

NARA Fall Pre-Conference 2017
Financial Fundamentals for the Rehab Manager
October 10, 2017

Program Sponsored By:



Today's therapy managers have a great deal of responsibility from meeting budget and staying compliant to mentoring and leading therapists; this course is designed to provide managers with the fundamentals needed to understand and manage the clinical and non-clinical financial resources. We will summarize essential accounting and financial concepts and their impact on organizational resources; develop familiarity with the economic operating environment factors influencing; discuss how therapists can improve the revenue cycle process; and managing all types off resources for operational success. We will wrap up the pre-conference with a "Real World" panel discussion.

Speakers: Michael Filippo, Chief Operating Officer, Transitional Care Management
Mark McDavid, OTR, RAC-CT, Seagrove Rehab Partners

12:00 – 1:00pm **Registration and Check In**

1:00 – 1:15pm **Introductions and Settling-in**

1:15 – 2:30pm **Financial and Accounting Fundamentals for Therapy Managers (Michael Filippo)**

What is your financial leader looking at and measuring services by?

- Balance Sheets , Income Statements, Profit and Loss
- Financial Leverage
- Understanding Cash Flow
- Fixed Costs, Variable Costs, and Contribution Margins
- Operating Leverage

2:30 – 2:45pm **Break**

2:45 - 3:30pm **Getting Paid for What You Do: Billing, Denials, Write-Offs and Adjustments (Mark McDavid)**

- Impacting the Financials
- Impacting Operations and Profitability

3:30 – 4:15pm **Managing Resources: The Role of the Rehab Manager (Mark McDavid)**

- Revenue – Units per Visit, Visits per Referral, Average Revenue per Unit, etc.
- Costs – Productivity, Missed Visits, Staffing and Labor Mix, etc.
- New Payment Paradigms – Communicating their impact to our staff
- Best Practices for daily, weekly, monthly and quarterly activities
- Preparing our teams for new payment paradigms

4:15 – 5:00pm **Panel Discussion (Facilitator: Linda Riccio; Participants: Mike Filippo, Mark McDavid, Mark Sulecki, Dennis Venvertloh and Lisa Rodriguez)**

- Question and Answer
- Business challenges: what have you experienced in your setting