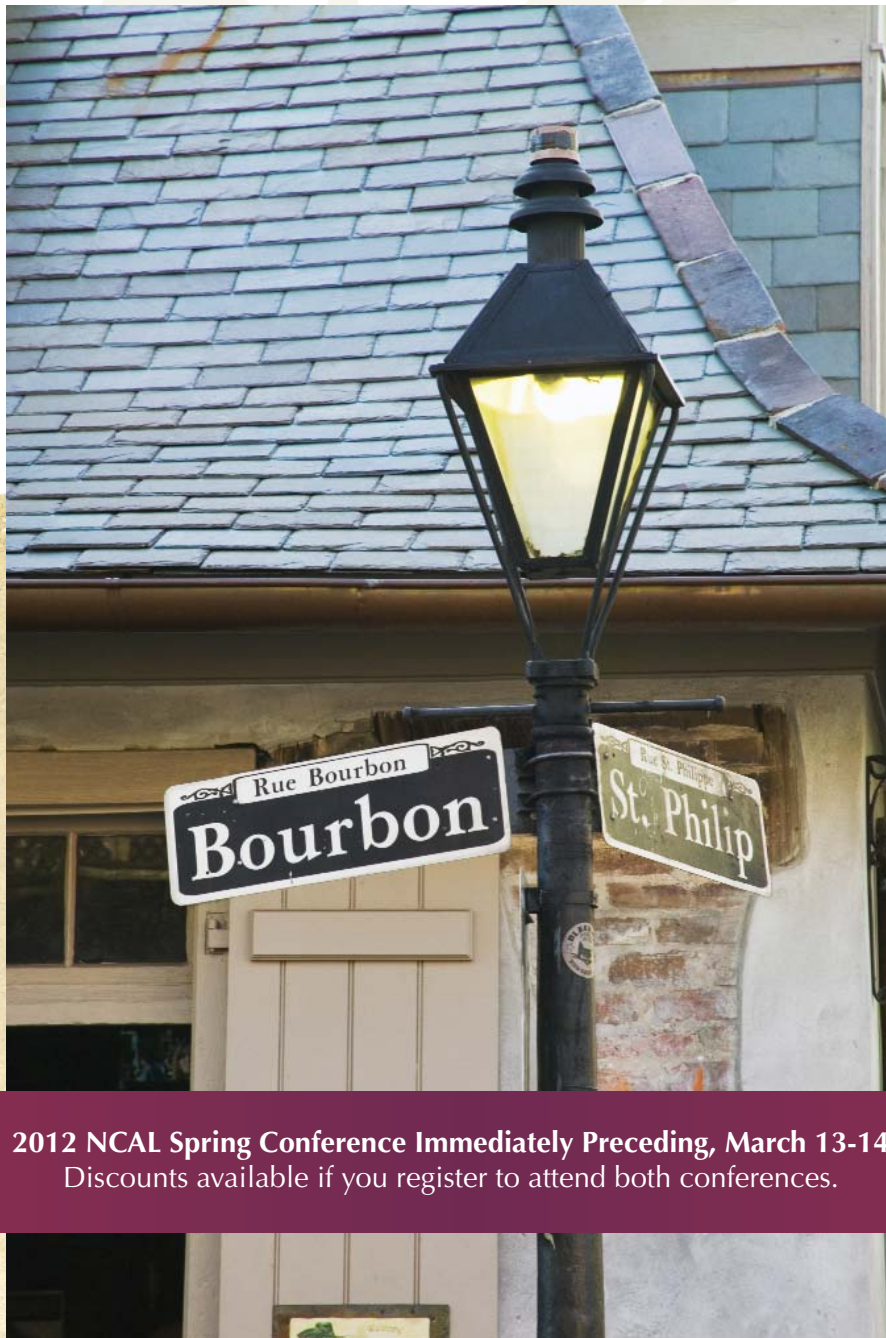


AHCA/NCAL INDEPENDENT OWNER LEADERSHIP CONFERENCE

MARCH 14-16, 2012 · ROYAL SONESTA NEW ORLEANS · NEW ORLEANS, LA



2012 NCAL Spring Conference Immediately Preceding, March 13-14
Discounts available if you register to attend both conferences.

ahca
American Health Care Association

ncal
National Center for Assisted Living

New Orleans

AHCA/NCAL INDEPENDENT OWNER LEADERSHIP CONFERENCE

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WELCOME

AHCA/NCAL is pleased to present our annual Independent Owner Leadership Conference with subject matter shaped exclusively for not for profit operators and for profit owners of skilled nursing, assisted living and developmental disability services. This conference has been designed to pinpoint the issues and challenges facing those constituencies. Educational opportunities such as these not only provide the necessary tools to bring about clear cut solutions and decisive results, but also support high levels of interaction and networking among long term care professionals. By attending this conference, you will gain a continued focus on those issues facing the long term care profession.

WHO SHOULD ATTEND

Not for profit operators and for profit owners of ten or fewer facilities providing skilled nursing, assisted living, and developmental disability services.

YOUR REGISTRATION FEE INCLUDES:

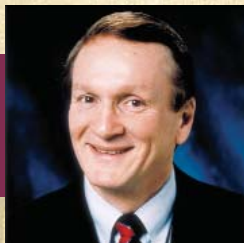
- * Daily Continental Breakfast
- * Daily Networking Luncheon
- * Daily Coffee and Networking Breaks
- * Speaker Presentations and Materials
- * Speaker and Attendee Directory
- * Opening Reception
- * Networking Dinner
- * Up to 12.75 Continuing Education Credits (CEUs)

GENERAL SESSION SPEAKERS

John Powers, Emmy Award Winner and Best-Selling Author of *Odditude. Do What You Love, Love What You Do.*

Phil Dubois, Second Best Ministries, *From Administrator to Resident: A Unique Perspective on Quality of Care*

Linda Talley, Linda Talley and Associates, Inc., *Are You a Winner or a Whiner? Thriving Under Pressure*



Speakers

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WEDNESDAY, MARCH 14, 2012

11:30am – 1:00pm

IO Key Member Training

AHCA Staff Speakers: Mary Anne Sapio, Stacie Aman, Matthew Smyth

1:30pm – 3:00pm

NCAL Spring Conference Closing Session and AHCA/NCAL IO Conference Opening Session – Passion: Do What You Love, Love What You Do

Speaker: John Powers, Emmy Award Winner and Best-Selling Author

Motivational speaker John Powers will present effective communication strategies, and creative solutions to help maintain the customer's trust in your organization.

3:00pm – 3:15pm

REFRESHMENTS WITH THE SPONSORS

3:15pm – 4:45pm

“Owner to Owner” Town Hall

Facilitator: Jeff Call, Focus & Execute

5:30pm – 7:00pm

Opening Reception

THURSDAY, MARCH 15, 2012

7:30am – 8:30am

Continental Breakfast and Registration

8:30am – 9:45am

Welcome & Quality/ Advocacy Update

Speakers: Tom Coble, IO Council, Chair; David Killo, NCAL,

Executive Director; Governor Mark Parkinson, AHCA, President & CEO; Neil Pruitt, Jr., AHCA Board of Governors, Chair

8:45am – 9:45am

Advocacy Update

Speakers: TBD

9:45am – 10:00am

AHCA/NCAL Preferred Products and Services Program

AHCA Staff Speaker: Toni Fatone

10:00am – 10:15am

REFRESHMENTS WITH THE SPONSORS

10:15am – 11:45am

Concurrent Sessions

Managed Care: A Changing Landscape

Speakers: Tom Coble, Elmbrook Management Company; Steven Gregory, AHCA

This session will explore the future of managed care, and how managed care is moving in new directions and evolving into Accountable Care Organizations (ACOs), bundled payment systems, and integrated care programs.

FINANCE TRACK – 1

The Future of Financing for Long Term Care

Speaker: Michael Hargrave, National Investment Center for the Seniors Housing & Care Industry

This session will discuss the capital sources available to the sector, current appetites and their likely strategies in the coming years. The session will also leverage insights from the NIC

MAP database to highlight current trends with regard to market fundamentals and transaction activities as well as profile select sales transactions.

NOT FOR PROFIT TRACK – 1

Building a Mission-Driven Organization

Speaker: Joanne Smikle, Smikle Training Services

Using a blended learning approach, this interactive session incorporates case studies drawn from a variety of mission-driven LTC companies.

HEALTH CARE REFORM – 1

Employer Responsibilities and Requirements Under Health Care Reform

Speaker: Nancy Taylor, Greenberg Traurig, LLP

This presentation will focus on helping owners and operators properly navigate these requirements to ensure they are best meeting their business needs, meeting the needs of their employees, and in compliance with the new health care reform law.

QUALITY TRACK – 1

Owning the Future: How IOs Can Prepare to Lead

Speakers: Chris Schmidt, Schmidt Wallace Healthcare and Timothy Case, AHCA/NCAL National Quality Award

An Independent Owner will address how his organization successfully used the Baldrige criteria, AHCA/NCAL National Quality Award, the Alabama Quality Award, and their associated educational resources as key management tools. The session

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“This conference has become a must attend for Independent Owners. Industry leaders in Finance, Quality, and Health Care Reform share valuable information about what is happening in long term care and how IOs can deliver the best care possible. The conference is an opportunity to network with IOs from across the country to learn how they are facing the latest challenges in long term care.”

—Past Attendee



will also showcase how new educational resources provide levels of facility support previously only seen within the corporate structures of large multi-facilities.

11:45am – Noon
REFRESHMENTS WITH THE SPONSORS

Noon – 1:00pm
Networking Lunch with Sponsor Recognition

1:00pm – 1:15pm
REFRESHMENTS WITH THE SPONSORS

1:15pm – 2:45pm
General Session – From Administrator to Resident: A Unique Perspective on Quality of Care

Speaker: Philip DuBois, Second Best Ministries

Philip DuBois shares how to create an environment that promotes healing, and practical aspects of person-centered care from the perspective of someone who has been on both sides.

2:45pm – 3:00pm
REFRESHMENTS WITH THE SPONSORS

3:00pm – 4:30pm
Concurrent Sessions

FINANCE TRACK – 2
What is Your Exit Strategy?

Speaker: Jason Stroiman, Evans Senior Investment

Hear an update on current activity within the Mergers and Acquisition market of Seniors Housing. Upon leaving the session, participants will have a thorough understanding of what prices are being paid for properties and how buyers are closing deals.

NOT FOR PROFIT TRACK – 2
THE GREEN HOUSE® Model – A Win-Win for Consumers and Providers

Speakers: Robert Jenkens, THE GREEN HOUSE Project; John Ponthie, Summit Health Resources

Hear a successful Green House® provider tell of his experiences in developing and operating a Green House® and learn about the following: 1) Consumer demand for Green House® based on surveys and focus group testing; 2) Financial viability of Green House® projects, including operating results, comparative business cases, and adopters' experiences; and 3) The workflow of direct-care, clinical, and leadership staff and its impact on outcomes, operational efficiency, optimal resource allocations, and worker satisfaction.

HEALTH CARE REFORM – 2
Corporate Compliance and Self-Disclosure of Overpayments in LTC
Speaker: Nathaniel Lacktman, Foley & Lardner

This presentation will highlight the following: 1) How to create and maintain an effective corporate compliance program at a senior living or nursing facility; 2) How smaller senior living or nursing facilities can implement cost-effective approaches to compliance; and 3) Hot topics under health care reform facing nursing facilities, particularly how to deal with the “60 day rule” requiring self-disclosure of identified overpayments.

OPERATIONS TRACK – 1

Accountability! Turn Limited Resources Into Results

Speaker: Liz Jazwiec, Liz, Inc.

Participants will benefit from the perspective of healthcare management and what guidance, mentoring and direction is needed from all leaders in order to achieve results even when resources are limited. Moving from thinking like a “renter” to owner and finding passion in leadership begins the discussion followed by the elimination of the victim mentality at all levels of the organization.

6:30pm – 9:00pm
Networking Dinner

FRIDAY, MARCH 16, 2012

8:00am – 9:00am
Continental Breakfast and Registration

9:00am – 10:30am
Concurrent Sessions

FINANCE TRACK – 3

Sizing Up Today's Financing Options

Speaker: Chris Urban, Ambrose Capital Group

This session will identify the various financing options (from HUD-insured mortgages to revolving lines of credit), assess financing needs and conclude with an overview of how to present a loan package to today's capital sources.

NOT FOR PROFIT TRACK – 3

Leadership: What Is Needed to Deliver Quality Care and Service?

Speaker: Mary Tellis-Nayak, MyInnerView

This session will look at leadership styles and help the participant to identify their own style of leadership/management. Participants will explore developing four behaviors which will help leaders gain support from their employees: Communication, Sharing Knowledge,

(Continued in the next column)

Providing Feedback and Walking the Talk.

OPERATIONS TRACK – 2

New Alzheimer's Diagnostic Criteria: Are You Prepared?

Speakers: Susan Gilster, Alois Alzheimer Center; Jennifer Dalessandro, Alois Alzheimer Center

This session will share information on how LTC and assisted living can address: 1) Changes in Alzheimer's Disease diagnostic criteria; 2) Re-defining success in Alzheimer's Disease; 3) Developing an effective dementia program; 4) Staff selection and preparation; 5) Working with families; and 6) Measuring success.

QUALITY TRACK – 2

Does Size Really Matter? The IO Experience

Speaker: Steven Littlehale, PointRight, Inc.

Using CMS defined outcomes, such as Survey and Certification, Five-Star, Special Focus Facilities (SFF) along with professional liability claims history, this session will review how to appropriately benchmark your performance.

10:30am – 10:45am
REFRESHMENTS WITH THE SPONSORS

10:45am – Noon

Closing General Session – Are You a Winner or a Whiner?

Thriving Under Pressure

Speaker: Linda Talley, Linda Talley and Associates, Inc.

This session will show you how to be a winner and create what you really want—whether it be in your personal or business life.

SPONSORS AS OF
NOVEMBER

