



CONNECTICUT ASSOCIATION FOR
HEALTHCARE AT HOME SM

Home Health and Hospice

Financial Managers Summit

Effective Financial Management & Tools

Thursday, June 2, 2022

**Location: Connecticut Hospital Association Building,
110 Barnes Road, Wallingford, CT 06492**

9:00am – 4:00pm

Registration starts at 8:30am

*****Light breakfast (granola bars, yogurts) and Boxed Lunch Included**



Program Description:

This is the “must attend” Summit for home health and hospice agency owners, CEOs, CFOs, Administrators and Compliance professions. Don't miss the Association's premier Summit to gain understanding of strategies for improving your agency's financial performance while receiving insight into the latest federal and state healthcare regulatory changes that will impact your agency now and into the future. Attend as a leadership team and receive a deep discount on your group registration!

Program Objectives:

- Understand the federal financial payment reform landscape, stay ahead of industry changes to compete, and successfully manage cash flow in new reimbursement arrangements including value-based purchasing.
- Calculate your gross margin by payer, discipline and program through solid revenue cycle management.
- Understand the relationship between productivity and break-even.
- Learn concepts and tools that will assist in more effective management of the business.

Presenters:

Rich Corcoran, Principal of Rich Corcoran Consulting, CPA, CHCE, CVA, CGMA

Corcoran Consulting Group founder and CEO Rich Corcoran has tackled the challenges of home health, hospice and home care organizations many times over. His lengthy career in finance, operations and technology includes 16 years as Chief Business Officer and Chief Financial Officer at VNA Community Healthcare in Guilford, Conn., a \$32 million not-for-profit home health and home care agency.



Kathy Trier, Mergers/Acquisition & Leadership Consultant, MBA

Kathy Trier provides clients with leadership development, executive coaching, board development, strategic planning and operational work plan development, operational and financial analysis and customer service training. Prior to joining Rich Corcoran Consulting Group, Kathy served for 28 years as CEO for Community VNA in Attleboro, Mass.

F. Edward Nicolas, Jr., Director of Finance, Home Care; Nuvance Health (Western Connecticut Home Care), CPA

Director of Finance for Nuvance Health home care entities Western Connecticut Home Care (CT) and Health Quest Home Care (NY) since April 2020. After starting out in public accounting, he joined Visiting Nurse Services of Connecticut (VNS) in 1992 and then Hartford HealthCare at Home after VNS affiliated in 2019. He is a past presenter at regional and national conferences.





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We encourage you to attend as a leadership team!

Who Should Attend: Owners, CEOs, CFOs, Controller, Accounting Manager, COO, Senior Managers, Administrators and Compliance Professionals

Registration Fees

	Member Rate	Potential Member Rate
Attendee Registration-(First person per agency)	\$135	\$235
Additional Attendee (from same agency)	\$75	\$175
Forth Attendee (from same agency)	FREE	\$175

Registration deadline:

May 26, 2022. A \$30 late fee will be charged per person for each registration received after the deadline.

Payment/Cancellation Policy:

Payment must be made in advance of the program. Handouts and related materials will be sent to you shortly before the program to the email address you provide. Refunds will be issued for those that cancel up to three (3) days prior to the program. Cancellations made less than 3 business days, or 'no shows' will forfeit the registration fee. Cancellations must be received in writing via e-mail.

Amount Enclosed: \$ _____

W21-37

Agency _____

Address: _____ Phone: _____

Attendee Name: _____ Email _____

PAYMENT METHOD

Check (payable to the Association) VISA MasterCard American Express Discover

Cardholder's name (print) _____

Card Number _____ / _____ / _____ / _____ Exp. Date _____ CVV/Security Code: _____

Cardholder's Address: _____

Telephone _____ Email: _____

Signature: _____

Registration available through the calendar page of our website: www.cthealthcareathome.org,

(F) 203.949.0031, (T) 203.774.4941, (E) Napoli@cthealthcareathome.org or mail:

CAHCH, 110 Barnes Road, PO Box 90, Wallingford, CT 06492-0090