaS, they are free to move their records AND software anytime they choose for any reason.



02

CONTROL Your Own Workflow

It is obvious that all LTC facilities are not the same except for one thing; they all have to follow the same laws. If the software is inflexible where all facilities use the same screens in the same way and they cannot be changed by the facility, the software must focus on what all facilities have in common; i.e. regulations. An EMR system will cause a facility to establish care policies and procedures around the fixed procedures of their EMR. Now while this may bring a failing facility to a higher level of performance, a “high performing facility” may gravitate to a lower standard. With American Data’s ECS – Electronic Chart System the facility can match the presented menu options that fit with their already established policies and procedures so as to maintain or increase their already high performance level. These customizable menu options become “short cuts” for staff to get to where the facility wants them to be very quickly and efficiently so staff is not faced with excessive and annoying click after click or page after page.



03

CREATE Your Own Care

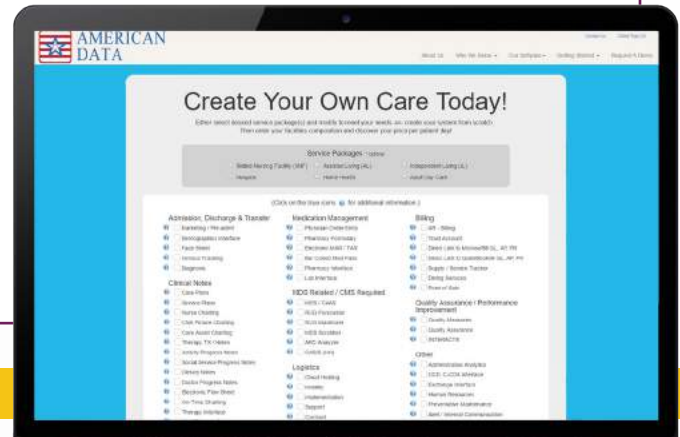
With American Data’s ECS, it is not just the menu options that can be customized to the workflow of the particular department or provider. The user screens themselves can be customized as to content, function, interaction, and integration even to the point of multiple screens being open simultaneously. The libraries for every department and every medical record function are limitless in order to drastically reduce the need to type everything while at the same time prompting the user to be all inclusive and accurate. This limitless library of terms and statements also becomes the foundation of a limitless QA/data-mining capability with a push of a button in order to focus on improved outcomes and early intervention to developing resident conditions.

The screenshot shows a 'CHA AM ASSIGNMENT SHEET' which is a table with multiple columns and rows. The columns include names of staff members and various assignment categories. The rows list specific assignment details, including dates and times. The table is used for tracking and managing staff assignments across different departments and shifts.

04

DETERMINE Your Own Price

American Data’s new pricing model is based on purchasing only what is wanted or needed by the facility when they need it. On our website the facility can literally select the capabilities desired and by entering in their number of sites and number of clients to be served with the system, they can actually see the cost per month which will likely beat most other EMR vendor prices and the prices INCLUDE a license so that the facility has forever access to their medical records. A short video accompanies each capability by clicking on the “?” mark in front of the capability giving the visitor a virtual tour of each capability.



Visit us at www.american-data.com -or- call 1.800.464.9942



MatrixCare for Skilled Nursing Facilities

MatrixCare® is the easy-to-use, integrated clinical and financial software system that improves clinical outcomes and maximizes provider performance.

MatrixCare®
Integrated Care. Better Outcomes.



Full Data Integration

Clinical and financial users share one point of data entry for all census and resident information, producing consistent, accurate, streamlined records. Resident Messaging facilitates communication, alerting the appropriate parties to changes in the system, and RUGS information flows between clinical and financial functions to ensure accurate billing.



Accounts Receivable

MatrixCare Accounts Receivable is completely customizable. The unique Charge Calculator maximizes cash flow with flexible billing generation and statement creation, automatic recalculation, and retro-billing. The automated Month End Close process ensures data integrity, producing a balanced General Ledger and fully distributed cash receipts. Eliminate time spent entering ancillary charges and payer remittances by automatically uploading charges and cash from third party systems or from an Excel spreadsheet.



Claims Management

MatrixCare Claims Management efficiently manages your claims editing, transmission, audit trails, and compliance, accelerating cash flow and improving Accounts Receivable processes.

MatrixCare Claims Management offers:

- Thousands of electronic payer connections
- Transmission of UBs and 1500s
- Automatic posting of 835 electronic remittance advices (ERAs)
- Rejection alerts
- Timely claims resubmissions

Sophisticated payer-specific editing capabilities significantly reduce rejections and rebilling, resulting in faster reimbursements and higher first-time acceptance rates.

Having the financial and clinical records in one system has enabled us to eliminate some duplication of work/records. We are more efficient, with better documentation. This impacts payroll expenses.

- Columbine Health Systems



Resident Trust

MatrixCare Resident Trust helps you track resident funds easily and includes a feature for managing the resident trust petty cash drawer.

Close Resident Trust at your convenience with a separate month end close process.



Collections

MatrixCare Collections works in real-time, tracking resident balances nightly. Once an account meets your predefined criteria, MatrixCare automatically creates a plan customized for your organization, which can include follow-up tasks.



MDS and Care Plans

MatrixCare MDS tools help you complete assessments efficiently with the most comprehensive, accurate information available. Pre-filled data, electronic signatures, CAA worksheet integration and RUG-IV optimization are just some features available to facilitate the MDS process. Care planning is highly customizable, making it useful for every care setting. Care Plan libraries provide guidance and user-defined templates provide flexibility.



Skilled Nursing Facilities



User-Defined Assessments

MatrixCare's 100+ interdisciplinary user-defined assessment templates help you standardize and customize documentation, ensuring robust charting across your organization. Documentation is integrated with other areas to simplify coordination of care and ensure proper follow-up, bringing you streamlined, efficient charting and reduced litigation risks.



Physician and Nursing Orders, eMAR and ePrescribing

With MatrixCare orders, you can reduce time spent on order management. Resident formulary checks help ensure reimbursement, safety alerts reduce errors and automatic transmission to the pharmacy or lab helps mitigate risk for error. Orders are integrated with MatrixCare eMAR, improving medication administration efficiencies and staff satisfaction. The eMAR workflow is automated and the full process completely eliminates paper charting administration. MatrixCare ePrescribing helps you prescribe accurate medications in a timely, cost effective manner by automating the prescription drug process. Electronic communication between providers helps increase efficiency and improves service to your facility and residents.



Point of Care

MatrixCare Point of Care for mobile clinical charting helps hands-on staff document resident care while promoting timely communication between staff and other providers. With POC, you get easy-to-use, convenient portable device documentation with new data integration and virtual elimination of paper-based records.

MatrixCare®

MatrixCare

10900 Hampshire Avenue South, Suite 100
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Call 866.469.3766 to Learn More — or visit matrixcare.com

About MatrixCare

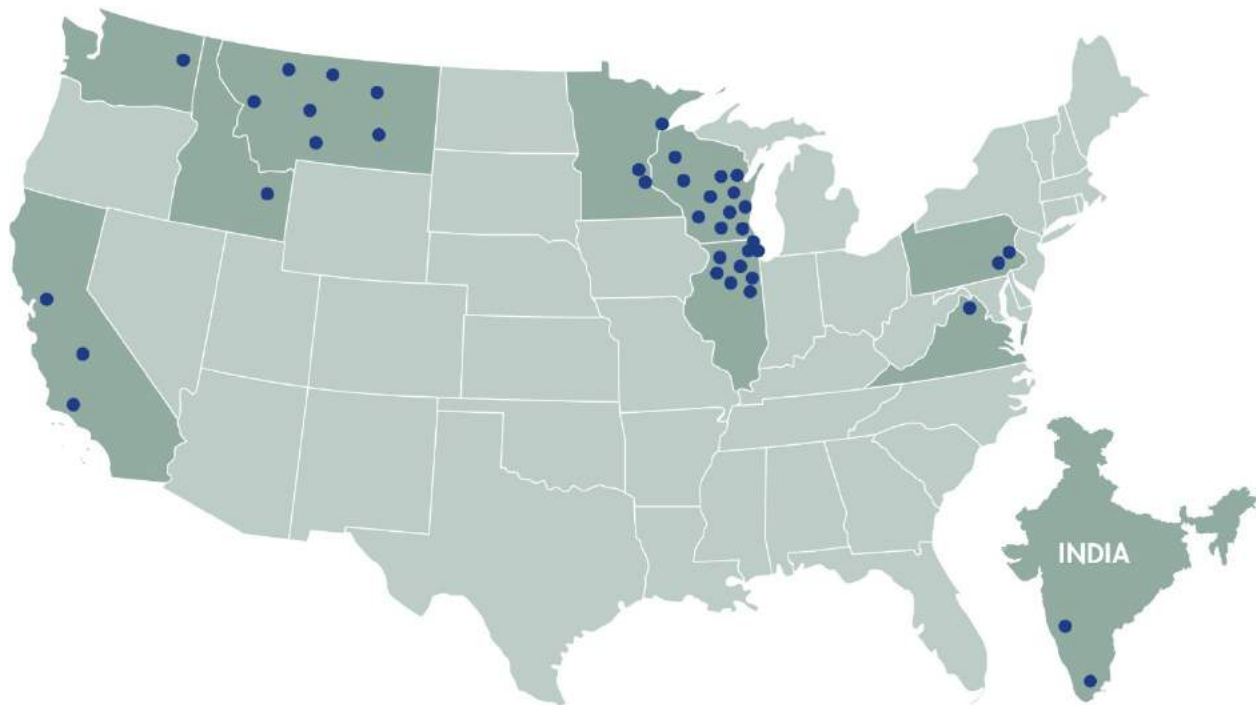
MatrixCare solutions have powered the long term care continuum for over 30 years. MatrixCare is the largest LTPAC technology provider in the US and the first to offer a true full-spectrum solution. Used in more than 12,000 facility-based care settings and 2,000 home care and home health agency locations, MatrixCare's solutions help skilled nursing and senior living providers, life plan communities (CCRCs), and home health organizations to prosper as we migrate to a fee-for-value healthcare system. Visit www.matrixcare.com for more information.

Professional Senior Living Services



WIPFLI^{LLP}
CPAs and Consultants
HEALTH CARE PRACTICE

With more than 1,700 associates, 37 offices in the United States and two offices in India, Wipfli LLP (Wipfli) ranks among the top 20 accounting and business consulting firms in the nation. For over 86 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow.



To fulfill the needs of our diverse client base, Wipfli has grown into a multidiscipline professional services firm. Services include a wide range of financial and operational consulting services, and the firm has created specialized industry and business unit practices including:

Industry Groups

- Health Care
- Nonprofit and Governmental
- Manufacturing and Distribution
- Financial Institutions
- Construction and Real Estate

Business Unit Practices

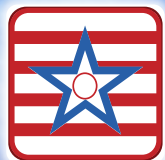
- Audit and Accounting
- Tax
- Information Technology
- Human Resources
- Retirement Plan Services

Our Health Care Services

- Wipfli's health care industry group has deep experience in the market. We have over 1,700 health care clients, including hospitals, nursing homes, assisted living organizations, and physician practices in 48 states and 100 health care professionals, including 17 partners. Our industry-focused approach means that we are continually refining our understanding of emerging health care industry issues, leading practices, and developing trends to provide well-informed and practical advice for clients in the health care industry.
- We have deep industry knowledge in the senior living industry, and Wipfli senior living professionals includes CPAs, licensed nursing home administrators, RNs, senior living market analysts, and nursing home billing specialists. These professionals serve nursing home clients in Wisconsin, Minnesota, Michigan, Washington, Idaho, and Oregon as well as throughout the rest of the nation. As a result, we are familiar with the unique nursing home reimbursement and operational environments in the states, in which your facility operates as well as throughout the rest of the nation.
- Wipfli sponsors regional conferences on issues that are important to health care providers. In addition, we lead training and educational sessions and present webinars for industry groups at both the regional and national levels, at state and national senior living associations, the American Institute of Certified Public Accountants, Health Care Financial Management Association, National Rural Health Association, and the National CPA Health Care Advisors Association. Through our active involvement in state, regional, and national associations, we provide education and training to thousands of senior living leaders and professionals annually on a wide variety of topics.
- In addition, our health care professionals and the firm maintain memberships in a variety of professional associations including the American Institute of Certified Public Accountants, state societies and institutes of certified public accountants, Healthcare Financial Management Association, state hospital and nursing home associations, the National CPA Health Care Advisors Association, Medical Group Management Association, National Rural Health Association, National Association of Rural Health Clinics, and other health care associations.
- We provide value-added observations and recommendations related to accounting processes, practices, and internal controls as part of our audit process. In addition, Wipfli's health care and senior living experts are available as an extension to your internal teams as you grow and enhance your financial performance. Following are just a few examples of the value-added services available to the facility through Wipfli's comprehensive industry-focused experts.

FIRM PROFILE AND CAPABILITIES

- **Tax Services.** Wipfli has invested tremendous resources in building a team of experienced, creative tax specialists. We believe we have assembled a group of individuals with unsurpassed tax talent who live and work in the area. These individuals include former Big Four partners, seasoned senior managers, experienced National Tax veterans, former revenue agents, and tax attorneys.
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AMERICAN DATA



Fly Above Regulations

Quality EMR software that can be tailored to individual facilities or organizations. Flexibility allows facilities and their caregivers to focus on the resident, rather than the minimal standards of law.



01 CHOOSE Your Hosting

Host Locally or on the Cloud with forever access

02 CONTROL Your Workflow

You choose the workflow menus to fit your policies and procedures

03 CREATE Your Own Care

Change the system to meet your needs and goals as to screen presentations and reports

04 DETERMINE Your Price

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For a FREE Demonstration Call
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01

CHOOSE Your Own Hosting

With many LTC software vendors, the facility loses control of the location of their medical and financial records. In the SaaS model of publishing an EMR system, the facility is simply renting the use of the software rather than being granted a license of the software. Should the facility ever decide to go to a different EMR, they have the awful choice of receiving potentially thousands of pages of records or continue to pay hosting fees to have access to past records. With American Data the facility controls where their records are stored and has the right to move those records with electronic software access wherever and whenever they want and for any reason. With American Data the facility can self-host, host with a 3rd party of their choice, or host through American Data where ALL support calls for the software or server hardware go to one number, updates are done on the facility's behalf, and performance is monitored 24/7. Because the facility has a license instead of SaaS, they are free to move their records AND software anytime they choose for any reason.



02

CONTROL Your Own Workflow

It is obvious that all LTC facilities are not the same except for one thing; they all have to follow the same laws. If the software is inflexible where all facilities use the same screens in the same way and they cannot be changed by the facility, the software must focus on what all facilities have in common; i.e. regulations. An EMR system will cause a facility to establish care policies and procedures around the fixed procedures of their EMR. Now while this may bring a failing facility to a higher level of performance, a “high performing facility” may gravitate to a lower standard. With American Data’s ECS – Electronic Chart System the facility can match the presented menu options that fit with their already established policies and procedures so as to maintain or increase their already high performance level. These customizable menu options become “short cuts” for staff to get to where the facility wants them to be very quickly and efficiently so staff is not faced with excessive and annoying click after click or page after page.



03

CREATE Your Own Care

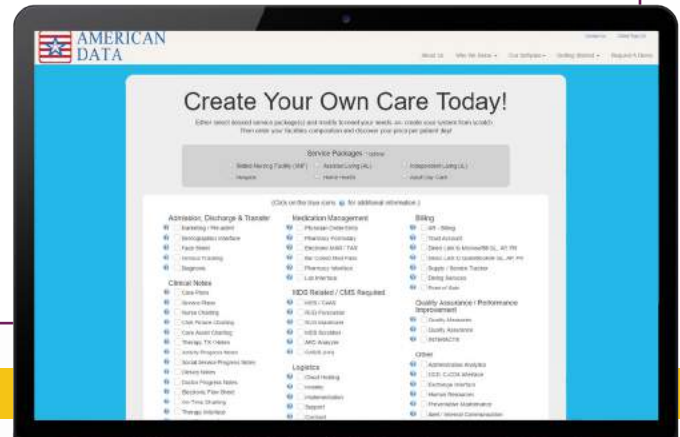
With American Data’s ECS, it is not just the menu options that can be customized to the workflow of the particular department or provider. The user screens themselves can be customized as to content, function, interaction, and integration even to the point of multiple screens being open simultaneously. The libraries for every department and every medical record function are limitless in order to drastically reduce the need to type everything while at the same time prompting the user to be all inclusive and accurate. This limitless library of terms and statements also becomes the foundation of a limitless QA/data-mining capability with a push of a button in order to focus on improved outcomes and early intervention to developing resident conditions.

The image shows a screenshot of the 'CHA AM ASSIGNMENT SHEET' from the American Data ECS. It is a table with columns for 'Patient Name', 'Date', and various assignment categories. The categories include 'Admission', 'Discharge', 'Transfer', 'Medication Management', 'Billing', 'Quality Improvement', and 'Reporting'. The table contains data for several patients, with rows for each patient's assignments across different dates.

04

DETERMINE Your Own Price

American Data’s new pricing model is based on purchasing only what is wanted or needed by the facility when they need it. On our website the facility can literally select the capabilities desired and by entering in their number of sites and number of clients to be served with the system, they can actually see the cost per month which will likely beat most other EMR vendor prices and the prices INCLUDE a license so that the facility has forever access to their medical records. A short video accompanies each capability by clicking on the “?” mark in front of the capability giving the visitor a virtual tour of each capability.



Visit us at www.american-data.com -or- call 1.800.464.9942

THE HEALTHCARE INDUSTRY IS **NOT IMMUNE** TO **WORKPLACE VIOLENCE**



Nearly 75% of all workplace assaults in the U.S. occur in the Healthcare Industry.
Are you prepared if the unthinkable happens in your facility?
Will your employees, patients and residents be safe and secure?

Are you truly prepared to protect your organization's most valued assets - your employees, patients, and residents?

We live in a world of increased drug and terror influenced workplace violence that makes it more dangerous than any time in the past.

The policies and procedures of most healthcare organizations do not address outside intruders and *today's* workplace threats- drug theft, physical abuse of employees, and active shooters. They do

not provide practical tactics to help us be safe in *today's* world of daily violence and abuse.

Blue-U Defense is a training and behavior awareness company. Because we value

life we inspire people's passion to be aware and be prepared for today's threats. We do this by providing a comprehensive, fully-integrated learning management system that is practical, effective, and extremely engaging.

We specialize in the long-term care industry, preparing businesses for unseen risk due to:

- Drug theft and violence. We can help you secure your facilities, to reduce the opportunity and likelihood of dangerous incident
- Outside intruders - *or relatives of patients* - with drug addictions and/or physically abusive or violent tendencies
- Active shooters, a rapidly growing threat in all of types of businesses, especially in healthcare

Our objective is to provide your employees with a new level of self-protection, and your patients and residents with a level of safety and security that is superior to any of their long-term care facility options.



THE HEALTHCARE INDUSTRY IS **NOT IMMUNE** TO **WORKPLACE VIOLENCE**

Blue-U Defense products and services are specifically designed for the long-term care industry include:

- **Threat Assessments Team** development and management. Addresses issues that are critical to effective planning and management of today's threats, including:
 - Who should be on team
 - Long-term, and specific incident planning
 - Identifying, assessing and managing immediate threats or incidents
- **Policy development.** Safety and security of every single person in your facilities must be a part of the culture in every department of your operation. This program assists in the development of policies on how to address the most significant workplace threats.
- **Facility Security Assessment.** How to maximize the security of your facility - using current resources and structure - to keep your residents, and their families and visitors safe without compromising the comfort and welcoming atmosphere of your facility, and their daily lifestyle.
- **Outside Abusers/Intruders.** In today's world, it is very likely that you have drug-related issues in your operation today. The very presence of prescription drugs is an invitation

to outside intruders. Blue-U Defense programs help you recognize behavioral patterns of outside abusers, so that you can address them before the security of your business is threatened.



- **Active Shooter.** You and your employees must be prepared to make potentially life-saving decisions in fractions of a second. Successful response in sudden violent encounters is 90% mental and 10% physical. Blue-U Defense helps participants understand how to respond to a threat with simple, practical and effective tactics that can be learned without getting out of a chair, and used for personal protection both at work and at home.

If you have the passion to increase the protection and safety of your employees, your patients and residents, your business - as well as your own - contact Blue-U Defense for a free consultation, today.



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Strategy



RevGroup



**Operational
Performance**



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Advisory**

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If you are looking for innovation, industry knowledge and guidance, our team's depth of experience and expertise can provide tailored solutions that meet today's challenges as well as industry leadership that envisions tomorrow's opportunities.

HEALTHDIRECT

PHARMACY SERVICES

Personalized care. Direct to you.

Get to know us.

HealthDirect is a division of Kinney Drugs, an employee owned company with more than 110 years of retail pharmacy experience. For the last 50+ years, HealthDirect has been dedicated to meeting the unique pharmacy needs of those who reside in long-term care facilities and supporting the staff members that provide their daily care. By living up to our promises, we have earned a reputation for expert-level pharmacy services and outstanding customer relations.

Everyday our customers are experiencing the difference of working with a reliable pharmacy partner with a hometown feel that offers the vast capabilities and buying resources of a healthcare leader. The result of this combination is outstanding customer service, comprehensive solutions and competitive pricing. Its a unique balance that brings real value and only we can offer it.

Pharmacy Solutions

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Consulting Solutions

Your nursing staff at its best.

Our experienced staff provides immediate guidance and consulting on medication administration, storage and inspection, wound care and much more. HealthDirect offers comprehensive, IV services, certification classes and the necessary on-going in-facility education and training. In addition, we have partnered with the National Institute for Health to offer our customers complimentary webinars on key industry topics.

Industry leading clinical reviews and analysis.

Trust our skilled team to provide client-focused evaluations and reports.

Proactively address compliance issues.

HealthDirect industry experts help you meet facility specific challenges and ever changing regulatory updates and compliance issues with deficiency free solutions.

Increase savings and resident safety.

Our experts review and assess all admission drug regimen plans to recommend quality improvements and cost-saving implementations.



Want to know more?

We're excited about the solutions we offer to help facilities save money and improve care. Feel free to call or email one of us directly to set up a face-to-face meeting sometime soon. Let's meet and talk about what HealthDirect can do for you.

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MattBoyle@hdrxservices.com



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SOLD: LAST QUARTER 2017



Ridgewood Care Center
Racine, Wisconsin

Purchase Price: \$10,000,000

Type: Skilled Nursing Facility (SNF)

Size: 200 SNF Beds

- County-Owned Facility
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- Excellent Medicare and Private Pay Census
- Purpose-built in 1986

To access the seniors housing market, contact the market leader.

Ray Giannini | Senior Vice President Investments

Director - National Seniors Housing Group

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Wisconsin's Nursing Home Collaborative



More than 1.4 million Americans live in nursing homes. Lake Superior QIN works with nursing homes to improve quality of care and quality of life for residents, reduce healthcare-acquired conditions, and implement Quality Assurance Performance Improvement (QAPI). The goal is to improve systems of care that lead to better quality outcomes for your nursing home residents. Targets will include increasing resident mobility, decreasing unnecessary use of antipsychotics in residents with dementia, decreasing potentially avoidable hospitalizations, and decreasing healthcare-acquired infections and conditions.

All services and support offered are at **no cost**. Assistance includes support with the following:

- Technical assistance to achieve improvement at the systems level
- Quarterly quality measure data sent to your nursing home
- Strategies to implement QAPI principles, processes, and resources
- Access to best practices, lessons learned, and tools based on the best clinical, management, and leadership practices of high-performing nursing homes
- Access to events and webinars
- Access to providers and stakeholders who come together with a purpose of peer-to-peer learning and solution sharing which promotes accomplishments and best practices of participating nursing homes
- Aligns national and state nursing home quality initiatives and partnerships, such as the National Nursing Home Quality Improvement Campaign as well as the Partnership to Improve Dementia Care, and Quality Assurance & Performance Improvement (QAPI).



Anticipated impact

- Increased mobility of long-stay residents
- Decreased antipsychotic medication use
- Decreased health care-acquired conditions and health care-associated infections
- Decreased potentially avoidable hospitalizations
- Improved NNHQCC composite measure score
- Enhanced quality efforts by periodic completion or review of QAPI self-assessment and QAPI principles implementation

Thank you for your commitment to improving health care quality. For further information, please contact:

Emily Nelson
Nursing Home Project Specialist, MetaStar
enelson@metastar.com
(608) 441-8242

Diane Dohm
Nursing Home Project Specialist, MetaStar
ddohm@metastar.com
(608) 441-8263



REQUIREMENTS OF PARTICIPATION: PHASE II

PREPARATION | MOCK SURVEY | P&P MANUAL | TRAINING | PRODUCTS & TOOLS

Requirements of Participation - Phase II: Organization Preparation Checklist

RoP Section	Areas to Address	Policy Reviewed & Updated	Assessment or Evaluation	Staff Education	Audit Tool
Resident Rights	State & Local Advocacy Organizations Medicare & Medicaid Eligibility Information Aging & Disability Resource Centers Medicaid Fraud Control Unit Visitation – Access and Policy Reporting Crimes				
Abuse, Neglect, and Exploitation					
Admission, Transfer, Discharge	Transfer and Discharge Documentation				
Person Centered Care Planning	Baseline Care Plan				
Nursing Services	Facility Resource Assessment: Nursing Staffing Competencies and Skills				
Behavioral Health Services	Education and Programming for behavioral health Sufficient staff Staff Competency Nonpharmacological interventions Specialized Services Dementia Services				
Pharmacy Services	Medical Chart Review Psychotropic Drugs				
Dental Services	Policy on loss or damaged dentures Referral for dental appointment; Assist w/appt.				
Food and Nutrition Services	Facility Resource Assessment: Dietary Staffing Ethnic, cultural, religious preferences				
Administration	Develop a Facility Resource Assessment				
Infection Control	Facility Resource Assessment: Incorporate Infection Control Antibiotic Stewardship Program				
Physical Environment	Smoking Policy				
QAPI	Initial QAPI Plan				

Pathway Health experts are available to assist with **Requirements of Participation (RoP)** preparation, education, Mock Survey, Policy & Procedure Manual, resources, and more!

Keep focused in the right direction. Contact Pathway Health.

877-777-5463 | pathwayhealth.com





REQUIREMENTS OF PARTICIPATION

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Keep Focused In
The Right Direction



**PATHWAY
HEALTH**
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NEW! Pathway Health Solutions for Final Rule Preparation and Implementation

This expansive **Final Rule (Requirements of Participation)** for skilled nursing facilities is now in effect. These changes reflect the substantial advances that have been made over the past several years in the theory and practice of service delivery and safety, per CMS.

The Final Rule is implemented in three phases:

- **Phase I** November 28, 2016
- **Phase II** November 28, 2017
- **Phase III** November 28, 2019

Preparation is Key!

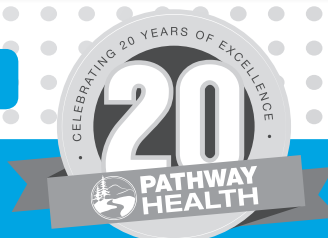
Pathway Health is your partner in readiness and success. We have a full complement of Final Rule preparation services and education available to leaders and organizations.

- Onsite Preparation Assistance
- Mock Survey for Phase I and Phase II
- Policy & Procedure Manual
- Webinars
- Train & Tool Series
- Classroom and Customized Training Options
- And More!

Need assistance in customizing the policies, training, and tools for your organization?
Contact **consult@pathwayhealth.com** to learn more.

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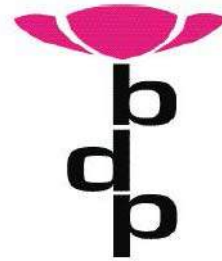
Iveta Carpenter

Iveta Carpenter of Baraboo just completed her Bachelor of Arts degree with a major in accounting, and a perfect 4.0 GPA, from Lakeland College.

“Lakeland is proud to call Iveta one of our accounting alumni. It is very rare for an accounting student to graduate from Lakeland College with a perfect 4.0 GPA. Lakeland College’s accounting program was recently named one of the nation’s 25 best online bachelor’s degree earning programs by Accounting.com, and Iveta will make us proud in her future professional endeavors,” said Brett Killion, CPA and Assistant Professor of Accounting at Lakeland College.

We at Poppy CPA are proud of Iveta! Iveta accomplished her perfect grade point average in her Bachelor’s degree all the while she was working full-time and raising a family. Her second child was born last year during tax season and she kept up with all of her client work, never missing a deadline.

When dealing with Medicaid, Medicare and taxes, you are best served by those who have accomplished the exceptional, because we know how to get things done favorably in the face of today’s challenges!



Poppy CPA

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Fax 829-2729

Toll Free
1-877-738-1200

Internet Home Page
www.poppycpa.com

barb@poppycpa.com

☐ 816 Church Street
Wis Dells, WI 53965
(608) 253-2100
Fax 253-2729

Section A Identification Information

Available

A0100. Facility Provider Numbers

- A0200. Type of Provider

- Current AANAC RAC-CT certified
- ICD-10 CM Trained

- **Familiar with most software programs**

Enter Code

B. PPS As

PPS Sc

01. 5-

02. 14

03. 30

04. 60

05. 90

PPS Ur

07. Ur

Not PPS Assessment

99. None of the above



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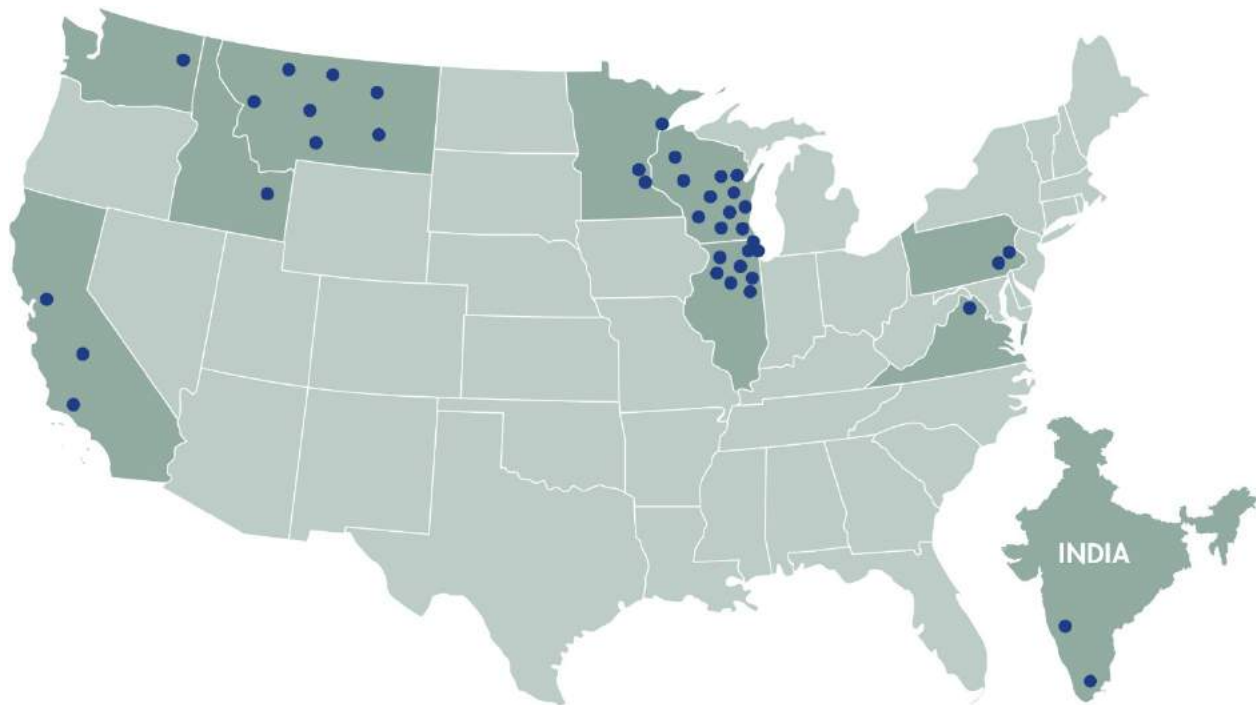
800-786-2656 ext. 1219 Mary Petersen

Professional Senior Living Services



WIPFLI^{LLP}
CPAs and Consultants
HEALTH CARE PRACTICE

With more than 1,700 associates, 37 offices in the United States and two offices in India, Wipfli LLP (Wipfli) ranks among the top 20 accounting and business consulting firms in the nation. For over 86 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow.



To fulfill the needs of our diverse client base, Wipfli has grown into a multidiscipline professional services firm. Services include a wide range of financial and operational consulting services, and the firm has created specialized industry and business unit practices including:

Industry Groups

- Health Care
- Nonprofit and Governmental
- Manufacturing and Distribution
- Financial Institutions
- Construction and Real Estate

Business Unit Practices

- Audit and Accounting
- Tax
- Information Technology
- Human Resources
- Retirement Plan Services

Our Health Care Services

- Wipfli's health care industry group has deep experience in the market. We have over 1,700 health care clients, including hospitals, nursing homes, assisted living organizations, and physician practices in 48 states and 100 health care professionals, including 17 partners. Our industry-focused approach means that we are continually refining our understanding of emerging health care industry issues, leading practices, and developing trends to provide well-informed and practical advice for clients in the health care industry.
- We have deep industry knowledge in the senior living industry, and Wipfli senior living professionals includes CPAs, licensed nursing home administrators, RNs, senior living market analysts, and nursing home billing specialists. These professionals serve nursing home clients in Wisconsin, Minnesota, Michigan, Washington, Idaho, and Oregon as well as throughout the rest of the nation. As a result, we are familiar with the unique nursing home reimbursement and operational environments in the states, in which your facility operates as well as throughout the rest of the nation.
- Wipfli sponsors regional conferences on issues that are important to health care providers. In addition, we lead training and educational sessions and present webinars for industry groups at both the regional and national levels, at state and national senior living associations, the American Institute of Certified Public Accountants, Health Care Financial Management Association, National Rural Health Association, and the National CPA Health Care Advisors Association. Through our active involvement in state, regional, and national associations, we provide education and training to thousands of senior living leaders and professionals annually on a wide variety of topics.
- In addition, our health care professionals and the firm maintain memberships in a variety of professional associations including the American Institute of Certified Public Accountants, state societies and institutes of certified public accountants, Healthcare Financial Management Association, state hospital and nursing home associations, the National CPA Health Care Advisors Association, Medical Group Management Association, National Rural Health Association, National Association of Rural Health Clinics, and other health care associations.
- We provide value-added observations and recommendations related to accounting processes, practices, and internal controls as part of our audit process. In addition, Wipfli's health care and senior living experts are available as an extension to your internal teams as you grow and enhance your financial performance. Following are just a few examples of the value-added services available to the facility through Wipfli's comprehensive industry-focused experts.

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Wisconsin's Nursing Home Collaborative



More than 1.4 million Americans live in nursing homes. Lake Superior QIN works with nursing homes to improve quality of care and quality of life for residents, reduce healthcare-acquired conditions, and implement Quality Assurance Performance Improvement (QAPI). The goal is to improve systems of care that lead to better quality outcomes for your nursing home residents. Targets will include increasing resident mobility, decreasing unnecessary use of antipsychotics in residents with dementia, decreasing potentially avoidable hospitalizations, and decreasing healthcare-acquired infections and conditions.

All services and support offered are at **no cost**. Assistance includes support with the following:

- Technical assistance to achieve improvement at the systems level
- Quarterly quality measure data sent to your nursing home
- Strategies to implement QAPI principles, processes, and resources
- Access to best practices, lessons learned, and tools based on the best clinical, management, and leadership practices of high-performing nursing homes
- Access to events and webinars
- Access to providers and stakeholders who come together with a purpose of peer-to-peer learning and solution sharing which promotes accomplishments and best practices of participating nursing homes
- Aligns national and state nursing home quality initiatives and partnerships, such as the National Nursing Home Quality Improvement Campaign as well as the Partnership to Improve Dementia Care, and Quality Assurance & Performance Improvement (QAPI).



Anticipated impact

- Increased mobility of long-stay residents
- Decreased antipsychotic medication use
- Decreased health care-acquired conditions and health care-associated infections
- Decreased potentially avoidable hospitalizations
- Improved NNHQCC composite measure score
- Enhanced quality efforts by periodic completion or review of QAPI self-assessment and QAPI principles implementation

Thank you for your commitment to improving health care quality. For further information, please contact:

Emily Nelson
Nursing Home Project Specialist, MetaStar
enelson@metastar.com
(608) 441-8242

Diane Dohm
Nursing Home Project Specialist, MetaStar
ddohm@metastar.com
(608) 441-8263



REQUIREMENTS OF PARTICIPATION: PHASE II

PREPARATION | MOCK SURVEY | P&P MANUAL | TRAINING | PRODUCTS & TOOLS

Requirements of Participation - Phase II: Organization Preparation Checklist

RoP Section	Areas to Address	Policy Reviewed & Updated	Assessment or Evaluation	Staff Education	Audit Tool
Resident Rights	State & Local Advocacy Organizations Medicare & Medicaid Eligibility Information Aging & Disability Resource Centers Medicaid Fraud Control Unit Visitation – Access and Policy Reporting Crimes				
Abuse, Neglect, and Exploitation					
Admission, Transfer, Discharge	Transfer and Discharge Documentation				
Person Centered Care Planning	Baseline Care Plan				
Nursing Services	Facility Resource Assessment: Nursing Staffing Competencies and Skills				
Behavioral Health Services	Education and Programming for behavioral health Sufficient staff Staff Competency Nonpharmacological interventions Specialized Services Dementia Services				
Pharmacy Services	Medical Chart Review Psychotropic Drugs				
Dental Services	Policy on loss or damaged dentures Referral for dental appointment; Assist w/appt.				
Food and Nutrition Services	Facility Resource Assessment: Dietary Staffing Ethnic, cultural, religious preferences				
Administration	Develop a Facility Resource Assessment				
Infection Control	Facility Resource Assessment: Incorporate Infection Control Antibiotic Stewardship Program				
Physical Environment	Smoking Policy				
QAPI	Initial QAPI Plan				

Pathway Health experts are available to assist with **Requirements of Participation (RoP)** preparation, education, Mock Survey, Policy & Procedure Manual, resources, and more!

Keep focused in the right direction. Contact Pathway Health.

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REQUIREMENTS OF PARTICIPATION

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The Right Direction



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NEW! Pathway Health Solutions for Final Rule Preparation and Implementation

This expansive **Final Rule (Requirements of Participation)** for skilled nursing facilities is now in effect. These changes reflect the substantial advances that have been made over the past several years in the theory and practice of service delivery and safety, per CMS.

The Final Rule is implemented in three phases:

- **Phase I** November 28, 2016
- **Phase II** November 28, 2017
- **Phase III** November 28, 2019

Preparation is Key!

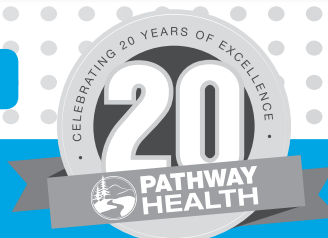
Pathway Health is your partner in readiness and success. We have a full complement of Final Rule preparation services and education available to leaders and organizations.

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- Mock Survey for Phase I and Phase II
- Policy & Procedure Manual
- Webinars
- Train & Tool Series
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- And More!

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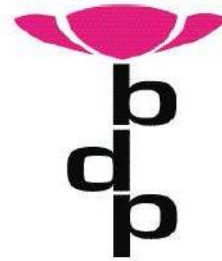
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barb@poppycpa.com

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Wis Dells, WI 53965
(608) 253-2100
Fax 253-2729

Iveta Carpenter of Baraboo just completed her Bachelor of Arts degree with a major in accounting, and a perfect 4.0 GPA, from Lakeland College.

“Lakeland is proud to call Iveta one of our accounting alumni. It is very rare for an accounting student to graduate from Lakeland College with a perfect 4.0 GPA. Lakeland College’s accounting program was recently named one of the nation’s 25 best online bachelor’s degree earning programs by Accounting.com, and Iveta will make us proud in her future professional endeavors,” said Brett Killion, CPA and Assistant Professor of Accounting at Lakeland College.

We at Poppy CPA are proud of Iveta! Iveta accomplished her perfect grade point average in her Bachelor’s degree all the while she was working full-time and raising a family. Her second child was born last year during tax season and she kept up with all of her client work, never missing a deadline.

When dealing with Medicaid, Medicare and taxes, you are best served by those who have accomplished the exceptional, because we know how to get things done favorably in the face of today’s challenges!

MINIMUM DATA SET (MDS) - Version 3.0
RESIDENT ASSESSMENT AND CARE SCREENING
Nursing Home Comprehensive (NC) Item Set

INTERIM MDS COORDINATORS

Available

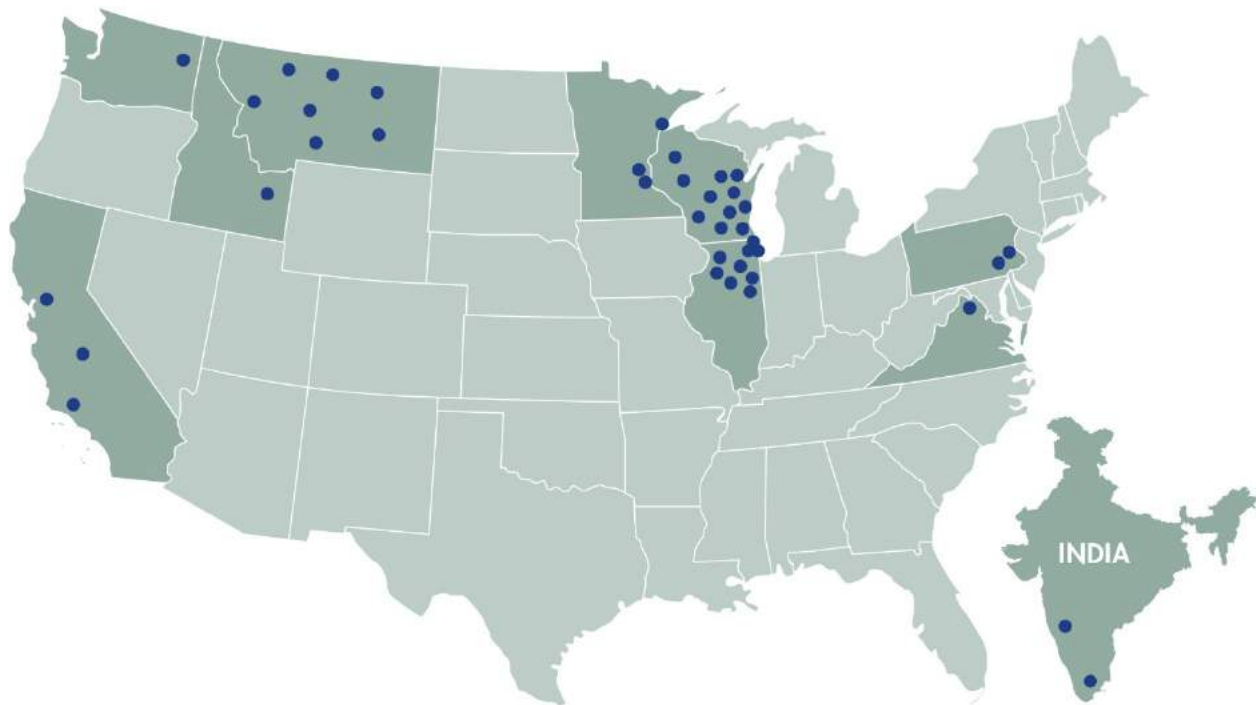
Section A		Identification Information
A0050. Type of Record		
Enter Code <input type="checkbox"/>	1. Add new record → Continue to A0100, Facility Provider Numbers 2. Modify existing record → Continue to A0100, Facility Provider Numbers 3. Inactivate existing record → Skip to X0150, Type of Provider	
A0100. Facility Provider Numbers		
	A. National Provider Identifier (NPI): <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
	B. CMS Certification Number (CCN): <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
	C. State Provider Number: <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
A0200. Type of Provider		
Enter Code <input type="checkbox"/>	Type of provider 1. Nursing home (SNF/NF) 2. Swing Bed	
• No assignment is too short or too long: One week to several months/Full time or Part time • Experienced RN's Licensed in WI and MN with greater than 10 years MDS experience • Current AANAC RAC-CT certified • ICD-10 CM Trained		
A0310. Type of Assessment		
Enter Code <input type="checkbox"/>	A. Federal OBRA Reassessment 01. Admission assessment (required by day 14) 02. Quarterly review assessment 03. Annual assessment 04. Significant change in status assessment 05. Significant correction to prior comprehensive assessment 06. Significant correction to prior quarterly assessment 99. None of the above	
Enter Code <input type="checkbox"/>	B. PPS As PPS Sc 01. 5- 02. 14 03. 30 04. 60 05. 90 PPS Ur 07. Ur Not PPS Assessment 99. None of the above	
		
Your answer to clinical, operational, billing and reimbursement questions		
5343 North 118 th Court Milwaukee WI 53225		
Enter Code <input type="checkbox"/>	C. PPS Other Medicare Required Assessment - OMRA 0. No 1. Start of therapy assessment 2. End of therapy assessment 3. Both Start and End of therapy assessment 4. Change of therapy assessment	
Enter Code <input type="checkbox"/>	D. Is this a Swing Bed 0. No 1. Yes	
Enter Code <input type="checkbox"/>	E. Is this assessment the first assessment (OBRA, Scheduled PPS, or Discharge) since the most recent admission/entry or reentry? 0. No 1. Yes	
A0310 continued on next page		

Professional Senior Living Services



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CPAs and Consultants
HEALTH CARE PRACTICE

With more than 1,700 associates, 37 offices in the United States and two offices in India, Wipfli LLP (Wipfli) ranks among the top 20 accounting and business consulting firms in the nation. For over 86 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow.



To fulfill the needs of our diverse client base, Wipfli has grown into a multidiscipline professional services firm. Services include a wide range of financial and operational consulting services, and the firm has created specialized industry and business unit practices including:

Industry Groups

- Health Care
- Nonprofit and Governmental
- Manufacturing and Distribution
- Financial Institutions
- Construction and Real Estate

Business Unit Practices

- Audit and Accounting
- Tax
- Information Technology
- Human Resources
- Retirement Plan Services

Our Health Care Services

- Wipfli's health care industry group has deep experience in the market. We have over 1,700 health care clients, including hospitals, nursing homes, assisted living organizations, and physician practices in 48 states and 100 health care professionals, including 17 partners. Our industry-focused approach means that we are continually refining our understanding of emerging health care industry issues, leading practices, and developing trends to provide well-informed and practical advice for clients in the health care industry.
- We have deep industry knowledge in the senior living industry, and Wipfli senior living professionals includes CPAs, licensed nursing home administrators, RNs, senior living market analysts, and nursing home billing specialists. These professionals serve nursing home clients in Wisconsin, Minnesota, Michigan, Washington, Idaho, and Oregon as well as throughout the rest of the nation. As a result, we are familiar with the unique nursing home reimbursement and operational environments in the states, in which your facility operates as well as throughout the rest of the nation.
- Wipfli sponsors regional conferences on issues that are important to health care providers. In addition, we lead training and educational sessions and present webinars for industry groups at both the regional and national levels, at state and national senior living associations, the American Institute of Certified Public Accountants, Health Care Financial Management Association, National Rural Health Association, and the National CPA Health Care Advisors Association. Through our active involvement in state, regional, and national associations, we provide education and training to thousands of senior living leaders and professionals annually on a wide variety of topics.
- In addition, our health care professionals and the firm maintain memberships in a variety of professional associations including the American Institute of Certified Public Accountants, state societies and institutes of certified public accountants, Healthcare Financial Management Association, state hospital and nursing home associations, the National CPA Health Care Advisors Association, Medical Group Management Association, National Rural Health Association, National Association of Rural Health Clinics, and other health care associations.
- We provide value-added observations and recommendations related to accounting processes, practices, and internal controls as part of our audit process. In addition, Wipfli's health care and senior living experts are available as an extension to your internal teams as you grow and enhance your financial performance. Following are just a few examples of the value-added services available to the facility through Wipfli's comprehensive industry-focused experts.

FIRM PROFILE AND CAPABILITIES

- **Tax Services.** Wipfli has invested tremendous resources in building a team of experienced, creative tax specialists. We believe we have assembled a group of individuals with unsurpassed tax talent who live and work in the area. These individuals include former Big Four partners, seasoned senior managers, experienced National Tax veterans, former revenue agents, and tax attorneys.
- **Audit Services.** We pride ourselves on utilizing deep industry expertise to provide value-added, efficient, and affordable audit services to our health care clients. Our auditors are industry specialists who understand the unique needs and challenges of senior living organizations. We also understand the importance of staff consistency on engagements. These factors result in highly satisfied audit clients who build long-term relationships with our staff.
- **Accounting and Small Business.** Recruiting, retaining, and educating a comprehensive internal staff for accounting, human resources, information technology needs of a small business can be challenging and cost-prohibitive. Wipfli's has a complete team of professionals who are available to add resources to our client's existing capabilities or to serve as an affordable and cost-effective outsourcing solution.
- **Clinical and Operational.** Our team includes clinical and operational experts led by a nationally recognized leader in the nursing home profession. This clinical and operational team of experts provide a diverse set of services ranging from ICD-10 training, MDS coding analysis, mock surveys for regulatory compliance, and staffing and operations assessments.
- **Market Analysis.** Wipfli's senior living market analysis and strategic planning team assists senior living organizations in adapting their services to the changing landscape. This team conducts comprehensive strategic planning engagements, nursing home bed need analysis, and assisted living, independent living, and home health market assessments.
- **Reimbursement.** Our reimbursement experts complete and/or review Medicare and Medicaid cost reports for accuracy and optimization based on the reimbursement environment within each state.
- **Risk Advisory.** Our risk advisory team helps our health care clients ensure the confidentiality, integrity, and availability of protected health information (PHI), including the electronic devices and systems that are used with this information under the Health Insurance Portability and Accountability Act (HIPAA) and by utilizing HITRUST Common Security Framework (CSF) in executing comprehensive security assessments.
- **Information Technology.** Our information technology analysts help clients maximize their information technology investments through network development and support services, conducting information technology environment audits, and helping with software selection and project management for major system implementations.
- **Benchmarking.** Through our proprietary database of nursing home Medicare cost reports, which includes all nursing homes in the nation, we can provide a benchmarking analysis for each facility. This analysis will compare key revenue and cost indicators to state, regional, and national benchmarks.


Receiving the Gold Seal of Approval® means our standards are aligned with the high standards of The Joint Commission. This means you can rest assured that your patients will be taken care of in the best possible way.



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To provide the best wound care solutions for each facility... one resident at a time.

AMERICAN MEDICAL TECHNOLOGIES, AMT, is the leading independent provider of wound care solutions for Long Term Care facilities in the United States. We have been providing quality wound care programs since 1994 and currently service residents in over 4,600 facilities nationwide. Our wound care program is designed to help your facility and staff in four key ways:

- + Enhance the quality of resident care.
- + Increase educational resources available to your staff.
- + Reduce wound care related costs for your facility.
- + Assist with mandatory CMS documentation.

AMT is a member of the National Pressure Ulcer Advisory Panel, NPUAP, in addition to many other state and national organizations. We are a fully accredited and Participating Durable Medical Equipment, Prosthetic, Orthotic and Supplies Medicare Part-B Supplier. As part of our commitment to excellence in Nursing Home Care, AMT has long been an active champion of the Advancing Excellence in America's Nursing Homes campaign.

Education

All good clinical care starts with proper education and training. By partnering with AMT, staff is trained to meet the CMS DME POS supplier standards.

- + Provide clinical, regulatory and documentation education to facility staff related to wound care products.
- + Provide ongoing education tailored to each facility's needs.
- + Offer education to ensure proper product utilization.
- + Trusted education advisor for each facility.
- + Tele-education program provides on demand education and access to wound care literature and standards of care.

Clinical Expertise

Nationally, wound issues in long term care facilities are one of the most cited deficiencies by state surveyors. Our licensed Clinical Specialists work closely with your staff.

- + Monitor proper utilization and compliance with wound care products.
- + Licensed healthcare providers with expertise in wound care.
- + Decrease the risk of state infractions.
- + Less paperwork for your staff means more time for resident care.
- + More than 2,000 collective years of clinical experience you can trust.
- + Proprietary tracking software provides essential Medicare documentation.
- + Tablets provide live support for your wound care product needs.

Wound Care Products

AMT is able to access a wide array of products to meet the specific needs of residents.

- + Work with most major manufacturers.
- + Ensure appropriate use of dressings over a 30 day period.
- + Supply Medicare approved dressings.
- + Bill the resident's insurance directly through: Medicare Part B, Medicaid, HMO's and other primary payers.
- + AMT accepts full assignment for wound care products provided.
- + Verify insurance prior to providing products to your residents.

PROUD CHAMPION OF:



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- The Nurse Leader and the Organization
- Customer Service and Health Care
- Staff Retention: Working Together to Achieve Organizational Success
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REQUIREMENTS OF PARTICIPATION: PHASE II

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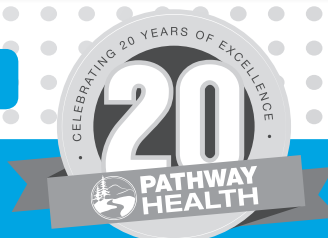
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- ◆ Interface with other software applications facilitates exchange of information.
- ◆ Daily care team charting imports to MDS for optimal RUGS and reimbursement.
- ◆ Skin/wound problem tracking promotes quality assurance and eases survey concerns.
- ◆ Desktop alerts, email and shift report communicate changes to key staff.
- ◆ Excellent online and phone support assists the entire team.

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Section A Identification Information

Available

A0100. Facility Provider Numbers

- A0200. Type of Provider

- Current AANAC RAC-CT certified
- ICD-10 CM Trained

A0310. Type of Assessment

- **Familiar with most software programs**

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800-786-2656 ext. 1219 Mary Petersen

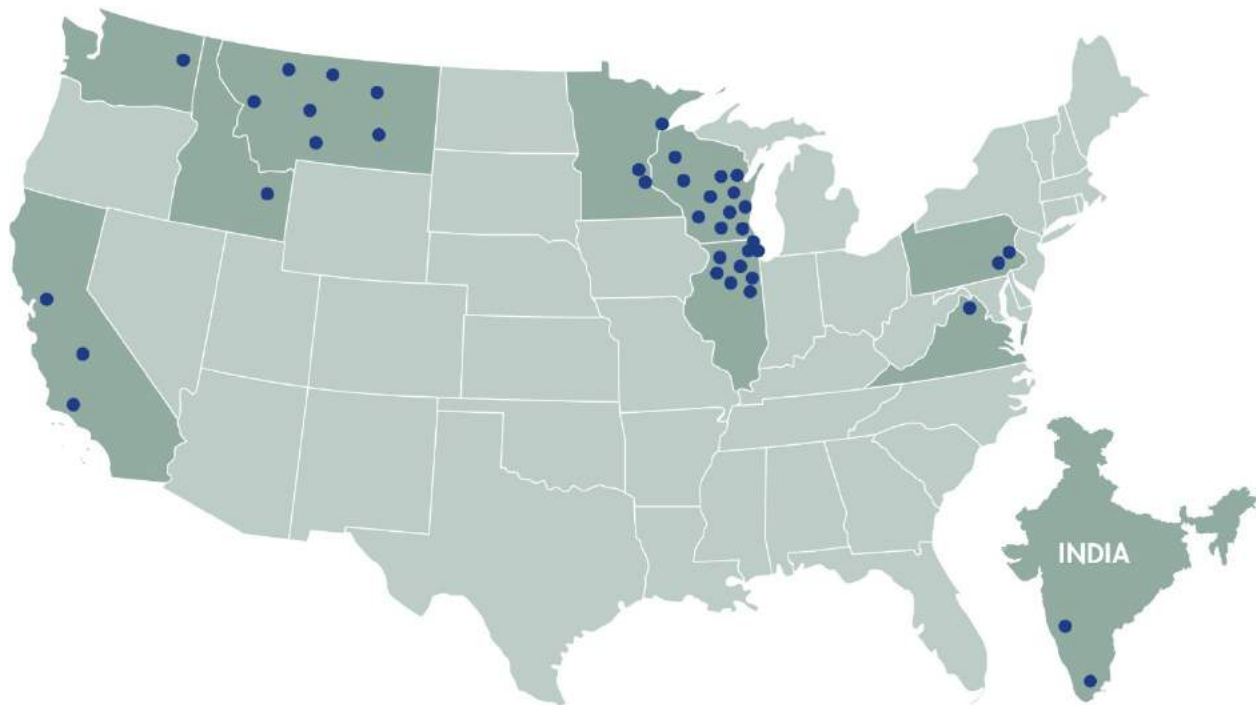
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Advantage™ Bathing System:
Base Model with lock-in chair



Essence™ Spa Side-Entry
Bathing System

Bathing Systems for the Continuum of Care with Cost-Effective, Modular Architectures to Meet Your Needs

- Featuring the Remedy® Germicidal UV water purification system, clinically proven to dramatically lower infection rates
- FDA Class II medical whirlpool system provides true hydrotherapy
- With its modular architecture and competitive prices, Apollo can configure a spa to meet your needs and budget
- Industry leading reliability and clinically impactful feature set provide the highest possible Return on Investment



A Range of Color Panel Options to Complement Any Spa Room Design

Did You Know You Can Now Place Your Apollo Orders Online?





Fast, easy and convenient shopping online now available at www.apollobath.com/store

For skin care products, equipment care and cleaning solutions, replacement parts, The Shield™ Splash Guard, and more!

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Contact Julie Tindal, Regional Sales Manager, for more information, to schedule an on-site demonstration, or to request a quote

Committed to High-Quality, Exceptional Service, and Continual Innovation

			
Advantage™ with Internal Bathing Chair Outstanding system for "Aging in Place." Accommodates both ambulatory and non-ambulatory residents, and allows you to add features as needed.	Advantage™ with Level Glide™ Transfer System Increases resident comfort and safety and reduces the number of transfers. Integrated scale allows resident weight to be recorded during bath preparation.	Advantage™ with Rapid Fill™ Reservoir Most efficient bathing system available. Provides exceptional bathing efficiency and resident comfort, as well as outstanding return on investment.	Essence™ Spa Side-Entry Bathing System Side entry bathing system that provides a spa-like bathing experience. Perfect for ambulatory and weight bearing residents. Earth-Tone Granite color option also available.

APOLLO BATHING SYSTEM OFFERINGS INCLUDE:

Advantage™ Modular Seated Bathing System

- Remedy® Ultraviolet Water Purifier
- Air Spa
- Whirlpool (FDA Class II medical device for hydrotherapy)
- Level Glide Transfer System
- Digital Weigh Scale
- Rapid Fill Reservoir

Essence™ Spa Side-Entry Bathing System

- Remedy® Ultraviolet Water Purifier
- Air Spa
- Whirlpool (FDA Class II medical device for hydrotherapy)
- Configurable to a variety of installation environments
- Earth-Tone Granite color with Brushed Nickel Fixtures option now available

Only Apollo offers an FDA-Approved Germicidal UV water purification system



Clinically Proven to Reduce:

- UTI's by 50%
- Respiratory Infections by 35%

Contact your Apollo Representative, Julie Tindal, for more information or to schedule a free on-site demonstration.

Julie Tindal, Regional Sales Manager
Cell: 715.410.2555
E-mail: jtindal@apollobath.com



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EXPERIENCE MAKES THE DIFFERENCE

One of the nation's largest groups of finance professionals dedicated to the senior living sector, Lancaster Pollard has earned a reputation over the past 25+ years for delivering sound financial advice, providing cost-effective financing options and delivering outcomes that meet or exceed our clients' expectations.

Now more than ever, the choice of senior living financier is a very important factor in whether your loan will close on time, or at all, and the amount of time, money and personal involvement you ultimately invest in the process. Lancaster Pollard's senior living financing experience means its clients will be able to maintain focus on their businesses, receive the best possible terms and conditions, and close in an expeditious manner.

A Full Range of Financing Options for New Construction, Renovation, Expansion, Refinance and Acquisition

Lancaster Pollard's platform of services was created especially for senior living, and it continues to evolve and adapt to new trends and changing markets with this sector's needs in mind. Options include:

- FHA/HUD mortgage insurance: #1 HUD LEAN lender FY 2010 - FY 2013
- Fannie Mae Seniors Housing Program



- USDA guaranteed loan programs
- Taxable/Tax-Exempt Bonds
- Loan Syndications and Placements
- Bridge to Agency Lending
- Mergers & Acquisitions Services
- Proprietary EquityTap® balance sheet loan program

More options means better access to affordable capital in any market condition. It means better opportunities to match an appropriate capital strategy to your goals and objectives. A 25+ year focus on senior living and the experience of hundreds of successful closings to accomplish a variety of objectives enhance Lancaster Pollard's ability to better understand and articulate the credit characteristics unique to your project, paramount to achieving best execution.

Expert Speaker on Access to Capital & Financial Strategies

- National Investment Center
- SeniorCare Investor audioconference expert speaker
- Numerous state-level conferences, including affiliates of the American Health Care Association and LeadingAge

Recent Senior Living-Related Publications:

- Levin's Dealmaker's Forum, "Go with Propero" - 2015.
- McKnight's Long-Term Care, "New Construction with FHA Financing" - 2015.
- Senior Housing News, "Pricey Acquisitions Lead Small Operators To Bank on Construction" - 2015.
- The Senior Care Investor, "Expert Opinion" - 2015.
- Assisted Living Federation of America (ALFA), "Lancaster Pollard Announces Leadership Changes" - 2015.

Lancaster Pollard at a Glance

- Focus on senior living finance since 1988
- Investment banking, mortgage banking and investment advisory services
- Six offices nationwide
- Healthcare and seniors housing clients in 44 states
- #1 HUD LEAN lender FY 2010 - FY 2013
- Fannie Mae Seniors Housing Underwriter/ Servicer
- Winner, Inc. 5000 2007, 2008, 2011, 2012, 2013, 2014, 2015 (Fastest growing private companies in the nation)
- Winner, 2010 BBB Torch Award for ethics
- Winner, Ernst & Young Entrepreneur of the Year Award 2006

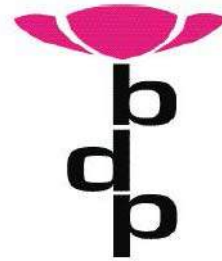
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Fax 253-2729

Iveta Carpenter of Baraboo just completed her Bachelor of Arts degree with a major in accounting, and a perfect 4.0 GPA, from Lakeland College.

“Lakeland is proud to call Iveta one of our accounting alumni. It is very rare for an accounting student to graduate from Lakeland College with a perfect 4.0 GPA. Lakeland College’s accounting program was recently named one of the nation’s 25 best online bachelor’s degree earning programs by Accounting.com, and Iveta will make us proud in her future professional endeavors,” said Brett Killion, CPA and Assistant Professor of Accounting at Lakeland College.

We at Poppy CPA are proud of Iveta! Iveta accomplished her perfect grade point average in her Bachelor’s degree all the while she was working full-time and raising a family. Her second child was born last year during tax season and she kept up with all of her client work, never missing a deadline.

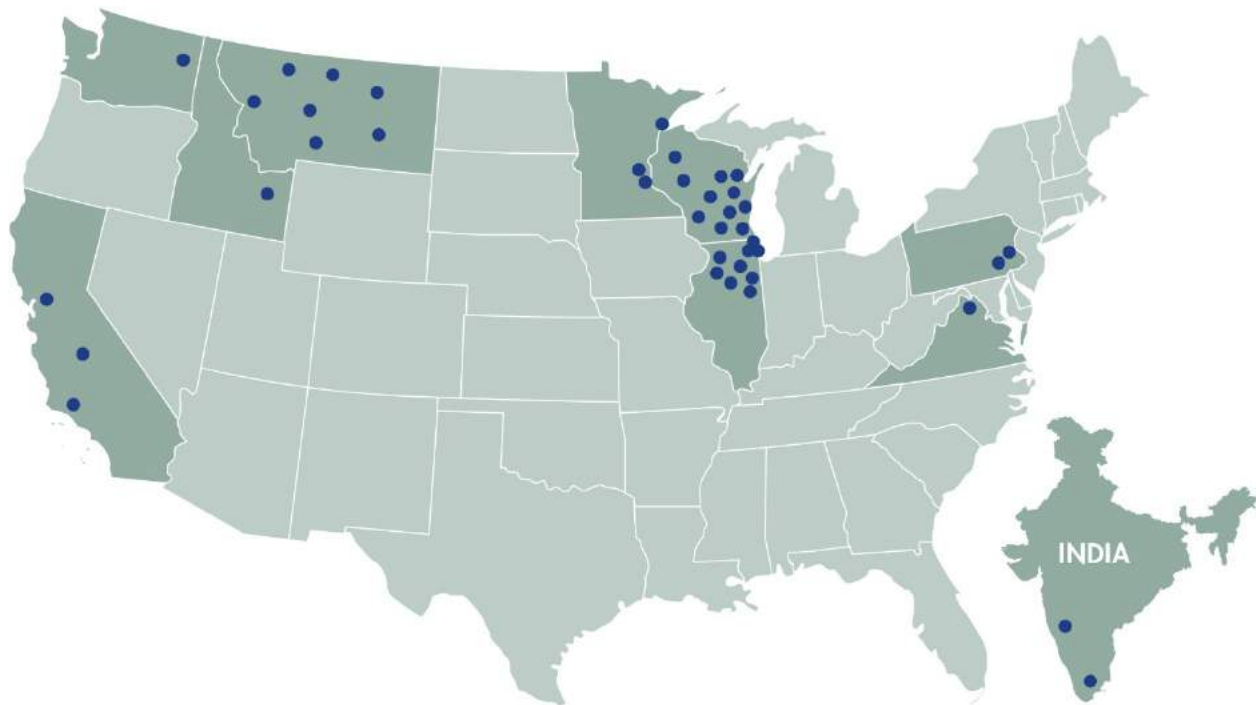
When dealing with Medicaid, Medicare and taxes, you are best served by those who have accomplished the exceptional, because we know how to get things done favorably in the face of today’s challenges!

Professional Senior Living Services



WIPFLI^{LLP}
CPAs and Consultants
HEALTH CARE PRACTICE

With more than 1,700 associates, 37 offices in the United States and two offices in India, Wipfli LLP (Wipfli) ranks among the top 20 accounting and business consulting firms in the nation. For over 86 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow.



To fulfill the needs of our diverse client base, Wipfli has grown into a multidiscipline professional services firm. Services include a wide range of financial and operational consulting services, and the firm has created specialized industry and business unit practices including:

Industry Groups

- Health Care
- Nonprofit and Governmental
- Manufacturing and Distribution
- Financial Institutions
- Construction and Real Estate

Business Unit Practices

- Audit and Accounting
- Tax
- Information Technology
- Human Resources
- Retirement Plan Services

Our Health Care Services

- Wipfli's health care industry group has deep experience in the market. We have over 1,700 health care clients, including hospitals, nursing homes, assisted living organizations, and physician practices in 48 states and 100 health care professionals, including 17 partners. Our industry-focused approach means that we are continually refining our understanding of emerging health care industry issues, leading practices, and developing trends to provide well-informed and practical advice for clients in the health care industry.
- We have deep industry knowledge in the senior living industry, and Wipfli senior living professionals includes CPAs, licensed nursing home administrators, RNs, senior living market analysts, and nursing home billing specialists. These professionals serve nursing home clients in Wisconsin, Minnesota, Michigan, Washington, Idaho, and Oregon as well as throughout the rest of the nation. As a result, we are familiar with the unique nursing home reimbursement and operational environments in the states, in which your facility operates as well as throughout the rest of the nation.
- Wipfli sponsors regional conferences on issues that are important to health care providers. In addition, we lead training and educational sessions and present webinars for industry groups at both the regional and national levels, at state and national senior living associations, the American Institute of Certified Public Accountants, Health Care Financial Management Association, National Rural Health Association, and the National CPA Health Care Advisors Association. Through our active involvement in state, regional, and national associations, we provide education and training to thousands of senior living leaders and professionals annually on a wide variety of topics.
- In addition, our health care professionals and the firm maintain memberships in a variety of professional associations including the American Institute of Certified Public Accountants, state societies and institutes of certified public accountants, Healthcare Financial Management Association, state hospital and nursing home associations, the National CPA Health Care Advisors Association, Medical Group Management Association, National Rural Health Association, National Association of Rural Health Clinics, and other health care associations.
- We provide value-added observations and recommendations related to accounting processes, practices, and internal controls as part of our audit process. In addition, Wipfli's health care and senior living experts are available as an extension to your internal teams as you grow and enhance your financial performance. Following are just a few examples of the value-added services available to the facility through Wipfli's comprehensive industry-focused experts.

FIRM PROFILE AND CAPABILITIES

- **Tax Services.** Wipfli has invested tremendous resources in building a team of experienced, creative tax specialists. We believe we have assembled a group of individuals with unsurpassed tax talent who live and work in the area. These individuals include former Big Four partners, seasoned senior managers, experienced National Tax veterans, former revenue agents, and tax attorneys.
- **Audit Services.** We pride ourselves on utilizing deep industry expertise to provide value-added, efficient, and affordable audit services to our health care clients. Our auditors are industry specialists who understand the unique needs and challenges of senior living organizations. We also understand the importance of staff consistency on engagements. These factors result in highly satisfied audit clients who build long-term relationships with our staff.
- **Accounting and Small Business.** Recruiting, retaining, and educating a comprehensive internal staff for accounting, human resources, information technology needs of a small business can be challenging and cost-prohibitive. Wipfli's has a complete team of professionals who are available to add resources to our client's existing capabilities or to serve as an affordable and cost-effective outsourcing solution.
- **Clinical and Operational.** Our team includes clinical and operational experts led by a nationally recognized leader in the nursing home profession. This clinical and operational team of experts provide a diverse set of services ranging from ICD-10 training, MDS coding analysis, mock surveys for regulatory compliance, and staffing and operations assessments.
- **Market Analysis.** Wipfli's senior living market analysis and strategic planning team assists senior living organizations in adapting their services to the changing landscape. This team conducts comprehensive strategic planning engagements, nursing home bed need analysis, and assisted living, independent living, and home health market assessments.
- **Reimbursement.** Our reimbursement experts complete and/or review Medicare and Medicaid cost reports for accuracy and optimization based on the reimbursement environment within each state.
- **Risk Advisory.** Our risk advisory team helps our health care clients ensure the confidentiality, integrity, and availability of protected health information (PHI), including the electronic devices and systems that are used with this information under the Health Insurance Portability and Accountability Act (HIPAA) and by utilizing HITRUST Common Security Framework (CSF) in executing comprehensive security assessments.
- **Information Technology.** Our information technology analysts help clients maximize their information technology investments through network development and support services, conducting information technology environment audits, and helping with software selection and project management for major system implementations.
- **Benchmarking.** Through our proprietary database of nursing home Medicare cost reports, which includes all nursing homes in the nation, we can provide a benchmarking analysis for each facility. This analysis will compare key revenue and cost indicators to state, regional, and national benchmarks.

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TOP 3*
HEALTHCARE
ADVISOR
IN 2015

Senior Living Real Estate & Finance Specialists

Ziegler's Corporate Finance team is focused on delivering best-in-class advisory and financing solutions for companies and organizations across Wisconsin. In our core practice areas of nursing homes, assisted living, CCRC, hospice, and home healthcare providers, Ziegler is one of the most active M&A firms offering innovative sell-side, buy-side, recapitalization, restructuring, and strategic partnering services. In addition, our FHA/HUD lending practice is dedicated to providing fixed-rate, non-recourse financing options to the senior living industry.

* Number of middle market healthcare transactions (valued at less than \$100M) in 2015. Based on full credit given to financial advisors for healthcare M&A transactions completed nationally. Rankings and amounts through Thomson Financial Securities Data as of 3/7/16.

OUR SERVICES

- Facility Sales
- Sale-Leasebacks
- Strategic Advisory & Valuations
- Refinancing
- FHA/HUD Approved Mortgage Lender

OUR CLIENTS

- Nursing Homes
- CBRFs/RCACs
- CCRCs
- Hospice Care Providers
- Home Healthcare Providers

NICK GLAISNER

SENIOR VICE PRESIDENT
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The Experienced Leader in Group Purchasing For the Senior Living Continuum

Navigator Group Purchasing, Inc. is the experienced leader in skilled nursing, senior living, and CCRC purchasing services, delivering savings and cash flow improvements to its members.

Why Join Navigator?

Navigator members have access to the largest and most comprehensive group purchasing portfolio of food, medical and business programs, innovative services, and management tools.



The Value of Membership

Navigator members gain **FLEXIBILITY** with our distributor neutrality model, substantial **SAVINGS** opportunities, unparalleled **TRANSPARENCY**, and data-driven **INSIGHTS** to help guide optimal purchasing decisions.

**Contact us today to find out more about the benefits
of a Navigator membership.**

> FLEXIBILITY

Our extensive contract portfolio and distributor neutrality model help maximize savings opportunities by providing members access to an optimized portfolio of national branded and quality private label items. With over 150 business partners and our strategic partnership with Foodbuy, the nation's largest food service procurement services organization, Navigator members gain leverage on complete purchasing needs:

- Food
- Medical Products & Services
- Business Products & Services
- E-Procurement Neutrality



> SAVINGS

Navigator Members obtain access to substantial savings opportunities through:

- Pinnacle & Pinnacle Plus flagship food purchasing programs
- Formulary Development – driving increased savings and compliance
- Offeror Rebate Program
 - Offeror Rebates
 - Brand Incentives
 - Volume Allowance Rebates



> TRANSPARENCY

Unparalleled transparency benefits Navigator members via:

- Comprehensive reporting of savings and rebate opportunities customized for your business
- Detailed distributor incentives and analytics to help optimize spending
- Purchasing alerts, Key Performance Indicators (KPIs) and dashboards to guide informed business decisions

> INSIGHTS

Navigator's dedicated and experienced Account Management team provides industry expertise and guidance, while using gathered member intelligence, to help:

- Drive efficiency and savings
- Utilize customized order guides
- Optimize purchasing decisions
- Gain field and dietary guidance



Request a case study to find out more about the benefits of a Navigator membership.

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IMAGE 2017

November 1-2

Glacier Canyon At Wilderness Resort in Wisconsin Dells, WI

Shared Purchasing Solutions, an affiliate of Intalere, enhances the financial and operational effectiveness of long-term care and post-acute care members through superior supplier contracts, strategic purchasing alliances and supply chain management strategies.

IMAGE 2017

Wednesday, November 1

8:00 – 9:30 a.m.

- NAC Meeting
- MEES Meeting
- Lab Meeting

9:45 – 10:45 a.m.

- Session #1: Dietary
- Session #2: Plant Engineering
- Session #3: Laboratory

11:00 – 12:00 p.m. (Noon)

- Session #4: Intalere Update

12:15 – 1:00 p.m.

- Awards & Lunch

1:00 – 2:15 p.m.

- Keynote: "From the Barnyard to the Boardroom"

2:30 – 4:30 p.m.

- Supplier Expo

5:00 – 6:00 p.m.

- Hospitality/Raffle/Photo Booth

6:30 – 10:00 p.m.

- Dinner & Entertainment

Walk the red carpet as your favorite movie character or entertainer!

Thursday, November 2

7:30 – 8:30 a.m.

- Networking Breakfast

8:30 – 9:30 a.m.

- Session #5: "Legionellosis, Identifying Risk Factors and Risk Systems"
- Session #6: "BMI and the Aging Adult"
- Session #7: "Architecting Autoverification Algorithms"

9:45 – 10:45 a.m.

- Session #8: TBD
- Session #9: "Optimizing Outcomes Through A Comprehensive Nutrition Care Process"
- Session #10: "Understanding Cognitive/Memory Changes Through the Aging Process"

11:00 – Noon

- Session #11: "Cyber Risk = Disruptive Business Risk"
- Session #12: "MIND Your Menu"
- Session #13: "Purchasing Best Practices"

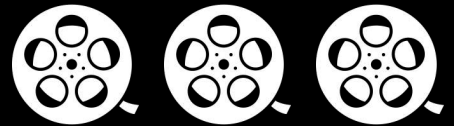
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Including cellular

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Our contract portfolio includes competitive pricing on the products and services you use everyday—from the suppliers you trust and emerging innovators.

And, our supply chain solutions don't end there!

We offer an entire range of personal services and consultative development options designed to deliver optimal cost, quality and outcomes for your facility.

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Best for your residents, best for your community

At VITAS Innovative Hospice Care®, we understand the challenges assisted living communities face with end-of-life issues. Your residents want to age in their homes, surrounded by the people, the things and the routines they know. As they near the end of life, the need to be comfortable and at home is even more important.

As one of the nation's oldest and largest hospice providers, VITAS has the expertise, the staff and the specialized services that make that possible. Our goal is to bring quality of life to the end of life. For our assisted living partners, that means helping their residents stay out of emergency rooms, hospitals and nursing homes.

The expertise to keep residents at home

Intensive Comfort Care®. When a resident's medical crisis would ordinarily require hospitalization, VITAS caregivers are available to complement assisted living staff by providing short-term, intensive medical management through our Intensive Comfort Care® (Continuous Care) program. Provided up to 24 hours per day and delivered by a nurse with support from a hospice aide, this hands-on management can make the difference between a resident remaining in his or her home and being sent to the emergency room for treatment.

- **VITAS Telecare 24/7 support.** Our Telecare service provides immediate telephone access to a clinical expert who can assess the situation and provide medical advice. Nearly 122,000 after-hours calls are handled by VITAS clinicians each month.¹
- **Consistent and ongoing clinical care.** On average, five or more visits per week by a member of the VITAS care team (which includes a hospice physician, nurse, social worker, hospice aide, chaplain and team volunteer) provide extra support for residents and their families. This high volume of visits is often instrumental in averting medical crises.



- **Effective pain management.** As a palliative care pioneer, VITAS has developed effective pain management protocols that are customized for the individual resident—which is critical in an assisted living setting. In addition to addressing physical and medical issues, our multidimensional approach addresses spiritual and emotional needs as well.

Supporting your residents and staff

- **Comprehensive clinical education.** VITAS offers a variety of educational programs customized for your assisted living community that better prepare staff to care for residents near the end of life. A variety of in-services for clinicians and nonmedical staff are approved for continuing education credits in accordance with state requirements. VITAS provided more than 30,000 CE credits in 2009.^{2*}

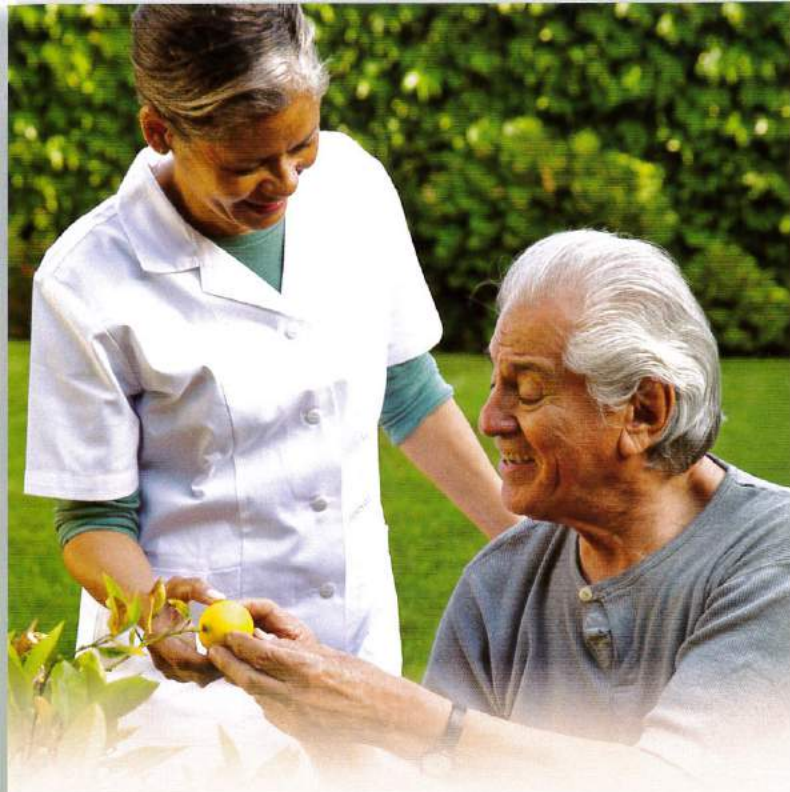
*Does not include CE credits issued in California or Ohio.

¹Some of VITAS' specialized services are only available on a regional basis.

¹Data on file, VITAS, 2010.

²Data on file, VITAS, 2010.

³Data on file, VITAS, Q1 2010 QAPI.



• **Specialized care programs and benefits:**

- Veterans' programs
- Alzheimer's/dementia programs
- COPD program
- Multilingual staff
- Jewish accreditation
- Pet therapy
- Memory Bears
- Music therapy
- Massage therapy
- Personal grooming and pampering
- "Living memorials" to honor a resident's life
- Funeral planning assistance
- Anticipatory grief support during the illness
- Bereavement support groups for 13 months after the death

Check with your local VITAS representative to see what programs are available in your area.[†]

Innovative Hospice Care
VITAS
 Hospice Care
 2675 N. Mayfair Rd.
 Suite 500
 Wauwatosa, Wisconsin 53226
 Referrals 800.93.VITAS

- **Improved patient satisfaction.** By providing outstanding clinical care and excellent communication with residents and families, VITAS *receives high satisfaction scores* from those we serve.³
 - 96 percent of patients rated the care received through VITAS to be excellent, very good or good.
 - 97 percent of patients and families would recommend VITAS services to others.
 - 97 percent of patients and families felt that the VITAS team kept them informed of the patient's condition.

Selecting a strategic partner

Choosing the right hospice partner is critical. Your hospice care provider should offer:

- Rapid response time; same-day admission seven days per week
- Direct access to clinicians 24 hours per day, seven days per week
- Ability to accept complicated cases
- Continuous care staffing for periods of crisis
- Extra support at the time of death, as well as formal bereavement and support groups
- Specialized service options for assisted living communities, such as staff training and education, and development of customized protocols
- Joint marketing opportunities

We support your residents' desire to remain in their home even as their health declines. The most important step you and your staff can take is to proactively identify those at risk for a medical crisis. VITAS can help by providing HIPAA-compliant case reviews with your team. We are also happy to meet with residents and their families for an information-only discussion of end-of-life care options that can help them explore hospice and palliative care with their physician.

Ask your VITAS representative to share more details about the many benefits we can provide your residents.

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REQUIREMENTS OF PARTICIPATION: PHASE II

PREPARATION | MOCK SURVEY | P&P MANUAL | TRAINING | PRODUCTS & TOOLS

Requirements of Participation - Phase II: Organization Preparation Checklist

RoP Section	Areas to Address	Policy Reviewed & Updated	Assessment or Evaluation	Staff Education	Audit Tool
Resident Rights	State & Local Advocacy Organizations Medicare & Medicaid Eligibility Information Aging & Disability Resource Centers Medicaid Fraud Control Unit Visitation – Access and Policy Reporting Crimes				
Abuse, Neglect, and Exploitation					
Admission, Transfer, Discharge	Transfer and Discharge Documentation				
Person Centered Care Planning	Baseline Care Plan				
Nursing Services	Facility Resource Assessment: Nursing Staffing Competencies and Skills				
Behavioral Health Services	Education and Programming for behavioral health Sufficient staff Staff Competency Nonpharmacological interventions Specialized Services Dementia Services				
Pharmacy Services	Medical Chart Review Psychotropic Drugs				
Dental Services	Policy on loss or damaged dentures Referral for dental appointment; Assist w/appt.				
Food and Nutrition Services	Facility Resource Assessment: Dietary Staffing Ethnic, cultural, religious preferences				
Administration	Develop a Facility Resource Assessment				
Infection Control	Facility Resource Assessment: Incorporate Infection Control Antibiotic Stewardship Program				
Physical Environment	Smoking Policy				
QAPI	Initial QAPI Plan				

Pathway Health experts are available to assist with **Requirements of Participation (RoP)** preparation, education, Mock Survey, Policy & Procedure Manual, resources, and more!

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REQUIREMENTS OF PARTICIPATION

PREPARATION | MOCK SURVEY | P&P MANUAL | TRAINING | PRODUCTS & TOOLS

Keep Focused In
The Right Direction



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The Final Rule is implemented in three phases:

- **Phase I** November 28, 2016
- **Phase II** November 28, 2017
- **Phase III** November 28, 2019

Preparation is Key!

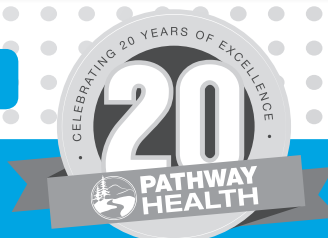
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 \$189/mo. – if publishing bi-monthly
 \$289/mo. – if publishing monthly

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* Constant Contact fees are based on your combined list size. For example, the charge is about \$17/month for lists totaling up to 500 email addresses OR \$35/month for lists totaling up to 2,500 email addresses.

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HealthDirect is a division of Kinney Drugs, an employee owned company with more than 110 years of retail pharmacy experience. For the last 50+ years, HealthDirect has been dedicated to meeting the unique pharmacy needs of those who reside in long-term care facilities and supporting the staff members that provide their daily care. By living up to our promises, we have earned a reputation for expert-level pharmacy services and outstanding customer relations.

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MattBoyle@hdrxservices.com



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Pressure Injury Staging - New NPUAP Terminology and Definitions

October 12, 2016



**Nancy Morgan, RN, BSN, MBA, WOC,
WCC, DWC, OMS**

Wound Care Education Institute

Overview

- Identify stages of pressure injuries according to the 2016 National Pressure Ulcer Advisory Panel Staging guidelines
- Describe four tissue types associated with pressure ulcers
- List external factors related to pressure injury development

1 CEU will be provided by Wound Care Education Institute®
<http://www.wcei.net/CME-CE>

Peristomal Skin Complications

November 9, 2016



**Joy Hooper, RN, BSN, CWOCN,
OMS, WCC**

Wound Care Education Institute

Overview

- Identify clinical characteristics of 3 or more peri-stomal skin complications
- Choose treatment plans for peri-stomal skin complications based upon etiology and clinical characteristics

1 CEU will be provided by Wound Care Education Institute®
<http://www.wcei.net/CME-CE>

Treating Chronic Diabetic Wounds

December 14, 2016



**Nancy Morgan, RN, BSN, MBA, WOC,
WCC, DWC, OMS**

Wound Care Education Institute

Overview

- Identify 3 risk factors that lead to diabetic ulcer development
- List 3 treatment modalities that are used to successfully treat diabetic ulcers

1 CEU will be provided by Wound Care Education Institute®
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Medical Device Reprocessing Issues and Solutions

October 17, 2016

Chuck Hughes

VP Consulting Services

*1 CEU will be provided
by Crosstex/SPSmedical*



The Importance of Environmental Disinfection within the Ambulatory Care Setting

October 18, 2016

Susan Burns, BS, MT, CIC, VA-BC™

Medical Science Liaison

*1 CEU will be provided
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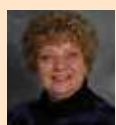
Soap: The Science Behind It, the Changing Regulatory Landscape Ahead, Tools and Tips For Selecting a Hand Soap That's Right For Your Practice/Facility

October 19, 2016

Megan J. DiGiorgio MSN, RN, CIC

Clinical Specialist

*1 CEU will be provided
by GOJO Industries, Inc.*



Weighing Rigid Containers Against Sterilization Wrap in the War on Infections

October 20, 2016

Peggy Pinz Leubbert, MS, MT(ASCP), CIC, CHSP

Consulting Educator

*1 CEU will be provided
by Halyard Health*



Needlestick Injury Prevention: Strategies to Protect the Staff From Infection and to Keep the Practice Compliant to Regulatory Requirements

October 21, 2016

Elise M. Handleman, RN, BSN, Med

Occupational and Environmental Health Consultant

*1 CEU will be provided
by BD*

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A close-up photograph of a healthcare professional, likely a nurse or doctor, with dark hair tied back. She is wearing teal scrubs and a stethoscope. She is looking down at a tablet computer she is holding with both hands, using her right index finger to touch the screen. The background is a blurred clinical setting with computer monitors.

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Section A		Identification Information	
A0050. Type of Record			
Enter Code <input type="checkbox"/>	1. Add new record → Continue to A0100, Facility Provider Numbers 2. Modify existing record → Continue to A0100, Facility Provider Numbers 3. Inactivate existing record → Skip to X0150, Type of Provider		
A0100. Facility Provider Numbers			
<input type="checkbox"/>	A. National Provider Identification Number:		
<input type="checkbox"/>	B. CMS Certification Number (CCN):		
<input type="checkbox"/>	C. State Provider Number:		
A0200. Type of Provider			
Enter Code <input type="checkbox"/>	Type of provider		
	1. Nursing home (SNF/NF)		
	2. Swing Bed		
A0310. Type of Assessment			
Enter Code <input type="checkbox"/>	A. Federal OBRA Reassessment		
	01. Admission assessment (required by day 14)		
	02. Quarterly review assessment		
	03. Annual assessment		
	04. Significant change in status assessment		
	05. Significant correction to prior comprehensive assessment		
	06. Significant correction to prior quarterly assessment		
	99. None of the above		
Enter Code <input type="checkbox"/>	B. PPS Assessment		
	01. Start of therapy assessment		
	02. End of therapy assessment		
	03. Both Start and End of therapy assessment		
	04. Change of therapy assessment		
	05. No assessment required		
	06. Not PPS Assessment		
	99. None of the above		
Enter Code <input type="checkbox"/>	C. PPS Other Medicare Required Assessment - Other		
	0. No		
	1. Start of therapy assessment		
	2. End of therapy assessment		
	3. Both Start and End of therapy assessment		
	4. Change of therapy assessment		
Enter Code <input type="checkbox"/>	D. Is this a Swing Bed?		
	0. No		
	1. Yes		
Enter Code <input type="checkbox"/>	E. Is this assessment the first assessment (OBRA, Scheduled PPS, or Discharge) since the most recent admission/entry or reentry?		
	0. No		
	1. Yes		

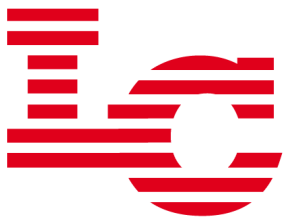
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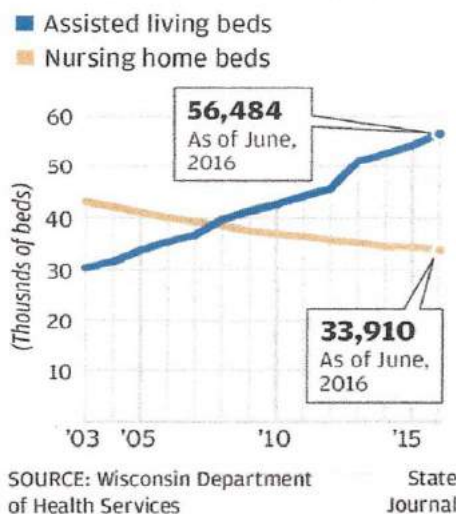
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2018 SENIORS HOUSING TRENDS



Assisted living growth

The number of assisted living beds in Wisconsin has grown steadily since 2003 as the number of nursing home beds has declined.



The Seniors Housing market continues to attract strong investor interest here in Wisconsin and across the country. According to the National Multifamily Housing Council (NMHC), the number of seniors over the age of 75 will increase by 3.2 percent per year, from around 19 million to 26 million by 2025. More importantly, the number of individuals living in seniors housing is projected to increase from 1.7 million to 2.2 million residents in that same time frame.

Demand for seniors housing remains strong, with national occupancies in the high 80's and approaching 90%, despite significant new development according to the National Investment Center for Seniors Housing & Care (NIC). And as the need for seniors housing continues its ascent, rents will follow. Genworth Financial reports that the national median costs in a private pay community is now \$3,750 per month. Median costs for semi-private SNF rooms hit \$7,148 per month while private rooms reached \$8,121 per month nationally.

Property sales transaction volume was strong the last several years and is expected to continue into 2018. As long as we continue to project desirable demographic trends and solid investment returns not seen in other commercial real estate asset types, this can be expected to continue. Of the three major seniors housing property types, assisted living and independent living will generally have lower Cap Rates due not only to an increased amount of revenue related to the real estate as opposed to services and due to having less budgetary issues associated with more private pay revenue. Many Mom-and-pop owners see opportunity to exit the business while prices are still solid and interest rates remain mostly stable.

Trending Now

1. MCO Rate Cuts
2. Labor Shortages
3. Wage Pressures
4. Overbuilding Concerns
5. Employee Retention
6. Outcome-based Reimbursement
7. All Day Dining

2018 should be another banner year for all property types including skilled nursing homes, despite some gloom and doom predictions. We have heard that because SNF's are the most labor and operationally intensive; that it relies too much on governmental funding; that it is saddled with the highest level of governmental oversight and regulations; and that it is the type with the oldest average age of its real estate. Despite everything, operators have seen increased cash flows of late as they learn to adapt to new Medicare payment models. Buyer demand remains strong for skilled nursing facilities.

While labor costs continue to rise, there is even more pressure for senior living operators to seek out additional revenue streams, with ancillary services playing an ever expanding role. These additional amenities and clinical services include everything from massage therapy and salons to dermatology and X-rays, administered on site in an effort to serve residents as completely as possible while keeping revenues in-house.

Lenders are readily available and are competing for senior living business. There is no shortage of lenders ready to talk. They have some concerns such as the potential of rising interest rates, pointing out that Cap Rates will follow. Lenders love certainty and have become more and more comfortable with Seniors Housing's ability to generate solid profitability when managed well.

2Q17 NIC MAP Market Fundamentals

	Seniors Housing*			Nursing Care
	Overall	Majority IL	Majority AL	Majority NC
	Market Fundamentals 2Q17			
Occupancy	88.8%	90.6%	86.5%	86.5%
Annual Rent Growth	3.4%	3.5%	3.3%	2.6%
Annual Absorption	3.0%	2.0%	4.3%	-0.6%
Annual Inventory Growth	3.9%	2.5%	5.9%	0.1%
Construction vs. Inventory	5.8%	3.9%	8.2%	0.7%
Rolling 4-Quarter Starts vs. Inventory	3.1%	2.0%	4.7%	0.2%

*Overall Seniors Housing combines Majority IL and Majority AL Properties

Source: NIC MAP® Data Service

DID YOU KNOW?

Since the end of 2015, Milwaukee, Ozaukee, Waukesha and Washington Counties have seen 900 new senior living units enter the market...

Seniors Housing properties are the only commercial RE asset class that experienced positive rent growth during the Great Recession...

Seniors Housing rent growth has exceeded that of other commercial RE property types over the past several years...

Falls involving alcohol killed more than 400 Wisconsin senior citizens in 2016...

DHS reports a worsening trend from 2010-2016 with 2,266 Wisconsin seniors reported dying from alcohol-attributed falls...

The National Taxpayers Union reports that as much as 60% of taxable property in the US is overtaxed...

- **Specializing in Seniors Housing since 1992**
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- **Confidentiality ensured for 25 years**

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Size: 200 SNF Beds

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- Facility was Generating a Loss at Close
- Racine Metro Statistical Area (MSA)
- Excellent Medicare and Private Pay Census
- Purpose-built in 1986

To access the seniors housing market, contact the market leader.

Ray Giannini | Senior Vice President Investments

Director - National Seniors Housing Group

O: (262) 364 - 1920 | M: (414) 750 - 9336

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IN 2015

Senior Living Real Estate & Finance Specialists

Ziegler's Corporate Finance team is focused on delivering best-in-class advisory and financing solutions for companies and organizations across Wisconsin. In our core practice areas of nursing homes, assisted living, CCRC, hospice, and home healthcare providers, Ziegler is one of the most active M&A firms offering innovative sell-side, buy-side, recapitalization, restructuring, and strategic partnering services. In addition, our FHA/HUD lending practice is dedicated to providing fixed-rate, non-recourse financing options to the senior living industry.

* Number of middle market healthcare transactions (valued at less than \$100M) in 2015. Based on full credit given to financial advisors for healthcare M&A transactions completed nationally. Rankings and amounts through Thomson Financial Securities Data as of 3/7/16.

OUR SERVICES

- Facility Sales
- Sale-Leasebacks
- Strategic Advisory & Valuations
- Refinancing
- FHA/HUD Approved Mortgage Lender

OUR CLIENTS

- Nursing Homes
- CBRFs/RCACs
- CCRCs
- Hospice Care Providers
- Home Healthcare Providers

NICK GLAISNER

SENIOR VICE PRESIDENT
877 245 5840
nglaisner@ziegler.com

735 North Water Street
Suite 1000
Milwaukee, WI 53202



Greenfield Rehabilitation Agency

Leading the Way in Rehabilitation for 50 years!

Your performance is driven by how effective your rehab partner is. Greenfield Rehab strives to optimize performance and set your facility apart in the community. Our expertise in regulatory compliance and commitment to consistent communication ensures that you can achieve your goals.



Benefits of a Partnership

Greenfield Rehabilitation Agency has been achieving outstanding therapy outcomes with our patients while ensuring exceptional customer service and communication with our partners. Our commitment to providing the essential training and education needed to stay on the leading edge of regulations and clinical advancements sets us apart from other providers.

We create a dynamic therapy presence in your center to enhance your presence in your community. Through demonstrated patient outcomes, we can promote the tangible gains made while rehabilitating at your center. In addition, our commitment to marketing allows us to partner with you to ensure the community and important referral sources can see the exceptional outcomes we can achieve.

Contact us today to set up an appointment with Kate Brewer, PT, MBA, GCS, RAC-CT, President to find out the benefits of partnership with a company focused on your success.

KBrewer@grawi.com or 1-800-704-GRAI (4724) ext 217.

Contact Us

Kate Brewer, PT, MBA, GCS, RAC-CT

President & Owner

kbrewer@grawi.com

Office: 414-327-6603 x 217

Cell: 414-534-0100

OR

Rich Bagin

Director of Business Development

rbagin@grawi.com

Cell: 262-409-8585



**Greenfield
Rehabilitation Agency**

Leading the Way in Rehabilitation Services

Leading the way in Rehabilitation Services for 50 years!

A Wisconsin Company



MJ*care*^{inc.}
ESTD 1977 Professional Rehabilitation
& Health Services

Experience Matters

Long-Term Care



Excellence in contract therapy services has never been more challenging. MJ Care makes it happen for you.



Experience **Matters**

MJ Care has provided fully customized contract therapy, administration, and consulting services for healthcare facilities for nearly forty years. We design customized programs to provide exactly the therapy, administrative, and marketing services required to make your operation perform and meet or exceed your clinical and financial goals.

It's all about **the patient**

One must never get too far away from this fundamental truth. Professional, compassionate care is at the core of everything we do. MJ Care was founded by a Christian Physical Therapist, Mary Van Lare, whose integrity and vision of excellence continues to inspire the company, both through her active leadership and her legacy of service.

(866) MJCARE1
information@mjcare.com

MJCare.com

The Best Therapists

It's the therapist who must deliver the best care possible, and we believe quality of care must also be delivered with sincere compassion for the patient.

We recruit and retain the physical, occupational, and speech therapists that everyone wants to have as part of their organization. They stay with us, because this is a therapist-led company, and they appreciate the clear vision, the unsurpassed training, and the smooth-running systems.

Our therapists accept the importance of following billing regulations for reimbursement, and we provide the technological infrastructure and streamlined documentation that helps them to stay on top of these procedures without losing focus on quality of care. They attend to evolving patient needs, and this leads to new programs that result in higher caseloads.

MJ Care Administers Your Therapy Program **To Achieve Excellence**

MJ Care's consultants are expert in relevant disciplines, so they collaborate to provide continuous and comprehensive training and support for therapists. Our staff development and training programs are created by nationally-recognized professionals.

To manage the staff and all daily clinical operations within the department, MJ Care provides an on-site and fully-dedicated Rehab Director. Clinical and operational support is provided by a Regional Director who visits regularly and maintains consistent contact with Nursing and Administration. A Rehab Tech manages the clinic office to assure maximum quality time for therapists to treat patients.

Survey compliance is a top priority, including measurement of physical, psychological and psychosocial functioning of all Medicare and Medicaid patients using the Long-Term Care Minimum Data Set (MDS). All patients are screened for therapy needs. Specially designed programs are used to address the Health Care Financing Administration's 24 Nursing Home Quality Indicators, including therapy programs centered on ADL function, range-of-motion, dining, fall prevention, dementia, and mobility.

Outpatient therapy programs often need targeted marketing campaigns in order to reach their growth potential. MJ Care has extensive experience expanding therapy programs in continuing care communities. We can collaborate with you to plan communication efforts directed to referral sources and residents in the community, as well as residents of your independent and assisted living apartments. Such campaigns may include direct mail, newspaper advertisements, brochures, and special events.



How We Consult With You to **Raise Your Therapy Program to New Levels of Excellence**

Following are some of the ways our consultants apply their seasoned judgment to help your facility achieve its aspirations:

Conduct rehab and Medicare audits to review clinical, documentation, coding, billing and operational issues that may dramatically impact your ability to optimize reimbursement and meet survey requirements.

Work with therapy and restorative nursing to design individualized functional maintenance programs that meet Medicare and Medicaid criteria for skilled nursing services.

Create clinical dementia and restorative nursing programs that capture reimbursable patient treatment accurately and also positively impact your survey process.

Enhance traditional PT, OT, and Speech Therapy programs by adding cognitive treatment that opens up new opportunities to enhance residents' quality of life and creates additional facility revenue sources.

Make recommendations to address the rehab needs of your long-term population through caseload development and appropriate Medicare Part B utilization.

Determine potential increases in the Medicaid case mix index reimbursement for restorative nursing and therapy programs.

Complete an operational review to identify opportunities or threats to the success and stability of your community and create a success plan for the future.



The Story of MJ Care

The story began in 1977 when the founder of MJ Care, Mary Van Lare, Physical Therapist, determined to build a therapy practice based on bringing hope and joy into each treatment, while achieving outstanding patient outcomes. That ideal remains central to the business over three decades later.

MJ Care stands for an exceptionally positive experience every time—one that clients want to tell others about. As a company, recruiting and training remarkable, talented staff who can achieve this result is imperative.

The company has grown rapidly as our professional, caring, and encouraging approach has attracted more and more healthcare providers, who appreciate the difference we make in the lives of their clients. Our customer base continues to grow throughout the Midwest and beyond, as we hold to our simple philosophy, while putting the latest methods and technologies to work.

Today, MJ Care is leading the way in values-driven rehabilitation, school billing services and staffing solutions. Our vision is one of excellence, leadership, and growth, even in times of dynamic change in the healthcare and insurance industries.



The Values That Guide MJ Care

The experience gained by MJ Care across generations has earned increasing levels of trust, because everything we do is guided by a special set of values. The way we put these values into practice is what makes MJ Care unique:

Respect – Treating our customers and associates with courtesy, consideration, and appreciation at all times, under all circumstances.

Integrity – A workplace in which the highest standards of ethics and honesty are adhered to at all times and without exception. Doing the right thing even when no one is watching.

Innovation – An atmosphere where new and creative ideas are supported and encouraged by management, associates and staff. An environment where associates are empowered to creatively solve problems and deliver excellent Health Care Services.

Service Excellence – A commitment to providing our customers with the highest caliber of service in all areas of MJ Care's operations.

Quality – Providing services that fulfills the needs of our customers and consistently meets the highest standards of efficiency, effectiveness and compliance.

Education – Providing seminars and continuous education for our associates that fulfills the needs of our clients, associates and consistently meets the highest standards of the industry.



Who Will You Trust With Your Therapy Program?

We offer a free on-site assessment of your operation so you can better understand opportunities for improvement, including clinical enhancements and revenue capture, and what sort of implementation schedule is possible. To take advantage of this free offer—or to get more information about how we might help—contact Jane Beisser, Vice President of Long-Term Care, at:



(866) MJCARE1
information@mjcare.com
MJCare.com

Experience Matters



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Why Should You Use RehabCare for Therapy Services?

Reimbursement

- **PRODUCTIVITY** – we cap our charges at each RUG level threshold vs. paying your therapists for minutes you cannot bill
- **EFFICIENCY** – you only pay for productive/billable minutes vs. your therapists' time on premises
- Increased RUG profile
- We assume reimbursement risk and indemnify rehab charges

Therapists

- **RECRUITING** – RehabCare's network of local/national recruiters hires 2,000+ therapists/year
- **STAFFING** – no more struggle with filling vacancies and covering PTO with expensive PRN staff

Cash Flow

- Our 30-day terms save cash vs. paying your employees weekly or bi-monthly

Expertise

- **TECHNOLOGY** – handheld computer documentation and compliance tools
- On-site Program Director
- Comprehensive, individualized treatment programs

About RehabCare

With 30 years experience in the field, RehabCare is the leading national provider of rehabilitation services, including physical, occupational and speech-language therapies.

We are the premier provider of rehab throughout the full continuum of care, including long-term acute care hospitals, nursing and rehabilitation centers, inpatient acute rehab units, independent rehabilitation facilities and hospice and home care locations.

Our network enables you to access best practices and geographic market knowledge that will take your rehab department to the next level. We are a trusted industry expert, and a true strategic partner. And at RehabCare, we are passionate about recovery: working to improve patient outcomes and quality of life.

Visit us at: www.rehabcare.com

To learn more about how RehabCare can optimize the performance of your rehab department, contact:

Renee' Flis

Director, Business Development
414.378.1280 mobile
Renee.Flis@rehabcare.com





Serving the Respiratory and Wound Care Needs of the Long Term Care Community

800-232-0706



A System for Every Bathing Need



Advantage™ Seated Bathing System with Rapid Fill™ Reservoir



Advantage™ Bathing System:
Base Model with lock-in chair



Essence™ Spa Side-Entry
Bathing System

Bathing Systems for the Continuum of Care with Cost-Effective, Modular Architectures to Meet Your Needs

- Featuring the Remedy® Germicidal UV water purification system, clinically proven to dramatically lower infection rates
- FDA Class II medical whirlpool system provides true hydrotherapy
- With its modular architecture and competitive prices, Apollo can configure a spa to meet your needs and budget
- Industry leading reliability and clinically impactful feature set provide the highest possible Return on Investment



A Range of Color Panel Options to Complement Any Spa Room Design

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For skin care products, equipment care and cleaning solutions, replacement parts, The Shield™ Splash Guard, and more!

Click Here to
Shop Online

Contact Julie Tindal, Regional Sales Manager, for more information, to schedule an on-site demonstration, or to request a quote

Committed to High-Quality, Exceptional Service, and Continual Innovation

			
Advantage™ with Internal Bathing Chair Outstanding system for "Aging in Place." Accommodates both ambulatory and non-ambulatory residents, and allows you to add features as needed.	Advantage™ with Level Glide™ Transfer System Increases resident comfort and safety and reduces the number of transfers. Integrated scale allows resident weight to be recorded during bath preparation.	Advantage™ with Rapid Fill™ Reservoir Most efficient bathing system available. Provides exceptional bathing efficiency and resident comfort, as well as outstanding return on investment.	Essence™ Spa Side-Entry Bathing System Side entry bathing system that provides a spa-like bathing experience. Perfect for ambulatory and weight bearing residents. Earth-Tone Granite color option also available.

APOLLO BATHING SYSTEM OFFERINGS INCLUDE:

Advantage™ Modular Seated Bathing System

- Remedy® Ultraviolet Water Purifier
- Air Spa
- Whirlpool (FDA Class II medical device for hydrotherapy)
- Level Glide Transfer System
- Digital Weigh Scale
- Rapid Fill Reservoir

Essence™ Spa Side-Entry Bathing System

- Remedy® Ultraviolet Water Purifier
- Air Spa
- Whirlpool (FDA Class II medical device for hydrotherapy)
- Configurable to a variety of installation environments
- Earth-Tone Granite color with Brushed Nickel Fixtures option now available

Only Apollo offers an FDA-Approved Germicidal UV water purification system



Clinically Proven to Reduce:

- UTI's by 50%
- Respiratory Infections by 35%

Contact your Apollo Representative, Julie Tindal, for more information or to schedule a free on-site demonstration.

Julie Tindal, Regional Sales Manager
Cell: 715.410.2555
E-mail: jtindal@apollobath.com



Quality Control



US & Canada Safety & Plumbing Standards



US Medical Device
 Certification & Compliance



Electrical Safety/Standards

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450 Main Street, Somerset, WI 54025

Phone: 715.247.5625

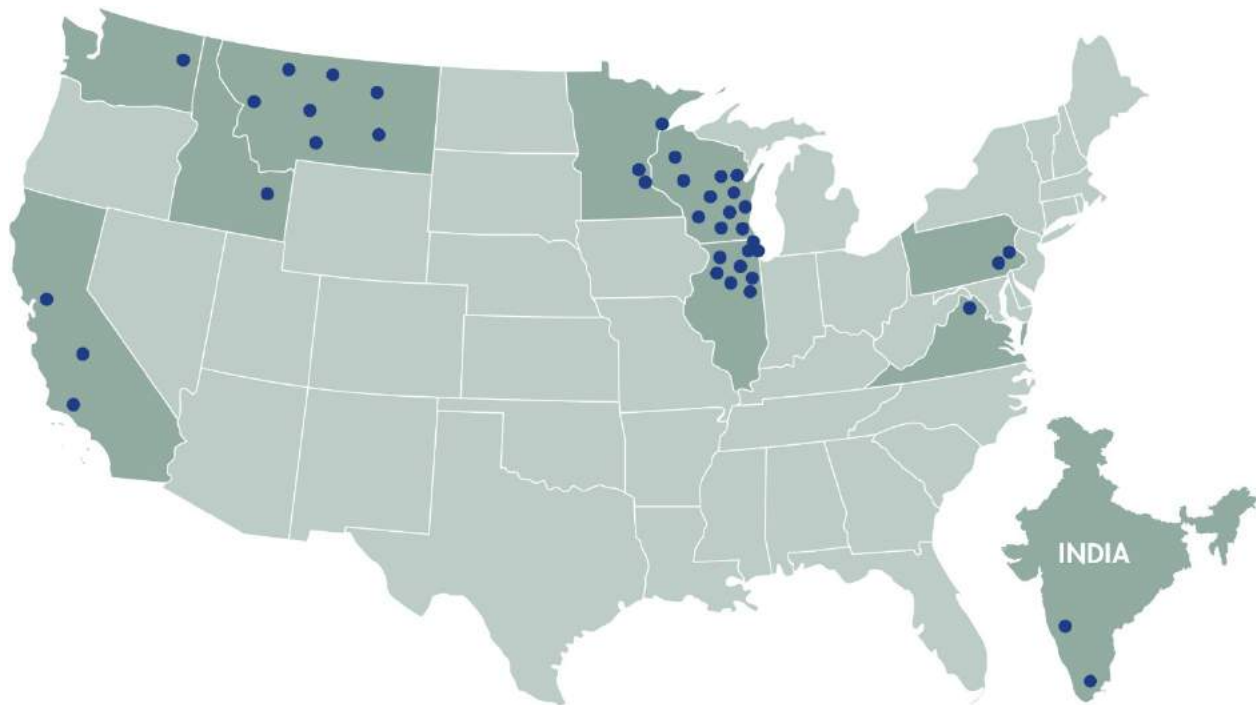
Fax: 715.247.3424

Professional Senior Living Services



WIPFLI^{LLP}
CPAs and Consultants
HEALTH CARE PRACTICE

With more than 1,700 associates, 37 offices in the United States and two offices in India, Wipfli LLP (Wipfli) ranks among the top 20 accounting and business consulting firms in the nation. For over 86 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow.



To fulfill the needs of our diverse client base, Wipfli has grown into a multidiscipline professional services firm. Services include a wide range of financial and operational consulting services, and the firm has created specialized industry and business unit practices including:

Industry Groups

- Health Care
- Nonprofit and Governmental
- Manufacturing and Distribution
- Financial Institutions
- Construction and Real Estate

Business Unit Practices

- Audit and Accounting
- Tax
- Information Technology
- Human Resources
- Retirement Plan Services

Our Health Care Services

- Wipfli's health care industry group has deep experience in the market. We have over 1,700 health care clients, including hospitals, nursing homes, assisted living organizations, and physician practices in 48 states and 100 health care professionals, including 17 partners. Our industry-focused approach means that we are continually refining our understanding of emerging health care industry issues, leading practices, and developing trends to provide well-informed and practical advice for clients in the health care industry.
- We have deep industry knowledge in the senior living industry, and Wipfli senior living professionals includes CPAs, licensed nursing home administrators, RNs, senior living market analysts, and nursing home billing specialists. These professionals serve nursing home clients in Wisconsin, Minnesota, Michigan, Washington, Idaho, and Oregon as well as throughout the rest of the nation. As a result, we are familiar with the unique nursing home reimbursement and operational environments in the states, in which your facility operates as well as throughout the rest of the nation.
- Wipfli sponsors regional conferences on issues that are important to health care providers. In addition, we lead training and educational sessions and present webinars for industry groups at both the regional and national levels, at state and national senior living associations, the American Institute of Certified Public Accountants, Health Care Financial Management Association, National Rural Health Association, and the National CPA Health Care Advisors Association. Through our active involvement in state, regional, and national associations, we provide education and training to thousands of senior living leaders and professionals annually on a wide variety of topics.
- In addition, our health care professionals and the firm maintain memberships in a variety of professional associations including the American Institute of Certified Public Accountants, state societies and institutes of certified public accountants, Healthcare Financial Management Association, state hospital and nursing home associations, the National CPA Health Care Advisors Association, Medical Group Management Association, National Rural Health Association, National Association of Rural Health Clinics, and other health care associations.
- We provide value-added observations and recommendations related to accounting processes, practices, and internal controls as part of our audit process. In addition, Wipfli's health care and senior living experts are available as an extension to your internal teams as you grow and enhance your financial performance. Following are just a few examples of the value-added services available to the facility through Wipfli's comprehensive industry-focused experts.

FIRM PROFILE AND CAPABILITIES

- **Tax Services.** Wipfli has invested tremendous resources in building a team of experienced, creative tax specialists. We believe we have assembled a group of individuals with unsurpassed tax talent who live and work in the area. These individuals include former Big Four partners, seasoned senior managers, experienced National Tax veterans, former revenue agents, and tax attorneys.
- **Audit Services.** We pride ourselves on utilizing deep industry expertise to provide value-added, efficient, and affordable audit services to our health care clients. Our auditors are industry specialists who understand the unique needs and challenges of senior living organizations. We also understand the importance of staff consistency on engagements. These factors result in highly satisfied audit clients who build long-term relationships with our staff.
- **Accounting and Small Business.** Recruiting, retaining, and educating a comprehensive internal staff for accounting, human resources, information technology needs of a small business can be challenging and cost-prohibitive. Wipfli's has a complete team of professionals who are available to add resources to our client's existing capabilities or to serve as an affordable and cost-effective outsourcing solution.
- **Clinical and Operational.** Our team includes clinical and operational experts led by a nationally recognized leader in the nursing home profession. This clinical and operational team of experts provide a diverse set of services ranging from ICD-10 training, MDS coding analysis, mock surveys for regulatory compliance, and staffing and operations assessments.
- **Market Analysis.** Wipfli's senior living market analysis and strategic planning team assists senior living organizations in adapting their services to the changing landscape. This team conducts comprehensive strategic planning engagements, nursing home bed need analysis, and assisted living, independent living, and home health market assessments.
- **Reimbursement.** Our reimbursement experts complete and/or review Medicare and Medicaid cost reports for accuracy and optimization based on the reimbursement environment within each state.
- **Risk Advisory.** Our risk advisory team helps our health care clients ensure the confidentiality, integrity, and availability of protected health information (PHI), including the electronic devices and systems that are used with this information under the Health Insurance Portability and Accountability Act (HIPAA) and by utilizing HITRUST Common Security Framework (CSF) in executing comprehensive security assessments.
- **Information Technology.** Our information technology analysts help clients maximize their information technology investments through network development and support services, conducting information technology environment audits, and helping with software selection and project management for major system implementations.
- **Benchmarking.** Through our proprietary database of nursing home Medicare cost reports, which includes all nursing homes in the nation, we can provide a benchmarking analysis for each facility. This analysis will compare key revenue and cost indicators to state, regional, and national benchmarks.

We're Hot & We Deliver.

We've got the hottest boiler room products
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We specialize in **high-efficiency** technology including **hydronic and steam BOILERS** from the best manufacturers. When it comes to making water **HOT**, whatever you need, we've got it!



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- announced through an **email** campaign to your email marketing list; and
- sent to you as a **print**-ready PDF for use as a handout or mail insert.

You decide how often you’d like to publish – quarterly, bi-monthly, or monthly.



We build each issue using professionally written content. And you always have the option of adding an article or two of your own.

Your costs for a program serving a single organization in one metropolitan market:

Set up and configuration, including: custom branding your eNews website, email template and program set-up; and print template design (one-time charge): **\$495**

Monthly service charge, inclusive of all three formats, with the exception of Constant Contact email platform charges*:
\$149/mo. – if publishing quarterly
\$189/mo. – if publishing bi-monthly
\$289/mo. – if publishing monthly

Add client-furnished article and photo: **\$75 first article; \$25 each add'l article**

* Constant Contact fees are based on your combined list size. For example, the charge is about \$17/month for lists totaling up to 500 email addresses OR \$35/month for lists totaling up to 2,500 email addresses.



d/b/a of Gordian Medical Inc.



To provide the best wound care solutions for each facility... one resident at a time.

AMERICAN MEDICAL TECHNOLOGIES, AMT, is the leading independent provider of wound care solutions for Long Term Care facilities in the United States. We have been providing quality wound care programs since 1994 and currently service residents in over 4,600 facilities nationwide. Our wound care program is designed to help your facility and staff in four key ways:

- + Enhance the quality of resident care.
- + Increase educational resources available to your staff.
- + Reduce wound care related costs for your facility.
- + Assist with mandatory CMS documentation.

AMT is a member of the National Pressure Ulcer Advisory Panel, NPUAP, in addition to many other state and national organizations. We are a fully accredited and Participating Durable Medical Equipment, Prosthetic, Orthotic and Supplies Medicare Part-B Supplier. As part of our commitment to excellence in Nursing Home Care, AMT has long been an active champion of the Advancing Excellence in America's Nursing Homes campaign.

Education

All good clinical care starts with proper education and training. By partnering with AMT, staff is trained to meet the CMS DME POS supplier standards.

- + Provide clinical, regulatory and documentation education to facility staff related to wound care products.
- + Provide ongoing education tailored to each facility's needs.
- + Offer education to ensure proper product utilization.
- + Trusted education advisor for each facility.
- + Tele-education program provides on demand education and access to wound care literature and standards of care.

Clinical Expertise

Nationally, wound issues in long term care facilities are one of the most cited deficiencies by state surveyors. Our licensed Clinical Specialists work closely with your staff.

- + Monitor proper utilization and compliance with wound care products.
- + Licensed healthcare providers with expertise in wound care.
- + Decrease the risk of state infractions.
- + Less paperwork for your staff means more time for resident care.
- + More than 2,000 collective years of clinical experience you can trust.
- + Proprietary tracking software provides essential Medicare documentation.
- + Tablets provide live support for your wound care product needs.

Wound Care Products

AMT is able to access a wide array of products to meet the specific needs of residents.

- + Work with most major manufacturers.
- + Ensure appropriate use of dressings over a 30 day period.
- + Supply Medicare approved dressings.
- + Bill the resident's insurance directly through: Medicare Part B, Medicaid, HMO's and other primary payers.
- + AMT accepts full assignment for wound care products provided.
- + Verify insurance prior to providing products to your residents.

PROUD CHAMPION OF:



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Serving the Respiratory and Wound Care Needs of the Long Term Care Community

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MINIMUM DATA SET (MDS) - Version 3.0
RESIDENT ASSESSMENT AND CARE SCREENING
Nursing Home Comprehensive (NC) Item Set

INTERIM MDS COORDINATORS

Available

Section A		Identification Information
A0050. Type of Record		
Enter Code <input type="checkbox"/>	1. Add new record → Continue to A0100, Facility Provider Numbers 2. Modify existing record → Continue to A0100, Facility Provider Numbers 3. Inactivate existing record → Skip to X0150, Type of Provider	
A0100. Facility Provider Numbers		
	A. National Provider Identifier (NPI): <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
	B. CMS Certification Number (CCN): <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
	C. State Provider Number: <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	
A0200. Type of Provider		
Enter Code <input type="checkbox"/>	Type of provider 1. Nursing home (SNF/NF) 2. Swing Bed	
• No assignment is too short or too long: One week to several months/Full time or Part time • Experienced RN's Licensed in WI and MN with greater than 10 years MDS experience • Current AANAC RAC-CT certified • ICD-10 CM Trained		
A0310. Type of Assessment		
Enter Code <input type="text"/> <input type="text"/>	A. Federal OBRA Reassessment 01. Admission assessment (required by day 14) 02. Quarterly review assessment 03. Annual assessment 04. Significant change in status assessment 05. Significant correction to prior comprehensive assessment 06. Significant correction to prior quarterly assessment 99. None of the above	
Enter Code <input type="text"/> <input type="text"/>	B. PPS As PPS Sc 01. 5- 02. 14 03. 30 04. 60 05. 90 PPS Ur 07. Ur Not PPS Assessment 99. None of the above	
		
Your answer to clinical, operational, billing and reimbursement questions		
5343 North 118 th Court Milwaukee WI 53225		
Enter Code <input type="checkbox"/>	C. PPS Other Medicare Required Assessment - OMRA 0. No 1. Start of therapy assessment 2. End of therapy assessment 3. Both Start and End of therapy assessment 4. Change of therapy assessment	
Enter Code <input type="checkbox"/>	D. Is this a Swing Bed 0. No 1. Yes	
Enter Code <input type="checkbox"/>	E. Is this assessment the first assessment (OBRA, Scheduled PPS, or Discharge) since the most recent admission/entry or reentry? 0. No 1. Yes	
A0310 continued on next page		