

NJ CHAPTER NEWS

2010 ACHCA National Award
for Best Chapter Newsletter

INSIDE THIS ISSUE:

<i>Message from the President</i>	3
<i>Private MDS Auditor/Nurse, BHL, RAC-CT 3.0</i>	4
<i>An Invitation to the White House</i>	5
<i>Vision of a Virtual Chapter ACHCA</i>	6
<i>ACHCA Membership Application</i>	7/8
<i>Virtual Chapter View NJACHCA</i>	9
<i>Awards and Scholarships</i>	10
<i>Calendar of Events</i>	11

OFFICERS & BOARD:

Michael Hotz, CNHA, FACHA
President
President@njachca.org
Helaine B. Ledany,
1st Vice President
VicePresident1@njachca.org
Janet Merly-Liranzo,
Secretary
Secretary@njachca.org
Robert Reyes,
Treasurer
Treasurer@njachca.org
James Caron,
Immediate Past President

ACHCA - NJ Chapter
c/o Jim Caron, Past President
McCarrick Care Center
15 Dellwood Lane
Somerset, NJ 08873
info@njachca.org

MEMBERS AT LARGE:

Norda Bellantoni, CNHA, CALA, CAS
James Berg, CNHA, CALA
Tom Bejgrowicz
Sister Norah Clarke
Sister Lucille Durso
Barbara Fels, CNHA
Chris Masterson
Roberto Muniz
Deborah Petersen
Jeanine Reilly
Kate Richardson

WEBMASTER
Kris Pancoast

HEALTH CARE ASSOCIATION OF NEW JERSEY PLANNING FOR 2011

By Paul Langevin, Jr. - President HCANJ

As we ready ourselves for 2011, there is a lot of uncertainty about what we are facing vis-à-vis revenue, the regulatory environment, and the effect of national health care reform on our business and service model, to name just a few. Uncertainty in business is the worst of all worlds. The worst case is that you don't know any of the economic parameters of the coming year and your educated guess is exactly what doesn't happen. Then you have lost business opportunity and your competition - the guy who made the right guess - pushes that much further ahead of you in the race to the top.

I certainly don't have a crystal ball, but in this month's discussion I'll try and share my thoughts on what's likely in 2011.

First, nursing home reimbursement will definitely move to the case mix model that is currently required by state law in the SFY 2011 budget language. Granted, we did not have the new system rates as of December 1st and planning your budget for 2011 is tough to do without knowing where you stand. Each provider is in the best position to trend their case mix intensity so you should be able to predict the direction of your rate change. Also, best case/worst case, you will either win or lose no more than five dollars per patient per day. We are very hopeful that we will have the actual rates for nursing facilities soon.

On the regulatory front, the environment is changing rapidly, mostly due to state budget cutbacks. While these cutbacks are taking their toll on provider rates, they are also having a tremendous impact on the government manpower available to conduct surveys and process license renewals. While the popular view might be that less government is better, the fact that experienced surveyors may be in short supply and official paperwork may be slow to be processed will have a negative impact on us as well. Strengthening our own quality improvement systems and benchmarking programs may be a cost that is well worth incurring in 2011.

While rate increases for any health care providers look like a long shot, keeping

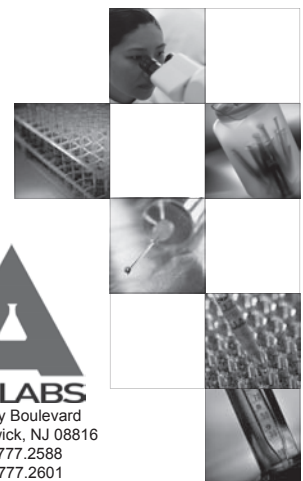
expenses down is a missed opportunity that we need to focus on in 2011. Employee health care costs are a huge expense that we need to revisit with changes to the health insurance landscape. Having already heard projections of 15-25% increases for those renewing in the next six months, just flipping to a new carrier or upping your employees' out of pocket contribution may not be the best solution. Individual organizations should take a long hard look at this expense area.

Also expect changes as providers of health care. The national reforms will have a significant impact on our business by driving down the hospitalization rate of our population as well as where care is delivered. It's a little early to predict the impact of Accountable Care Organizations (ACO) on the design of the health care system and how it operates. However, what can safely be said is that any time risk assumption is introduced into the payment system, there will be strong incentives against over-utilization and volume is likely to fall, especially at the high cost provider. Some

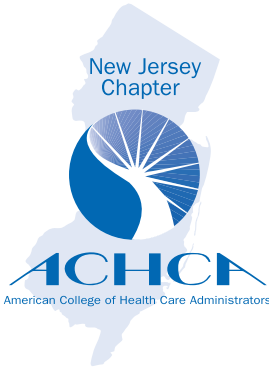
Continued on Page 5

ACULABS

"Patients benefit from our partnering."



ACULABS
2 Kennedy Boulevard
East Brunswick, NJ 08816
T: 732.777.2588
F: 732.777.2601



Mission Statement of NJACHCA

To enhance the professional development of American College Healthcare Administrators in New Jersey through networking and education in order to improve the quality of care provided to those we serve.

To learn more about ACHCA and NJACHCA visit the National Organization's website at:

<http://www.achca.org>

and the New Jersey Chapter website at:

<http://www.njachca.org>

WINTER MARKET PLACE IN LAS VEGAS



Above photo captures NJ Chapter President and National Board Member Michael Hotz and NY Chapter President and National Board Member Tony Restaino.

BUSINESS AFFILIATES

- GOLD MEMBERS -

Aculabs

Alert Ambulance Service

Atlantic Ambulance Services

ChemRx

Compassionate Care Hospice

Healthcare Services Group

Medline Industries

Mobilex USA

Omnicare Pharmacy

Partners Pharmacy

Pharmscript


Sea Breeze

Select Medical Rehabilitation Services


Specialty Rx

- BRONZE -

Precision Health, Inc.




JUICE, COFFEE & BEVERAGE CONCENTRATES



Delight

Waters on Tap
Purified + B-Vitamins
Zero Calories/Zero Carbs

Sodas
40% less Calories + Vitamin C



Variety of Juices, Sodas,
Sugar Free & Diet Beverages

**Award - Winning,
365 Days a Year Service**

Enjoy the efficiency and economy of a modern, automatic beverage dispensing system.

Call for a free consultation

1-800-SEA-BREEZE
(1-800-732-2733)

MESSAGE FROM THE PRESIDENT

DEAR COLLEAGUES,

Another year has come and gone and it is time for another annual issue of our newsletter. 2010 was another banner year for the New Jersey Chapter of the American College of Health Care Administrators. We continued our mission of bringing education to administrators across the state. We ran seminars in 2010 in Bridgeton (Cumberland), Green Brook (Somerset), Paramus (Bergen), Galloway (Atlantic), Bloomingdale (Passaic) and actually provided 25 hours going beyond our commitment of 20. We also hosted the annual Convocation in Philadelphia .

Convocation was a wonderful success. First, thanks to the generosity of our vendors, we were able to offer one full scholarship and \$400 for the first 40 members who registered. Many members and home state speakers provided seminars. Two of our members, Ida Nagy and Lucy Grygorcewicz, became Educational Heroes by filling in for a sick speaker. We left the banquet with another Chapter Excellence Award, this time for our newsletter, and two member individual awards for leadership. Two of our members won election to the National Board: Norda Bellantoni, as District Director and myself to an "At Large" board seat. We had a wonderful chapter dinner arranged by our Education Chair, Jeanine Reilly, and paid for by Neighbor Care and Partners.

We have many vendors who have been a huge support to us in 2010. They have taken booths and helped pay for speakers. I hope that you will support the vendors that support us. They include Aculabs, Alert Ambulance, Chem Rx, Compassionate Care Hospice, County Ambulance, Health Care Services Group, Medline, Millennium Pharmacy, Mobilex, Omnicare Pharmacy, On Time Medical Transport, Partners Pharmacy, Pharmscrip, Sea Breeze, Select Rehabilitation, Specialty RX, Precision Health, Discover Rx, Metis Group CPAs, and Patient Care. There are some who warrant special mention - Health Care Services Group has sponsored many of our seminar lunches and Partners has been at almost all our seminars. Compassionate Care has also sponsored our ad in the annual HCANJ trade journal for a second consecutive year.

2011 also looks strong. We are continuing to recruit new members and are beginning to make headway on a student chapter from Kean University with the help of our student chair, Chris Masterson. My former intern and New Jersey's newest licensed administrator, Jim Zauner, is putting together a licensure exam review course. Our Vice President, Helaine Ledany, put together another application for Chapter Excellence Award. We continue to get new members but wish more of our seasoned members would renew again. One vendor who has an ad in this issue, Atlantic, is the first vendor to sign up and pay for a booth at all four seminars and an ad in all four newsletters. Many of our vendors have signed up for another year of support to the members. We currently have four seminars planned for 2011 in four different counties: Camden County, Monmouth County, Ocean County, and Passaic County. February 24 is our joint seminar with the PA Chapter on Crisis Avoidance. April 7 is our annual meeting and awards ceremony with a seminar focusing on Electronic Medical Records and installation of officers by our National CEO, Marianna Grachek. June 9th we will have Ivan Punctatz provide us with legal updates, and we are working on a nice surprise for the September 8th seminar.

There are some interesting things happening on the national front - first, we have our annual convocation in New Orleans April 29-May 2. That also happens to be on the Jazz Festival! We are going to have an educational scholarship for members and we will determine the amount before the annual meeting. At the annual meeting, we will give away one full scholarship to the convocation which will include airfare, ground transport to-and-from the hotel, hotel room for the convocation, and registration. You must be present at the annual meeting and be a member in good standing to win! In the summer, the college will have its annual Bermuda Leadership Training August 1-5, and in the late fall, the annual Winter Market place in Las Vegas from December 9-11.

There is a hot political issue or two on the national front. The current hottest one is the discussion to create a virtual chapter. This is not as simple a decision as it might appear. While initially backed by some stalwarts on Peer to Peer, this concept has grown legs. It also has some people not in support. I have invited the main supporter, Ken Reynolds, to present the case for a virtual chapter. I will try to provide some balance and weigh in myself on the topic later in this issue. Also on the national table, with little impact for NJ, is redistricting. As a board member, I have advocated for a position that includes both geographic reasonableness while maintaining some proportional voice for our highly populated region. By the way, we have unanimous support for our proposed District Director, current New York President and NJ member Tony Restaino. We have always alternated that role with New York. Our current District Director, Norda Bellantoni, will run as a Director-at-Large as her District Director three year term is up.

I am ending with some pleas to you. If you are not a member, please join us. If you are a member, consider advancement to Certification and/or fellowship. Please nominate a peer for our awards before the deadline approaches. Get your vendors to support us and increase our ability to send members to Convocation and support our vendors. Consider increasing your activity in the College - join a committee and network even more with your peers. Come to all our seminars that are feasible for you and join us in New Orleans and Las Vegas. Our jobs are hard enough, and you deserve some camaraderie as you progress and get your CEUs. By the way, remember that our deadline is historically April 30. If you are feeling that you are playing it too close, the NY Chapter is having it's annual meeting this March in the Catskills with credits galore. Details are on their website.

I look forward to another successful year for the College, both locally and nationally, and I hope to see you at one of our programs.

Sincerely,

Michael Hotz, LNHA, CNHA, FACHCA
New Jersey Chapter President, ACHCA



PRIVATE MDS AUDITOR/NURSE, BHL, RAC-CT 3.0, CUM LAUDE CMI FOR LTC ADMINISTRATORS AND OWNERS 101

GET PAID FOR THE SERVICES YOU RENDER – 3 SIMPLE STEPS

The new Case Mix Medicaid reimbursement system has engendered some confusion and insecurity. A very basic understanding of the MDS role will go a long way to ensuring appropriate reimbursement for your facility. This article aims to give you the gist of how the MDS assessments affect CMI, and how to take control. I will outline three of the areas to consider. Through accuracy alone, aided by diligence on the part of your MDS and nursing team, you can get the rates you deserve for services rendered in good faith.

Before we start, just for fun, take a look at Pennsylvania, a CMI state.

www.portal.state.pa.us/portal/server.pt/community/long-term_care_case_mix_information/19342

Check out the final rates for any given facility over the last two quarters. Notice what sort of difference a CMI point will make. In Pennsylvania, it looks like each 1% rise in the facility's Medicaid CMI comes to about \$1.25 per patient, per day on average, doesn't it?

No proof for New Jersey, of course. We must wait and see. But keep this figure in mind, as we look at the process. At the end of this article, if you like, you can do your own numbers. You will probably conclude that many honestly-earned reimbursement dollars are lying on the floor at your facility, and you will be right.

STEP ONE:

Get ALL the prior hospital treatments onto your MDS assessments. If your patient was admitted to hospital before or during his stay at your facility, you will get CMI credit for the treatments given in hospital, including IV medication. In New Jersey this rule still applies and is huge in terms of the ramifications for you. For 92 days (until the next MDS assessment is due), that higher CMI will apply.

STEP TWO:

Make sure that any custodial (non-skilled) patients really deserve that lowered status. For example, you will probably find that there are some patients in the facility that have some hemi-paresis (one sided weakness) going on that has not been documented in the History and Physical. When the condition is listed on a current progress note and reflected in the MDS, the patient is automatically elevated to a skilled nursing CMI category, generally lasting for the rest of his stay.

STEP THREE:

Make sure any PRN oxygen is documented by nurses. What facility doesn't have any past or present smokers with COPD? I have seen instances where oxygen was given at night periodically and sometimes for weeks on end with no documentation that it was given at all. In-servicing of nurses to encourage appropriate documentation will pay off. And MDS must endeavor to choose the appropriate reference date for the MDS so that the oxygen use may be reflected. Oxygen treatments will elevate your custodial patient into a skilled nursing CMI category for 92 days.

It goes without saying that there's more to it than this. There are more considerations which will contribute to a far more significant

CMI differential. But just working with these 3 simple steps alone, let's see what we come up with.

You can do a mini-survey of your own facility with the help of nursing management to get your own accurate numbers for these three acuity types. Use your CMI results roster from the state to compare current and potential CMI's for the patient.

Meanwhile we will create a fantasy facility. Here is a plausible audit result, showing unclaimed CMI points, and based (very loosely) on Pennsylvania's rates.

FANTASY CARE CENTER

1st quarter of 2011 – 150 Medicaid patients

Audit showed:

- 2 non-skilled patients got IV antibiotics in hospital for pneumonia/MRSA, not identified prior.
- 4 non-skilled patients not previously documented with one-sided weakness.
- 2 non-skilled patients received oxygen, not captured on MDS.

Results:

- IV's: found unclaimed 0.72 CMI points for 2 patients
- Hemiparesis: found unclaimed 0.28 CMI points for 4 patients
- Oxygen: found unclaimed 0.28 CMI points for 2 patients
- Total CMI increase due to audit = 3.12

Differential for quarter using only these three simple steps is:
312 X \$1.25 X 92 (days) = \$35,880.

This is just a part of the picture.

My own experience is that average and flourishing facilities frequently show a CMI that is at least 6% lower than the acuities in the facility would reflect.

If we can take some indication from our neighbors in Pennsylvania, Fantasy Care Center is perhaps losing something like \$410,000 or more each year on missed CMI points. Quite normal, if not quite desirable.

Lose no sleep. A clear team focus, a game plan, and some diligence will bring your CMI right up to where you want it to be. It's well within reach. Just choose your mindset:

CMI = **C**ause of **M**uch **I**nquietude or CMI = **C**an **M**aster It

Ellen Hoosin
Hoosin LTC Audits
ellenhoosin@gmail.com
773-368-1642



HEALTH CARE ASSOCIATION OF NEW JERSEY - PLANNING FOR 2011

Continued from Page 1

facilities have already been asked to join an ACO. Getting in on the ground floor may sound appealing, but I would caution you to make sure that you know what you are getting into. Risk assuming entities (that includes ACOs) can have a significant downside as well as profit potential.

My last observation is one that relates to our workforce. It is easy to become complacent about our recruitment and retention programs in a time when double digit unemployment can be found in states around the country. "Position available" ads bring 50 more applicants than there are jobs to be filled. With the closure of major hospitals and other acute health care providers, nurses seem to be more available for long term care positions than at any time in recent memory. The new health care system will be one that requires myriad experienced health care professionals to help manage the care delivered in diverse venues. That tells me that competition for highly trained case managers and those who truly know the most cost-effective way to treat a health care problem (or prevent it) will be in great demand. Unknown competitors may be recruiting your key staff in the not too distant future. Now is the time to ensure that you are the employer of choice.

I've listed some broad generalities that I hope are helpful as you think about your organization's budget and where to most effectively allocate limited funds. We can only hope that the next year brings a little more stability and predictability to the health care system, but that's probably too much to ask for. Happy New Year!

HEALTH CARE ASSOCIATION OF NEW JERSEY
 4 AAA Drive, Suite 203
 Hamilton, NJ 08691-1813
 (609) 890-8700 Fax: (609) 584-1047
 www.hcanj.org

AN INVITATION TO THE WHITE HOUSE

Who wouldn't be excited when an invitation to the White House arrives? NJACHCA Education Chairperson Jeanine Reilly of Broadway House for Continuing Care was recently invited to the White House for a meeting. The White House Office of National AIDS Policy convened a think tank of experts on the topic of "HIV over 50". Jeanine's experience in the field of HIV/AIDS and Geriatrics gave her a valuable and unique perspective on this subject.

The purpose of the meeting was to raise awareness about people who are aging with HIV or contracting HIV as seniors (over 50 years of age); to explore unique clinical manifestations of HIV infection among older adults and to discuss existing services for seniors living with HIV.

Jeanine spoke to the group about the need to educate nursing home personnel about the unique needs of folks who are HIV+. There are only a handful of facilities in the country, such as Broadway House, that exclusively care for people with HIV/AIDS. Many nursing home staff members need to be educated about the specific issues surrounding care, as more and more HIV+ clients are admitted to long-term care facilities.

Additionally, Jeanine noted that physicians tend not to ask patients who are over 50 about their drug or sexual history. If the medical community doesn't get all the information from their patients, then they may easily overlook or delay a diagnosis of HIV in the older population. Some of the symptoms of HIV mimic the symptoms of aging, so it is critical for medical professionals to ask these questions of everyone, including older adults.

NJACHCA member Jeanine Reilly is helping to spread the word about prevention and treatment for older Americans at risk for living with HIV/AIDS. Please join her.



Atlantic is an Office Technology Company specializing in Digital Copiers/Printers from Konica Minolta, Kyocera Mita, Ricoh, Savin, Toshiba, Document Management and Record Retention as well as Managed Services and Managed Print Services

Ask us how we will help you better secure your copiers and printers to make sure only authorized users can access your secure documents and ensure your company, meets all government security regulations, from people who relentlessly search for ways to steal your data and compromise your company's sensitive information.

Don't let bad people do bad things with your business. Call the Managed Print Experts at Atlantic Business Products today at (866) 785-8475 x 5476 Because it's critical to keep your information secure.

134 West 26th Street New York, New York 10001
www.tomorrowsoffice.com

Where do you turn when a terminally ill loved one needs care?

Your Choice for Hospice Services

- Physician Care
- Nursing Care
- Social Work Services
- Spiritual Counseling
- Volunteer Support
- Nutritional Counseling
- Physical, Speech and Occupational Therapy
- Assistance with Personal Care, Meals and Light Housework
- Medication to Alleviate Symptoms
- Oxygen, Medical Equipment and Supplies
- 24-Hour At-Home Care During a Crisis
- Short-Term Respite Care
- Short-Term Acute In-Patient Care
- Bereavement Support and Grief Counseling



Compassionate Care Hospice affirms and cherishes life, helping to live each day to the fullest. At Compassionate Care Hospice we are committed to quality of life for patients and their families. Most patients are able to remain in the comfort and privacy of their own homes. We believe that patients are entitled to live as fully and as comfortably as possible. We provide palliative care to reduce pain and control symptoms.



For more information call **888.898.8989**
 Visit our website @ www.compassionate-care.com

Compassionate Care Hospice
 Committed to Quality of Life

ABOUT ACHCA



Founded in 1962, the American College of Health Care Administrators is the only professional association devoted to meeting the professional needs of today's long term care leader.

The College's mission focuses on advancing leadership excellence in long term care through the provision of leadership education, the promotion of professional advancement programs such as professional certification and advancement to Fellow, and the facilitation of leadership development.

The College's diverse membership includes administrator and executives of assisted living communities, nursing homes, subacute facilities and retirement communities, as well as academics and other industry leaders..

Our Mission Statement:

The American College of Health Care Administrators (ACHCA) aspires to be the leading force in promoting excellence in leadership among long-term care administrators.

Our Values and The College

- Identifies long-term care leaders
- Recognizes long-term care leaders
- Supports long-term care leaders
- Advocates for the mission of long-term care leaders
- Promotes professional excellence among long-term care leaders

Code of Ethics

ACHCA members are guided by a strong Code of Ethics. For a copy of the ACHCA Code of Ethics, please visit the suggested websites below.

New Jersey Chapter Website:
www.njachca.org

National Organization Website:
www.achca.org

NJ Chapter News is the official journal of the New Jersey Chapter of the American College of Health Care Administrators

Produced as an informational tool for NJACHCA members and prospective members. This publication is provided "as is" and the reader assumes all risks and responsibility for determining suitability and making appropriate use of the information. The information is obtained from sources believed to be reliable, however, due to the possibility of human or mechanical error, publisher disclaims all warranties as to the accuracy, completeness, or adequacy of any information, and is not responsible for any errors, omissions, inadequacies, misuse, or the consequences of using any of the information provided.

Publishing Representative is OPT Communications, 136 Central Ave., Clark New Jersey 07066 - Telephone: 732-574-9434 or email info@optcommunications.com

VISION OF A VIRTUAL CHAPTER

By Ken Reynolds CNHA, FACHCA

As a little boy, I often heard the story of my grandmother's reaction when she heard electricity was being run down their road for the first time. She said "Anybody who is too lazy to get up and light a lamp doesn't deserve to see". It wasn't very long after "connecting" that she realized she wouldn't want to be without electricity. In many ways, I see that same type of reaction when it comes to thoughts of a virtual chapter for ACHCA. I should add that I loved and respected my grandmother and I love and respect my fellow members of ACHCA no matter where they stand on this topic.

My vision of a virtual chapter(s) is a place for students of health care administration to "connect" with others striving for the same goals: a place where displaced administrators can meet new challenges in new areas while still feeling "connected" and a meaningful part of a great and honorable profession; a place where isolated administrators can remain "connected" and be an active part of their brotherhood (or sisterhood); a place where administrators, whose time is considered owned by the corporations they work for, can still be "connected" even without ownership support; and, yes, even a place where disabled

administrators who cannot travel to meetings or other functions can still feel they are active, meaningful, and important participants of ACHCA.

There are many questions which are currently difficult to answer because there is not yet a recognized or organized body or committee authorized by ACHCA to set the parameters, specify guidelines, and ensure that virtual chapter(s) supplement - and don't take away from - current or future geographical chapters. Every journey must begin with a first step and that is the recognition of the possibility and the acceptance of the challenge. A simple change in the by-laws can open the door of opportunity, not to a "must", but a "may" for the Board of Directors to consider a virtual chapter(s) upon the request of twenty or more members who wish to pursue it.

With the help, guidance and assistance of our leadership the possibilities are "virtually" endless to increase membership, participation, and a sense of belonging to fellow administrators we don't even know yet....if we grasp the opportunity.

45th Annual Convocation and Exposition

April 29 - May 3, 2011 | Hilton New Orleans Riverside

AMERICAN COLLEGE OF HEALTH CARE ADMINISTRATORS



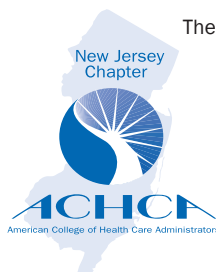
The American College of Health Care Administrators (ACHCA) is holding its 45th Annual Convocation and Exposition April 29 - May 3 in New Orleans, Louisiana. As the professional voice of long-term care administrators, ACHCA rallies its membership under this year's banner of Leadership Excellence: Exceeding Expectations. The conference program includes 20 CEUs/CNEs with number of networking and social events. The ACHCA Annual Convocation is an opportunity for participants to gain renewed passion for their work and greater effectiveness as leaders. For conference and registration information, visit www.achca.org.

WELCOME NEW MEMBERS

The New Jersey Chapter would like to welcome the following new members who joined after our last newsletter went to press.

Barbara Andrews
Joanne Beagan
Megan Boyce
Samuel Britwum
Lawrence Chineme
Todd A. DeLaney

Richard F. Gosso Jr.
Dakia McMillian
Shawna Mimna
Susan L. Nappen
Farrah G. Pacheco
Cynthia M. White



**American College of Health Care Administrators
New Member Application
12-Month Membership Period
Updated 10-20-10**



Contact Information

__ Dr. __ Mr. __ Ms. __ Mrs. __ Sr. __ Rev. __ Other

Name: _____ Credentials: _____

Home Address: _____

City/State/Zip: _____

Home Phone: (____) _____ Cell Phone: (____) _____

Personal Email: _____

Title: _____

Facility/Company: _____

National Provider Identification Number (NPI): _____

Business Address: _____

City/State/Zip: _____

Business Phone: (____) _____ Fax: (____) _____

Business Email: _____

Corporation Name: _____

Number of Sites: _____ Total Beds: _____

Preferred Mailing Address: __ Home __ Office

Preferred E-mail Address: __ Home __ Office

Demographic Data

Collection of this data will be used for statistical and survey purposes to improve and/or create programs and services to better serve you.

Date of Birth: _____

Gender: __ Male __ Female

Race: __ Black or African American __ White
 __ Hispanic or Latino __ American Indian/Alaska Native
 __ Pacific Islander __ Arabic __ Asian
 __ Other _____

Check all that apply to your role:

- | | |
|--|---|
| <input type="checkbox"/> Academic | <input type="checkbox"/> Director of Nursing |
| <input type="checkbox"/> Administrator (current) | <input type="checkbox"/> Executive Director |
| <input type="checkbox"/> Administrator (retired) | <input type="checkbox"/> Student |
| <input type="checkbox"/> Administrator-in-Training | <input type="checkbox"/> Product/Service Provider |
| <input type="checkbox"/> Assistant Administrator | <input type="checkbox"/> Vice President/Director |
| <input type="checkbox"/> CEO/COO/President | <input type="checkbox"/> Owner |
| <input type="checkbox"/> Consultant | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Dept. Head/Manager | |

Education:

(Check highest level attained)

- Doctoral degree
- Physician
- Masters degree
- Some graduate work
- Bachelor's degree
- Associate degree
- Diploma in nursing
- High school diploma

Clinical Background:

- LPN/LVN
- Registered Nurse
- Rehabilitation Therapist
- Social Worker
- Other _____

Experience

Year you began working as an administrator: _____

Year you began working in Skilled Nursing: _____

Year you began working in Assisted Living: _____

Current License

Date originally licensed: _____

List license information:

State: ____ Number: _____ Type: _____

State: ____ Number: _____ Type: _____

State: ____ Number: _____ Type: _____

Profit Status of your facility:

- Private/For Profit
- Public/For Profit
- Not For Profit
- Government
- Other

Programs (check all that apply):

- Adult Day Care
- AIDS
- Alzheimer's/Dementia
- Assisted Living
- Consulting
- CCRC
- Geriatric center/ Senior center
- Home health
- Hospice
- ICF/MR/DD
- Independent Living/Senior Housing
- Long-Term Acute Care Hospital (LTACH)
- Skilled Nursing Facility (SNF) (check all that apply)
 - Complex medical/subacute
 - Neurological/Head Trauma
 - Pediatric
 - Rehabilitation
 - Ventilator or Pulmonary
 - Wound care
 - Other _____
- University/Academia

Facility Size:

- Up to 10 beds
- 11-25 beds
- 26-50 beds
- 51-100 beds
- 101-200 beds
- 200 or greater beds

Is your organization:

- Management group
- Hospital-based
- Independent Ownership
- Community Ownership
- Corporately Owned
 - National Corporation
 - Regional Corporation
 - Local Corporation
- Integrated delivery system
- Other _____

of clients your organization cares for daily: _____

Communications Options (required)

1. On occasion, ACHCA may make its mailing list available to organizations whose products or messages we feel may be of interest to our members. Do you wish to be included in such mailings?

Opt-in _____ Opt-out _____

2. Third party fax communications: Opt-in _____

3. Automatic access to members-only Peer2Peer: Opt-in _____

ACHCA will not make your phone number available to vendors or suppliers of services.

**American College of Health Care Administrators
New Member Application
12-Month Membership Period
Updated 10-20-10**



National Dues & Optional Donations:

Membership Category	Description	National Dues (includes chapter dues of \$25)
Full	Administrators or those with substantial interest in health/residential care administration	\$291
Associate	Allied health professionals and individual providers of healthcare products/services	\$192
Bridge	One-year transitional membership for those who have completed education/AIT program	\$141
Business Affiliate (separate application)	<i>Please contact breisinger@achca.org</i>	
Senior Retired	Full members of 15+ years who have retired from healthcare administration and are 65+ years of age	\$164
Student/Administrator-in-Training*	Enrolled in health-related academic or pre-licensure training program and NOT employed as an LTC administrator	\$69

A. Dues

- \$ _____ Dues from above (Primary Chapter Dues are included)
- \$ _____ 2nd Chapter Dues @ \$25.00 per additional chapter; Name of chapter: _____
- \$ _____ (Optional) one-year membership in the Academy of Long Term Care Leadership and Development @ \$50**
- \$ _____ (Optional) life membership in the Academy @ \$500**
- \$ \$25.00 Application fee (\$25.00 Application fee applies to initial applications and lapsed renewals of 12 months or greater; Application fee is waived for Student/AIT Members)
- \$ _____ **Total Dues**

B. Optional, Tax Deductible Donations

- \$ _____ Unrestricted donation/Fund Drive donation
- \$ _____ The Academy of Long Term Care Leadership and Development**
- \$ _____ Richard L. Thorpe Fellowship**
- \$ _____ Sister Joan Cassidy & Michael Cuseo Cultural Diversity Endowment Fund**
- \$ _____ W. Phillip McConnell Student Scholarship Fund**
- \$ _____ **Total Optional Donations**

C. Total Payment:

- \$ _____ A. Dues
- \$ _____ B. Optional Donations
- \$ _____ **C. Total Remitted**

*Applicant must submit proof of academic enrollment or trainee status

** For more information on The Academy of Long Term Care Leadership and Development and ACHCA scholarships, visit www.achca.org

_____ I have enclosed a check payable to ACHCA. Check # _____

_____ Please charge my: ___ American Express ___ MasterCard ___ Visa

Account Number: _____ Expiration Date: _____

Name of Cardholder: _____

Signature of Cardholder: _____

FAX 2-page application with credit card payment to 866-874-1585
Mail application & check payment to ACHCA Membership, PO Box 75060, Baltimore, MD 21275-5060
Questions? Contact: membership@achca.org or 202-536-5120

VIRTUAL CHAPTER VIEW

by Michael Hotz, NJ ACHCA, President

I have been reading and hearing a lot about the virtual chapter debate. I feel that the NJ Chapter members should hear several points of view. I have published an article from Ken Reynolds. There was a great email from Susan from VT which I will take the liberty of paraphrasing "Virtual chapters would be beyond challenged to have a vendor/business affiliate program. The chapters only get \$25 of the member dues in terms of direct cash (yes, we get a lot of services, but I am talking about funding chapter activities). The reality is that without our symbiotic relationship with our vendors, we would not be able to offer inexpensive seminars or convocation scholarships or our chapter dinners or ..." You get the idea.

So, I think we should consider a totally different direction. If the goal of the virtual chapter is connection, and virtual education, how do we channel that in a way that is good for the College as a whole? I think rather than use the technology to split out a group, we should use it to make the group larger. I think we need to use our go to meeting technology to have the District Directors "meet" with the folks in their districts with a goal to grow and create chapters where there are none. I think we should have the national education committee do more education virtually nationwide so many of us can receive CEUs without the challenges of leaving our buildings or traveling all the time. In our state we have, through the assistance of past president Roberto Muniz, conducted virtual board meetings. Ken is right that we have the technology and should use it – I just have a different vision how we should use it to strengthen the College.

I think that we have a wonderful virtual community in Peer-to-Peer. I know it is not for everyone, but there is a group that really uses that vehicle to connect and help each other. I am a member of several virtual communities, mostly music sharing and collecting communities. Like P2P, the biggest joy is our annual gatherings when we meet face-to-face and share. I have been to all but perhaps one of the annual P2P lunches at Convocation, and they are indeed special. That should continue. Some folk supporting "virtual" should join the national Education Committee and get some virtual education going! Let's help those district directors use this technology to grow and create chapters where we are weak. Let's focus that energy in a different way that increases our connections to administrators nation-wide and bring them into the larger group. Rather than make the technology an end, let's make it a vehicle for growth. We already have a strong virtual community. Rather than splintering them off, let's use that wonderful community to help us grow into national, and then districts, and then chapters and yet stay connected regardless of distance or other challenges.

I am bringing this up to our Chapter as we are the fifth largest chapter in the College and therefore our members have a strong voice. If this comes to a national vote after continuing dialogue, you will have an opportunity to weigh in. I feel what I propose makes for a stronger College, and I hope you will see that as the best move for the whole.



Select Rehabilitation

- Comprehensive PT, OT, ST services
- SNF, Acute & Outpatient Settings
- Servicing facilities in 19 states
- Specialists in Geriatric Rehab
- PPS Experience
- Responsive, Local Management Team
- Value Added Services
- Cost Effective Pricing
- Proven Track Record of Success
- Clinical & Financial Partnerships

"Helping Make Independence Reality"

Physical • Occupational • Speech Therapy Services

For further information regarding our service, please contact:

Doug Sikora, Director of Business Development
Ph: 877-78-REHAB

Alert Ambulance Service

OUR MISSION

To provide Medical Transportation of the highest quality, responsive to the needs of those we serve, and to provide such services reliably, without bias, in a professional and compassionate manner.

Basic Life Support Ambulance Service

Coronary, Intensive and Critical Care Transportation

Specialized Neonatal and Pediatric Intensive Care Transportation

Municipal EMS- 911 Emergency Services

Wheelchair Service

Keeping clear our vision of what it is that we do day to day... "care for people."

CORPORATE HEADQUARTERS
1195 AIRPORT ROAD
LAKEWOOD, NJ 08701

Toll Free:
1-800-244-6923

Local Office: 732-364-2856

www.alertambulance.com
Fax 732-364-6449



Positively
Changing the
Delivery of Care

Medications | Electronic Medical Records
Split Billing | MDS Support | Electronic
Ordering | Pre-Admission Assessment
Quality Control | Regulatory Assistance
Consulting | IV | Med B | Education

Optimize Resources. Maximize Outcomes.

From unmatched clinical expertise and health management programs to market-leading technology that improves business performance and caregiving, Omnicare is unique in its ability to make a difference for your facility and the residents we jointly serve.

Make a positive change and call today for a complimentary pharmacy assessment from the leader in geriatric care.



1951 Old Cuthbert Rd. 120 Fieldcrest Ave. 2617 Shore Rd. 121 Algonquin Pkwy.
Cherry Hill, NJ 08034 Edison, NJ 08837 Northfield, NJ 08225 Whippany, NJ 07981
Ph: 856-428-3339 Ph: 732-346-2600 Ph: 908-641-2115 Ph: 973-303-1500

AWARDS AND SCHOLARSHIPS

Every year, the NJ Chapter of the ACHCA has the pleasure and privilege to recognize people who are involved in the provision of Skilled Nursing and Rehabilitation Care to the citizens of New Jersey. We do this via a Scholarship Program and bestowing awards.

Information about these ongoing programs of the chapter is available on our website but I want to inform everyone about some changes for 2011.

First, the scholarship grant of up to \$1000 has been increased so that, in addition to the \$1000 for the recipient to use toward tuition or seminar expenses, the chapter will also pay their dues to ACHCA for the next year. It should be noted that award applicants must be regular or student members of the ACHCA.

Second, the award category "Distinguished Administrator Award" has been changed to the "NJ-ACHCA Award for Distinguished Service." The intent of this change was to broaden the category so that the chapter now has an opportunity to honor someone who has provided excellent and consistent support directly or indirectly to residents of long-term care facilities and/or recipients of services provided to those members of the community who require assistance. Candidates may include long serving administrators of inpatient facilities or outpatient programs and also educators in long-term care, advocates for the elderly and handicapped, or

anyone else who has introduced an innovative program that has had a positive impact on long-term care.

The requirements for New Administrator have not changed. Please visit our website for additional info and send me your nominations for the committee to review.

Here are a couple of hints: It may be worthwhile for an AIT to join the college as a student to be eligible for a scholarship, and it is always good to get the application or nomination in early.

Jim Berg CNHA
41 Maple Drive, Colts Neck NJ 07722



**New look,
same great service!**



Our services continue to emphasize the special partnership between Community, Staff, Resident and Pharmacy.

Partners Pharmacy . 70 Jackson Drive, Cranford, NJ 07016 . 877.931.9111
www.PartnersPharmacy.com

**FAST. ACCURATE.
X-RAY AND
ULTRASOUND.**

MobilexUSA provides outstanding mobile diagnostics to more than 7,000 skilled nursing and other healthcare entities.

Our highly trained professionals employ leading edge technologies to deliver accurate results quickly, streamline order placement and provide fast, reliable reports.

Wherever you are, we're there for you.

MobilexUSA services include: Digital X-Ray • Digital Ultrasound
EKG • Digital Holter Monitor • Cardiac Arrhythmia Monitoring
Pacemaker Checks

MobilexUSA

Our reputation for quality, reliability and one-on-one customer service is unparalleled.



Find out more today.
Call 800-821-9236 or visit www.mobilexusa.com

MOBILE DIAGNOSTICS IN FAST FORWARD



CALENDAR OF UPCOMING EVENTS

January 31 thru March 16

HCANJ, 100 hour course, Hamilton, NJ

February 1 - NJAHS

MDS 3.0 & RUG IV, West Caldwell, NJ

February 2 - NJAHS

MDS 3.0 & RUG IV, West Marlton, NJ

February 17 - SLNHA

Selling What No One Wants to Buy
Clark, NJ

February 24 - NJACHCA

Seminar:
Avoid Financial Disaster, Contracts and Risk Management
The Manor, Voorhees, NJ

March 13-16

NY Chapter ACHCA ANNUAL CONFERENCE / MEETING

March 17 - SLNHA

NJ CMI - a Practical Approach
Clark, NJ

March 22, 23, 24 - HCANJ

20-Hour Symposium
Atlantic City, NJ

April 6 - SLNHA

Leadership
Clark, NJ

April 7 - NJ-ACHCA

ANNUAL CHAPTER MEETING Electronic Medical Records Focused

The ACHCA President & CEO, Marianna Grachek, will be in attendance for the swearing in of our Officers. We will also be holding our annual awards ceremony as well as presenting scholarships to the national convocation.

Meridian Nursing & Rehabilitation at Shrewsbury
89 Avenue at the Commons
Shrewsbury, NJ 07702

April 29 - May 2 - ACHCA

45th Annual Convocation and Exposition

Hilton New Orleans Riverside
New Orleans, LA

June 9 - NJACHCA

Seminar
Legal Updates
location TBA



As the leading provider of medical products to the long-term care market, Medline has the **proven ideas, innovative products, clinical programs** and **financial solutions** to help you improve your facility's quality of care and financial health.

Learn what Medline can do for you
732.267.0675 | www.medline.com

©2010 Medline Industries, Inc.
Medline is a registered trademark of Medline Industries, Inc.



On Time Ambulance is
Happy to Support the
NJ Chapter of ACHCA.



New Jersey Headquarters
135 E. Highland Parkway
Roselle, NJ 07203
800-858-8463 (TIME)

www.ontimeambulance.com



New Jersey Chapter

American College of Health Care Administrators

% OPT Communications, Inc. / 136 Central Ave, Clark, NJ 07066

2010 ACHCA National Award
for Best Chapter Newsletter

CHEMRX

LONG TERM CARE PHARMACY



Chem Rx believes in an individual client-focused

approach that is *designed around you, the client, and your specific needs.*

- Earning your trust through teamwork
- Service beyond your expectations
- Technology that defines the future
- Delivering medication with confidence
- Hand in hand for education

Chem Rx is about *you.*

750 Park Place • Long Beach, NY 11561
PH: 516.889.8770 / FX: 516.889.8225

16 Walker Way • Albany, NY 12205
PH: 518.452.7795 / FX: 518.452.4494

Route 209 & Bossardsville Rd. • Sciota, PA 18354
PH: 570.992.6300 / FX: 570.402.2900

4041 Hadley Rd, Building M • South Plainfield, NJ 07080
PH: 908.222.1011 / FX: 908.222.8877

5001 NW 13th Avenue Suite H & I • Deerfield Beach, FL 33064
PH: 954.426.9322 / FX: 954.426.9377

150 Fencil Lane • Hillside, Illinois 60162
PH: 708.449.7600 / FX: 708.449.7601

w w w . c h e m r x . n e t