

Eli's Hospice Insider

Education :AVOID COMPLIANCE, REIMBURSEMENT PITFALLSWITH THESE EDUCATIONAL OFFERINGS

Get vital information on these topics from the comfort of your own office:

- **5Ways to Increase Your Hospice Conversion Rate. Tuesday, July 7, On Demand.** While many hospices are becoming savvier on increasing the number of referrals they get, many challenges still exist in turning those referrals into admissions. A good starting point is clear communications among all parties and the ability to provide a complex array of services quickly and effectively. Learn important tips on how to do just that from expert speaker **Barbara Gray** during a one-hour audioconference. For more information, go to www.audioeducator.com/industry_conference.php?id=1181 or call 1-800-508-2582.

- **Hospice Business Ventures: How to Seize Opportunities and Stay Compliant. Tuesday, Sept. 1, On Demand.** Hospice marketing and facility relationships can sound like great ideas that'll land you big profits -- but if you don't watch out, they could land your organization in big trouble instead. The Anti-Kickback statute, Civil Monetary Penalty Statute, Stark and the False Claims Act are filled with no-nos for your business ventures, so understanding exactly what you can -- and can't do -- to make money is absolutely critical for staying compliant. Join expert speaker and healthcare attorney **Robert W. Markette Jr., CHC**, for this one-hour audioconference to review fraud and abuse pitfalls that plague just about every organization, including situations the Office of Inspector General routinely mentions. For more information go to www.audioeducator.com/industry_conference.php?id=1349 or call 1-800-508-2582.