

person-centered care

leader in aging services



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be the difference

2016 ANNUAL MEETING AND EXHIBITION
HARRAH'S WATERFRONT HOTEL | ATLANTIC CITY, NEW JERSEY
JUNE 1-3, 2016

LeadingAge[™]
New Jersey

the difference is *you*



YOU expand the world of aging every day—making a difference in the lives of older adults here in the Garden State and across the country. **YOU** have shown outstanding dedication to advancing quality aging services in New Jersey through advocacy, education, and fellowship. Join us with your peers for an exceptional experience to explore how **YOU** and your organization can continue to excel and be the difference.

Annual Meeting Premier Sponsor



Special Happenings

Wednesday, June 1

Exhibitor Set-Up & Registration
12:00 p.m. - 4:00 p.m.

Opening Reception
6:30 p.m. - 8:00 p.m. | *Seven Star Lounge*

Mix 'n mingle with members, vendors, exhibitors, speakers, and guests at our opening reception in this exclusive venue. Enjoy good food, good drink, and good company.

Thursday, June 2

Exhibit Hall
7:30 a.m. - 3:30 p.m.

Visit with 90+ exhibitors who bring products, knowledge, and expertise to our Exhibit Hall. From food service to insurance products, and rehabilitation services to financial and strategic planning, there is something for everyone. We guarantee you'll walk away with newfound knowledge and make a few new connections in the process. Morning coffee and continental breakfast as well as afternoon sweet treats will be provided.

Rise 'N Shine Education Sessions
8:00 a.m. - 9:00 a.m.

Get an early start with your choice of two early morning sessions—*Reducing Operational Costs Through HVAC Best Practices* and *Hiring For Keeps*. Coffee and continental breakfast will be provided.



Keynote Session

Bunny Bunny: The Healing Power of Laughter 9:00 a.m. - 10:15 a.m.

We're kicking off the 2016 LeadingAge New Jersey Annual Meeting on the lighter side. Original *Saturday Night Live* writer **Alan Zweibel**

will tap into the healing power of laughter, a cause he discovered in his very relatable story about helping his close friend and colleague, Gilda Radner, during her struggle after she was diagnosed with ovarian cancer, as well as his own coping after the loss of a loved one. Alan pays tribute to the late comedienne, capturing their extraordinary relationship, from their first hilarious encounter to her tragic death from cancer in his book, *Bunny Bunny: Gilda Radner, A Sort of Love Story*.

Alan, who *The New York Times* says has "earned a place in the pantheon of American pop culture," has won multiple Emmy, Writers Guild of America, and TV Critics awards for his work in television. His works include *It's Garry Shandling's Show* (which he co-created and produced), *Monk*, *PBS's Great Performances*, and *Curb Your Enthusiasm*. A frequent guest on all of the late night talk shows, Alan's theatrical contributions include his collaboration with Billy Crystal on the Tony Award winning play (and Emmy nominated HBO special) *700 Sundays*; Martin Short's Broadway hit *Fame Becomes Me*; and the off-Broadway plays *Happy*, *Comic Dialogue*, *Between Cars*, *Pine Cone Moment*, and *Bunny Bunny - Gilda Radner: A Sort of Romantic Comedy*, which he adapted from his best-selling book. The New Jersey native is currently an executive producer on Showtime's documentary series *Inside Comedy*, starring David Steinberg, and a new children's book titled *If Moses Drove A Bus*. He is also writing the script for a Broadway musical version of *Field of Dreams*.

Book Signing/Coffee Break

10:15 a.m. - 11:00 a.m. | Exhibit Hall

Refresh your coffee, visit exhibitors, and meet Keynote Speaker **Alan Zweibel** and purchase your personalized, signed copy of *Bunny Bunny: Gilda Radner, A Sort of Love Story*.

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Luncheon Speaker

Through the Looking Glass 12:15 p.m. - 1:30 p.m.

The political process has often been compared to sausage-making! Events leading up to this year's Presidential Election, however, defy analogy. Join us as **Dale Florio**, New Jersey's premier lobbyist, handicaps the race with its colorful contenders, and also provides us with a sneak preview into New Jersey's 2017 gubernatorial and legislative races.

Sponsored by:



Senior Care Management Masters Certificate Information Session 5:00 p.m. - 5:30 p.m.

Join us for a "Beer and Pretzels" gathering to learn more about this unique certificate program developed in partnership with Rutgers University, LeadingAge New Jersey, and NJHA. This program is devoted to giving professionals the skills, tools, and information you need to advance your careers in senior care. Meet with graduates from the inaugural 2015 class to learn more about this worthwhile program.

Red Carpet Reception 5:30 p.m. - 7:00 p.m.

Prior to the N.J. premiere of *Being Mortal*, join LeadingAge New Jersey in celebrating the *difference* you make in the lives of your residents and seniors. Walk the red carpet and pose for paparazzi photos while enjoying your favorite beverage and delicious hors d'oeuvres.

Sponsored by:



Movie Premiere: *Being Mortal* 7:30 p.m. - 9:00 p.m.

Films are a powerful medium for story-telling that can inspire new ideas, prompt dialogue, and evoke emotion. Join us for a premiere showing of the PBS premiere of Frontline's documentary, *Being Mortal*, based on the best-selling book by Dr. Atul Gawande.

Breakfast & Annual Business Meeting 8:30 a.m. - 10:00 p.m.

Be connected to important happenings within LeadingAge New Jersey. Vote on important issues, including Board Trustees, and learn more about the 2016-2020 Strategic Plan. All member organizations have a vote, so make sure you exercise your voting privileges.

program schedule at a glance

Wednesday, June 1

		AL	H	HCBS	LPC	SNF
12:00 p.m. – 4:00 p.m.	Registration	●	●	●	●	●
4:00 p.m.	Board of Trustees Meeting <i>(LANJ Trustees only)</i>					
6:30 p.m. – 8:15 p.m.	Welcome Reception	●	●	●	●	●

Thursday, June 2

		AL	H	HCBS	LPC	SNF
7:00 a.m. – 3:30 p.m.	Registration	●	●	●	●	●
7:30 a.m. – 3:30 p.m.	Exhibit Hall Open	●	●	●	●	●
7:30 a.m. – 9:00 a.m.	Continental Breakfast in the Exhibit Hall	●	●	●	●	●
8:00 a.m. – 9:00 a.m.	Rise n' Shine Education Sessions					
	A. Reducing Operational Costs Through HVAC Best Practices	●	●	●	●	●
	B. Hiring for Keeps	●	●	●	●	●
9:00 a.m. – 10:15 a.m.	Welcome/Keynote – Bunny Bunny: The Healing Power of Laughter	●	●	●	●	●
10:15 a.m. – 11:00 a.m.	Coffee Break/Book Signing in Exhibit Hall	●	●	●	●	●
11:00 a.m. – 12:15 p.m.	Concurrent Education Sessions					
	1-A. Hoarding & Clutter: Changing the Language to Begin the Conversation (Part I)		●		●	
	1-B. Mergers, Acquisitions & Changing Dynamics of Long Term Care in New Jersey	●		●		●
	1-C. Fraud, Waste, & Abuse: Legal Update on Medicare Case Studies & A Look Ahead	●		●	●	●
	1-D. A Day in the Life: Lessons Learned from an Architect Turned Resident	●				●
	1-E. Empowering Staff for True Culture Change	●			●	
	1-F. Caring for the Veteran	●	●	●	●	●
12:15 p.m. – 1:30 p.m.	Lunch/Speaker – Through the Looking Glass	●	●	●	●	●
1:30 p.m. – 2:45 p.m.	Concurrent Education Sessions					
	2-A. Hoarding & Clutter: Changing the Language to Begin the Conversation (Part II)		●		●	
	2-B. N.J. Department of Health: Hot Topics	●				●
	2-C. Responding to a Department of Labor Audit	●	●	●	●	●
	2-D. Practical Insight to PACE Program Development in New Jersey			●		
	2-E. Stuff Happens...Then What?	●	●	●	●	●
	2-F. Hospice: Where Are We Now? Where Are We Going?			●		
2:45 p.m. – 3:30 p.m.	Dessert in Exhibit Center	●	●	●	●	●
3:15 p.m.	Exhibitor Raffle Drawing	●	●	●	●	●

Thursday, June 2 (continued)

		AL	H	HCBS	LPC	SNF
3:45 – 5:00 p.m.	Concurrent Education Sessions					
	3-A. Understanding Behavior as Communication for People with Dementia		●			
	3-B. You Can Fight City Hall: Getting Beyond ADA Compliance	●			●	●
	3-C. Accountable Care Organizations...What You Need to Know					●
	3-D. Creative Follow-Up...A Wow Factor				●	
	3-E. Benefits of Technology Integration in Tomorrow's Senior Care	●	●	●	●	●
	3-F. Best Practices in Alzheimer's Care Design	●			●	●
5:00 p.m. – 5:30 p.m.	Masters Certificate Program Information Session	●	●	●	●	●
5:30 p.m. – 7:00 p.m.	Red Carpet Reception	●	●	●	●	●
7:00 p.m.	Being Mortal Film Premiere	●	●	●	●	●

Friday, June 3

		AL	H	HCBS	LPC	SNF
8:30 a.m. – 10:00 a.m.	Breakfast & Annual Business Meeting	●	●	●	●	●
10:15 a.m. – 11:30 a.m.	Concurrent Education Sessions					
	4-A. Joyful Connections: A Social Club for People with Memory Loss		●			
	4-B. MLTSS: An Update from N.J. Department of Human Services & Managed Care Organizations	●		●		●
	4-C. Bank Financing & Risk Management...A Recap & Look Forward				●	
	4-D. Designing a Culture of Care for the Next Generation					●
	4-E. Ethics in Practice—The Introduction (Part I)			●		
11:45 a.m. – 1:00 p.m.	Concurrent Education Sessions					
	5-A. Older Bullies & Problem Behaviors in Senior Congregate Settings	●	●	●	●	●
	5-B. HIPAA Privacy Breach: How Do I Prepare? How Do I Respond?	●	●	●	●	●
	5-C. Selling the Life Plan Community (CCRC)...To Financial Advisors				●	
	5-D. Developing Cross-Continuum Provider Networks in a Competitive, Performance-Driven Market					●
	5-E. Ethics in Practice—The Case (Part II)			●		
1:00 p.m. – 1:30 p.m.	Snacks-to-Go	●	●	●	●	●

Column Key:

AL = Assisted Living

HCBS = Home and Community Based Services

H = Affordable/Independent Housing

LPC = Life Plan Community (Continuing Care Retirement Community)

SNF = Skilled Nursing Facility

Thursday, June 2 • 8:00 a.m. – 9:00 a.m. • Rise N’ Shine Education Sessions

A **REDUCING OPERATIONAL COSTS THROUGH HVAC BEST PRACTICES**
Do you know if your equipment is sized correctly? A large majority of HVAC equipment in commercial facilities is oversized. We will discuss the common culprits as well as some case studies of what savings could be found. This could eliminate the need of Black Seal operators in your facilities. Proper Planned Maintenance is the most cost-effective way to maintain your HVAC equipment. We will discuss what to look for and the benefits of a Planned Maintenance Program and the effect on life cycle performance for the equipment.

Speaker: Marty Rosica, President, Hawks & Company

B **HIRING FOR KEEPS**
This is an interactive session that helps you re-evaluate your hiring process and interviewing techniques. The session also focuses on how to onboard new staff for optimal success by ingraining him or her into your culture. Finally, the session will cover how to value the staff member through ongoing education opportunities so that he or she will stay with you and grow with you.

Speakers: Rafael Haciski, Esq., Producer, The Graham Company; Bette McNee, RN, NHA, Clinical Risk Management Consultant, The Graham Company

Thursday, June 2 • 11:00 a.m. – 12:15 p.m.

1-A **HOARDING & CLUTTER: CHANGING THE LANGUAGE TO BEGIN THE CONVERSATION (PART I)**
Hoarding and clutter are growing issues, which often increase as we age. Living alone, lack of space, depression, and dementia all place older people at greater risk. Part I of this two-part workshop will focus on both the financial and emotional costs; methods of interaction and best practices to use when working with individuals; how we, as therapists and providers, can change our language and stop using the “H” word; and new strategies to begin the conversation.

Speakers: Jaime L. Angelini, MA, DRCC, Director of Consumer Services, Mental Health Association of N.J. in Atlantic County; Victoria L. Phillips, CSW, Executive Director, Mental Health Association of N.J. in Atlantic County; Carolyn Mary Quinn, ICE Wellness Program Manager, Mental Health Association of N.J. in Atlantic County

1-B **MERGERS, ACQUISITIONS & CHANGING DYNAMICS IN LONG TERM CARE IN NEW JERSEY**
The long term care field is changing in numerous ways as a result of demographic changes, the implementation of managed long term supports and services, increased presence of Medicare Advantage and other managed care payers, greater focus on readmissions, quality measures, and length of stay, among others. These factors, combined with internal forces within organizations, have led to changing dynamics within the field with respect to mergers, acquisitions, consolidations, partnerships, and collaborations. Participants will learn details of the state of the current market in New Jersey, discuss industry trends, and hear a forecast of what is likely to come.

Speakers: Theresa Edelstein, Regulatory Consultant, LeadingAge New Jersey; Matt D’Oria, Senior Fellow, New Jersey Health Care Quality Institute; David Kostinas, Owner, David Kostinas & Associates

1-C **FRAUD, WASTE, & ABUSE: LEGAL UPDATE ON MEDICARE CASE STUDIES & A LOOK AHEAD**
An in-depth look at Medicare fraud, waste, and abuse cases, including enforcement planning and actions taken by the U.S. Department of Health and Human Services, Office of Inspector General. Gain a better understanding of prioritization for enforcement and actions and learn about proactive efforts to minimize fraud, waste, and abuse liability exposure as well as the audit process, with primary attention to Compliance and Ethics Program process.

Speakers: David S. Barmak, Esq., Barmak and Associates, LLC; Jo Ann Halberstadter, Esq., General Counsel, Med-Net Concepts, LLC; Marshall Goldberg, LNHA, President, Med-Net Healthcare Consulting, LLC; Rona Wiedmayer, MA, CCC-SLP, President, Med-Net IPA, LLC/ Med-Net Rehabilitation Solutions, LLC

1-D **A DAY IN THE LIFE: LESSONS LEARNED FROM AN ARCHITECT TURNED RESIDENT**
No one knows what it’s really like to be a resident in a long-term care community unless you are one. In this session, attendees will get a behind-the-scenes look at architect Steve Leone’s lessons learned during his 24-hours as a skilled nursing home resident at Parker at Monroe’s small home/household model. Observations will span from his emotional reactions to feedback he gleaned from residents as well how design standards can be improved. He will also detail his observations on the impact caregivers and culture have on nurturing aging as a natural continuation of life.

Speakers: Steve Leone, Principal, Spiegle Architectural Group, Inc.; Donna Lazartic, Chief Operating Officer, The Francis E. Parker Memorial Home; and Gloria Zayanskosky, Quality & Operational Excellence Officer, The Francis E. Parker Memorial Home

Thursday, June 2 • 11:00 a.m. – 12:15 p.m.

1-E EMPOWERING STAFF FOR TRUE CULTURE CHANGE

Learn how to break down the hierarchical pyramid and empower staff to collaborate on all levels of the organization. Discover how techniques such as the learning circle help build self-management teams—the ultimate empowerment. We will also discuss the servant leader role.

Speaker: Toni Lynn Davis, MHA, CNHA, FACHCA, President/Executive Director, Green Hill, Inc.

1-F CARING FOR THE VETERAN

End-of-life caregiving for the military veteran can frequently be challenging. These men and women often carry psychosocial and spiritual burdens that they have never shared with loved ones or anyone else. Sometimes they have battlefield-related syndromes and symptoms that are unfamiliar to professional caregivers. In this session, members of the award-winning Hospice Veteran Partnership of New Jersey will share their perspective on caring for military veterans (including issues specific to service in particular wars), how to ceremonially recognize their service, and how to improve the quality of life for military veterans in their “final battle.”

Speaker: Hospice Veteran Partnership of New Jersey Members

Thursday, June 2 • 1:30 p.m. – 2:45 p.m.

2-A HOARDING & CLUTTER: CHANGING THE LANGUAGE TO BEGIN THE CONVERSATION (PART II)

This session is a continuation from the earlier Hoarding and Clutter session. In Part II, participants will share relevant experiences and methodologies, hear and discuss case scenarios, and practice motivational interviewing and strategies through small-group role-play exercises.

Speakers: Jaime L. Angelini, MA, DRCC, Director of Consumer Services, Mental Health Association of N.J. in Atlantic County; Victoria L. Phillips, CSW, Executive Director, Mental Health Association of N.J. in Atlantic County; Carolyn Mary Quinn, ICE Wellness Program Manager, Mental Health Association of N.J. in Atlantic County

2-B N.J. DEPARTMENT OF HEALTH: HOT TOPICS

Along with market forces, the regulatory environment is constantly changing. This session will focus on survey trends in nursing homes and assisted living, important areas of focus for the Department of Health and significant updates from CMS.

Speakers: Stefanie Mogzai, Director of Survey and Certification, N.J. Department of Health; Susan Kelley, Program Manager, Long Term Care Complaints, N.J. Department of Health; Bonnie Stevens, Assisted Living Survey Program N.J. Department of Health; Theresa Edelstein, Regulatory Consultant, LeadingAge New Jersey

2-C RESPONDING TO A DEPARTMENT OF LABOR AUDIT

The Department of Labor frequently targets medical practices for audit. This session will provide an overview of the preventative measures that should be in place to minimize the organization’s exposure in the event of an audit.

Speaker: Elizabeth M. Garcia, Shareholder, Chair, Labor and Employment Department, Parker McCay P.A.

2-D PRACTICAL INSIGHT TO PACE PROGRAM DEVELOPMENT IN NEW JERSEY

This session applies national PACE to the local New Jersey PACE program development landscape. Current and potential New Jersey PACE providers will gain insight into trends in PACE community care design, including how various facilities options meet PACE program needs. Specific emphasis will be placed on finding the “right-sized” center, or centers. Presented in a moderated-forum format, questions and conversation between participants and presenters will be encouraged. Participants prepared to relay their average daily attendance rate, current staff count, size of their current or proposed facility/facilities and a general description of operations will have the opportunity to interface directly with design and development professionals with both local and national expertise—and walk away with valuable advice to apply immediately to their current and future programs.

Speaker: Vincent Myers, AIA, LEED AP, Principal, Senior Living, DIGroup; Richard Carroll, AIA, LEED AP, Principal, McAuliffe & Carroll Architects; Jill Viggiano, President, LIFE St. Francis

Thursday, June 2 • 1:30 p.m. – 2:45 p.m.

2-E STUFF HAPPENS...THEN WHAT?

In a perfect world, incidents and accidents would never occur. We would never have to complete incident reports. However, we do not live in a perfect world and we know that incidents and accidents do happen. Many organizations operate under the impression that all incidents and accidents are preventable and challenge their teams with the slogans “Committed to ZERO” or “ZERO is the Goal”. These organizations feel they can prevent accidents using one of two approaches: The Perfection Principle or the Punishment Principle. This session is a deep dive into why “ZERO” incidents and accidents is not an attainable goal and how the Perfection and Punishment Principles are not principles at all, but really myths. Participants will challenge their own thinking on how they have been dealing with incidents and accidents and why their usually approaches are not working.

Speakers: Rafael Haciski, Esq., Producer, The Graham Company; Bette McNee, RN, NHA, Clinical Risk Management Consultant, The Graham Company

2-F HOSPICE: WHERE ARE WE NOW? WHERE ARE WE GOING?

Big changes are happening in hospice, not the least of which is flat-to-negative growth in hospice utilization. Has hospice hit a ceiling? How is government looking at hospice and the hospice-nursing home relationship? How does this affect nursing home residents on hospice? This presentation will examine those changes through Medicare data trends, including patient demographics, statewide/county comparisons, and data findings focusing on hospice in nursing homes. Learn where hospice in New Jersey is today and the forces that are changing hospice for the foreseeable future.

Speaker: Don Pendley, M.A., CAE, CFRE, APR, President, New Jersey Hospice and Palliative Care Organization

Thursday, June 2 • 3:45 p.m. – 5:00 p.m.

3-A UNDERSTANDING BEHAVIOR AS COMMUNICATION FOR PEOPLE WITH DEMENTIA

Sometimes people with Alzheimer’s disease behave in odd, uncharacteristic, and even threatening ways. Such behaviors are not random, and are often the only way an individual with dementia is able to communicate. This session will cover challenging vs. problematic behaviors, and what every staff person should know in the moment about how to respond. It will also cover creating behavior teams and tracking behavior over time in order to minimize the behaviors that are problematic.

Speaker: Caren Silverlieb, Director of Strategic Planning and Partnerships, Jewish Community Housing for the Elderly

3-B YOU CAN FIGHT CITY HALL: GETTING BEYOND ADA COMPLIANCE

A toilet may just be a toilet ... but its placement in a bathroom is anything but ordinary. That’s what Parker at Monroe (PAM) proved to the New Jersey Department of Community Affairs (DCA). Empowering residents to be as independent and safe as possible and preserving their dignity is of utmost importance at PAM, which is why the design of the bathrooms was a key focus. When empirical data and research suggested ADA-compliant placement of toilets was not the best for providing assistance to seniors—or for staff safety and operational efficiencies—Parker began making a case for bathroom improvements. Attendees will get a behind-the-scenes look at the evolution of bathroom design that led to a new prototype requiring multiple ADA variations. Parker received approval for its new bathroom design that included numerous strategies that were not compliant with published ADA Guidelines. Speakers will delve into issues related to conventional ADA-compliant bathroom design, research conducted in support of needed changes, the innovative evidence-based design process, resultant design changes, regulatory approval process, construction challenges, final built product and lessons learned. They will also discuss the research study PAM is conducting with LeadingAge Center for Applied Research to assess the impact of these design modifications.

Speakers: Steve Leone, Principal, Spiegle Architectural Group, Inc.; Donna Lazartic, Chief Operating Officer, The Francis E. Parker Memorial Home; and Dr. Lorraine Hiatt, Environmental Gerontologist

3-C ACCOUNTABLE CARE ORGANIZATIONS... WHAT YOU NEED TO KNOW

Learn about Accountable Care Organizations (ACOs), including the long term care facilities and overall post-acute care industry opportunities and risks in contracting with these organizations. Session will include a discussion of contract provisions

Speaker: Ivan J. Punchatz, Shareholder, Buchanan Ingersoll & Rooney PC

Thursday, June 2 • 3:45 p.m. – 5:00 p.m.

3-D CREATIVE FOLLOW-UP ... A WOW FACTOR

Creative Follow-Up (CFU) in senior housing is a sales tactic that employs a myriad of personalized, proactive, selling initiatives for a particular prospect. It is used to build trust, promote additional face-to-face encounters, and generate advances in the relationship. When used timely, it most certainly impacts the relationship and elicits a positive response. When used in business and personal relationships, CFU is a wow-factor. In this session, we will share scenarios and examples of our own, and our clients' use of CFU and how it has impacted the relationship between the two parties in the sales process and in life. We will draw comparisons to what likely would have happened should traditional sales tasks were employed and how CFU has helped move a prospective resident from the couch to being in the game!

Speakers: Paul O'Brien, Vice President, Director of Sales Operations, Solutions Advisors; Mike Brindley, Vice President, Director of Associate Development, Solutions Advisors

3-E BENEFITS OF TECHNOLOGY INTEGRATION IN TOMORROW'S SENIOR CARE

Security is at the forefront of the minds of Americans today. In academic facilities, malls, theaters, healthcare institutions, businesses, and public places, real threats exist in real places, not just on the news or in movies. Senior care communities are not immune to these risks. We must be prepared for these threats. During this session, potential risks and technology solutions will be reviewed. Areas of discussion will include resident elopement, employee theft, lockdown procedures, emergency management, instant communications and risk management. Technologies, commonly implemented in senior care communities to combat physical security risks will be reviewed including access control, wander management, video surveillance, visitor management, and location services.

Speaker: John Dalton, President/CEO, IT Initiatives, Inc.

3-F BEST PRACTICES IN ALZHEIMER'S CARE DESIGN

An interdisciplinary panel will lead an interactive discussion of best practices in design for Alzheimer's care environments. Participants will learn how to tailor their facility to meet operational objectives, cultivating an environment which maximizes residents' individual functionality. Presenters will show how an inclusive programming and design process leads to state-of-the-art facilities, which are highly supportive of these specialized needs, and how thoughtfully designed settings can reduce stress and anxiety of both staff and residents with Alzheimer's. Aspects covered include determining the appropriate size and scale of the environment and employing therapeutic sensory stimulation, including intuitive wayfinding and a connection to the outdoors. A specific focus on lighting will be offered, examining how advances in technology allow control of light temperature and exposure, encouraging sleep and reducing both daytime irritability and nocturnal wandering.

Speaker: Daniel J. Topping, AIA, LEED AP BD+C, Principal, NK Architects; Kerry Mills, MPA, Dementia Coach, Engaging Alzheimer's LLC; Robert Newell, IALD, IES, President, Robert Newell Lighting Design; Jay Beispiel, Senior Interior Designer, NK Architects

Friday, June 3 • 10:15 a.m. – 11:30 a.m.

4-A JOYFUL CONNECTIONS: A SOCIAL CLUB FOR PEOPLE WITH MEMORY LOSS

While the challenges posed by memory loss and cognitive deterioration are significant, they are further exacerbated by other factors. Immigrants, non-English speakers, and those who live alone are exposed to higher risks. Joyful Connections! provides culturally-sensitive and life-sustaining enhancements that address the particular needs of residents living who are on the memory loss spectrum. This meaningful programming is based on the Habilitation Therapy Model and is designed to promote social connections, inspire creativity and imagination, reduce negative behaviors and cultivate a sense of purpose. Each two-hour session consists of three distinct components that are based on the Alzheimer's Association's recommendations for activity planning.

Speaker: Caren Silverlieb, Director of Strategic Planning and Partnerships, Jewish Community Housing for the Elderly

4-B MLTSS: AN UPDATE FROM N.J. DEPARTMENT OF HUMAN SERVICES & MANAGED CARE ORGANIZATIONS

Join the New Jersey Department of Human Services and Medicaid Managed Care Organizations for updates on the latest happenings in Medicaid Managed Long Term Services and Supports (MLTSS). Following the DHS policy update, each provider MCO will discuss what is new at each of the plans. Session will conclude with an interactive Q&A.

Speakers: GERALYN D. MOLINARI, Director, Managed Provider Relations, NJ Department of Human Services; Representatives from Aetna, Amerigroup, Horizon NJ Health, United Health Care Community Plan, and Wellcare; Theresa Edelstein, Regulatory Consultant, LeadingAge New Jersey

Friday, June 3 • 10:15 a.m. – 11:30 a.m.

4-C BANK FINANCING & RISK MANAGEMENT... A RECAP & LOOK FORWARD

The landscape for not-for-profit senior living capital financing changed dramatically with the expanded availability of tax-exempt direct loan/bond financing from commercial banks, supplementing more traditional bond financing. The presentation will provide further details regarding the increased use of direct bank financing and will draw on the perspectives of a group of experienced industry professionals, including representatives of commercial banking institutions active in providing financing for NJ-based senior living organizations as well as a municipal swap advisor with expertise in interest rate risk management strategies and products and their interface with bank financing.

Speakers: Andrew P. Nesi, Executive Vice President, HJ Sims & Company; Walter Unangst, Senior Vice President, First Niagara; Ron Krauskopf, Senior Vice President, Investors Bank; James Engel, Principal, Kensington Capital Advisors.

4-D DESIGNING A CULTURE OF CARE FOR THE NEXT GENERATION

As Baby Boomers retire, they are shying away from traditional institutional nursing homes, and demanding more hospitable living options. In response, Christian Health Care Center (CHCC) transformed its nursing and rehabilitation program to embrace a culture of care focused on the resident. Learn how Heritage Manor West was redesigned to center the facility around the 'hearth' of a traditional home, and the how this new layout offers residents a higher quality of life, encourages activities and wellness, and promotes visitor-resident interaction. Participants will also learn about the new Transitional Care Suite—a state-of-the-art home-like setting that provides real-life scenarios for patients receiving occupational therapy. Participants will walk away with an understanding of how to transform aging healthcare facilities; how to work with nursing staff to change delivery methods that accommodates patients' mental and physical well-being; and how to develop a capital campaign strategy.

Speakers: Doug Struyk, President/CEO, Christian Health Care Center; Ken Karle, President, LAN Associates; Kim Vierheilg, Vice President, LAN Associates

4-E ETHICS IN PRACTICE—THE INTRODUCTION (PART I)

Skilled caregiving at the end of life can add meaning to the resident's final months but can also be fraught with ethical questions for the caregiving professional. Ethics In Practice (EIP) was developed by the Ethics Council of the New Jersey Hospice and Palliative Care Organization (NJHPCO) to help the caregiver resolve ethical dilemmas, and has been taught in more than a dozen New Jersey nursing facilities. Participants will be able to differentiate between an ethical dilemma and a problem to be solved operationally; list the four ethical principles used in the NJHPCO Ethical Decision-Making Process; list the three questions that qualify a conflict as an ethical dilemma; and list the eight steps in the Ethical Decision-Making Process. **This course is a pre-requisite to the Case Study course, which immediately follows.**

Speakers: NJHPCO Ethics Council members.

Friday, June 3 • 11:45 a.m. – 1:00 p.m.

5-A OLDER BULLIES & PROBLEM BEHAVIORS IN SENIOR CONGREGATE SETTINGS

Bullying and other problematic behaviors can have significant impact not only on the victim, but on staff, families, and bystanders as well. It is important for those working in these types of settings to be able determine the difference between Bullying behaviors and those behaviors associated with an individual diagnosed with Dementia. This session will help identify behaviors that are classified as "Bullying", as well as other difficult behaviors which can manifest in Senior Living environments and other settings where may seniors congregate. Interventions and strategies to curtail these behaviors will also be the focus of this session.

Speaker: Victor Miranda, Services Coordinator, Spotswood Reformed Church Senior Citizen Housing, Mary Anne Ross, CSW, Coordinator of Training, Consultation & the Statewide Resource Center of the COPSA Institute for Alzheimer's Disease & Related Disorders, University Behavioral HealthCare, Rutgers University

5-B HIPAA PRIVACY BREACH: HOW DO I PREPARE? HOW DO I RESPOND?

As health care entities move to electronic health records, privacy has become a hot topic among state and federal regulators. Privacy breaches are far too common and all health care entities must understand the risks and responsibilities of all health care providers with respect to health care record privacy.

Speaker: Brian N. Rath, Counsel, Buchanan Ingersoll & Rooney PC

Friday, June 3 • 11:45 a.m. – 1:00 p.m.

5-C SELLING THE LIFE PLAN (CCRC) COMMUNITY ... TO FINANCIAL ADVISORS

Have you ever spent a lot of your time bringing a prospective resident through the full sales process only to have the decision hit a brick wall when a financial advisor is unwilling to advocate the benefits of life plan communities? Learn how to conquer those objections from an advisor who actively recommends LPCs (CCRC) to clients and understands your business model. In this presentation, participants will learn about the five reasons financial advisors don't recommend LPCs (CCRC) and what you can do to overcome their objections. Using an interactive analysis of a typical resident, the advantages of choosing an LPC (CCRC) will be demonstrated, including sustaining assets, maximizing tax deductions, and achieving estate goals. Conversely, devastating results of a wrong decision that many advisors make by not recommending LPCs (CCRC) will be explored. Participants will leave better equipped to address prospective residents' financial questions and the challenges that arise in order to confidently close more opportunities.

Speaker: Jim Ciprich, CFP®, MBA, Wealth Advisor, RegentAtlantic

5-D DEVELOPING CROSS-CONTINUUM PROVIDER NETWORKS IN A COMPETITIVE, PERFORMANCE-DRIVEN MARKET

Successful PAC providers are under increasing pressure to demonstrate their capacity to effectively partner with both up- and down-stream participants in the care continuum in order to achieve value-based performance. Using examples and case studies, the presenters will illustrate how organizations can capture and report on meaningful metrics and identify prospective up-stream and down-stream partners with similar capacity or willingness to do so. How to vet out partners to create a cross-continuum network answering to CMS' Triple Aim and the requirements of major conveners be addressed. The importance of longitudinal communication will be stressed, and examples will be presented of effective systems to achieve success.

Speaker: Hilary Forman, PT, RAC-CT, Senior Vice President of Clinical Strategies, HealthPro Rehabilitation

5-E ETHICS IN PRACTICE—THE CASE (PART II)

Ethics is always situational. Resolving an ethical dilemma always rests on a thorough understanding of the facts of a case and a collaborative approach by those involved. In this session, participants will view an eight-minute dramatized case study presenting an ethical dilemma and, through facilitated audience discussion, will use the NJHPCO Ethical Decision Making Process to resolve the dilemma. Participants will be able to differentiate between an ethical dilemma and a problem to be solved operationally; identify which ethical principles are in conflict in a given case; participate in the deliberation of an ethical case, including benefits and burdens of possible outcomes; and gather relevant information for a particular case.

Speakers: NJHPCO Ethics Council members

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- KDA Architects
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- LAN Associates
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- Construction Services
- LifeStation, Inc.
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- MDCC NJ
- Med-Net Concepts, LLC
- Mobilex USA
- NK Architects
- NJ Health Care Facilities Financing Authority
- NJ Hospice & Palliative Care Organization
- NJ Office of the Ombudsman for the Institutionalized Elderly
- Northeast Protection Partners, Inc.
- Omnicare
- P3 Generator Services
- PARTNERS Pharmacy/ Discover RX
- Peckar & Abramson, PC.
- Pharma-Care, Inc.
- PharMerica
- PharmScript Pharmacy, LLC
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- ProCare Medical
- Provident Bank
- RehabCare
- ReUnion Rx, LLC
- Scirocco Group/ Selective Insurance Co.
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- Select Medical Rehabilitation Services
- Select Rehabilitation, Inc.
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- Sodexo
- Solutions Advisors/ Retiring by Design
- Spiegle Architectural Group
- Sweetwater Construction Corp.
- Towne Home Care
- Triple A Supplies
- Unidine
- Value First Group Purchasing
- William H. Connolly & Co. LLC
- Wohlsen Construction
- Wolfington Body Co., Inc.
- Ziegler
- Zimmet Healthcare Services Group, LLC

General Information

Education Information

Certificates will be awarded to participants who attend the conference and submit completed evaluations forms. The number of continuing education credits awarded will be based upon the number of conference hours attended and the requirements of the specific accreditation body.

- LeadingAge New Jersey is an approved provider of: **Licensed Nursing Home Administrators/ Certified Assisted Living Administrators** [LNHA/ CALA] continuing education credits in accordance with N.J.A.C. 8:34-7-3(a).
- This activity has been submitted to **New Jersey State Nurses Association** for approval to award contact hours. New Jersey State Nurses Association is accredited as an approver of continuing nursing education by the **American Nurses Credentialing Center's Commission on Accreditation**
- LeadingAge New Jersey is a licensed Continuing Provider of Education (CPE) sponsor for the: **New Jersey Board of Accountancy**
- This activity has been submitted to the **Human Resource Certification Institute** for review
- Additional applications for CEUs have been made to the following accreditation bodies:
 - **Certifying Board for Dietary Managers**
 - **National Certification Council for Activities Professionals**
 - **National Executive Housekeepers Association**
- Please contact Amy Greenbaum at LeadingAge New Jersey: 609-452-1161; or agreenbaum@LeadingAgeNJ.org, for information about continuing education credits for Social Workers.

Hotel & Conference Information

Accommodations

Guest rooms have been reserved at Harrah's Waterfront Hotel in Atlantic City, NJ for LeadingAge New Jersey meeting attendees. Special rates for single and double rooms are \$85 per night, plus applicable taxes and fees. Reservations must be made no later than **Monday, May 16th** in order to guarantee the special rate. Call 1-888-516-2215 and reference **LeadingAge** and group code **SH05LE6** to ensure the discounted group rate.

Refunds

No refunds will be granted within ten (10) business days of the program. Substitutions are encouraged.

What To Wear

We encourage you to dress in casual, comfortable attire.

Things To Do

Click on the link below for information on dining and entertainment in Atlantic City:

- www.atlanticcitynj.com

Fees

Fees include educational sessions, breakfasts, lunch, refreshment breaks, and receptions. For additional registrants please photocopy the registration form on the previous page.

Registrations with credit card payments may be faxed to 609-452-2907 or emailed to agreenbaum@LeadingAgeNJ.org

Mail checks with registration forms with payment to:

LeadingAge New Jersey
3705 Quakerbridge Road
Suite 102
Hamilton, NJ 08619

For additional information, please call LeadingAge New Jersey office at 609-452-1161 or check our website **www.LeadinAgeNJ.org**

Special Requirements

If a participant(s) should have a special requirement, including dietary needs, please contact LeadingAge New Jersey at 609-452-1161 or email agreenbaum@LeadingAgeNJ.org.



Registration Fees/Payments



85th Annual Meeting and Exposition June 1-3, 2016 • Harrah's Waterfront Hotel, Atlantic City, NJ

LeadingAge New Jersey Members	Early Bird (By May 2)	Regular (After May 2)
Member Provider – Full Conference	\$290	\$325
Member Provider – Daily Rate	\$200	\$225
Multiple Participant (3 or more registrants)	Full Conference only \$260 per registrant	
5th Person FREE! (Receive a FREE registration for every 5th person)		
Non-Member		
Non-Member Provider – Full Conference		\$425
Non-Member Provider – Daily Rate		\$275

Registration Deadline is Wednesday, May 18, 2016

Facility/Organization: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Contact Person: _____

Phone: _____ Fax: _____

Contact E-mail: _____

PAYMENT METHOD

Check: Check # _____

Credit Card: Visa Master Card American Express

Credit Card Security Code# _____ (3 digit number on back of card; 4 digit number on front of AmEx card)

Credit Card # _____ Exp. Date _____

Credit Card Authorization (Please sign) _____

(Please print name) _____

PLEASE ALSO COMPLETE REGISTRATION FORM ON THE NEXT PAGE

Annual Meeting Registration Form

REGISTRATION DEADLINE IS WEDNESDAY, MAY 18, 2016

TO REGISTER: In the registration grid, **type or print** , Title and Email for each participant and indicate session choices for each day in attendance. For additional registrants, please photocopy this form. For additional information call the LeadingAge New Jersey office at 609-452-1161. Return registration form along with check made out to: **LeadingAge New Jersey • 3705 Quakerbridge Road • Suite 102 • Hamilton, NJ 08619**. Members may fax their registration with credit card information to 609-452-2907 or email to agreenbaum@LeadingAgeNJ.org. Meeting confirmation information will be sent via email only.

Registrant Name, Title, Email	6/1/16	6/2/16									6/3/16			FEES
	Welcome Reception 6:30pm-8:00pm	Rise 'n Shine Education Session 8:00am-9:00am	GS #1/ Keynote 9:45am-11:00am	Session 1 11:00am-12:15pm	GS #2/ Luncheon 12:15pm-1:30pm	Session 2 1:30pm-2:45pm	Session 3 3:45pm-5:00pm	Masters Info Session 5:00pm-5:30pm	Red Carpet Reception 5:30pm-7:00pm	Being Mortal Movie Premiere 7:00pm-8:30pm	GS #3/ Annual Business Meeting and Breakfast 8:30am-10:00am	Session 4 10:15am-11:30am	Session 5 11:45am-1:00pm	
SAMPLE John Doe, Title email@email.com	Yes (or no)	SS-1	Yes (or no)	1-B	Yes (or no)	2-D	3-A	Yes (or no)	Yes (or no)	Yes (or no)	Yes (or no)	4-A	5-D	
1.														
2.														
3.														
4.														
5.														
6.														
													Total \$	

PHOTOCOPY THIS REGISTRATION FORM FOR YOUR RECORDS



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A photograph of a beach scene. In the foreground, a white wooden boat with a blue interior and "ATLANTIC CITY" written in blue letters on its side is on the sand. Several people are in the water and on the beach. The sky is clear blue.

85TH ANNUAL MEETING AND EXHIBITION
JUNE 1 – 3, 2016
HARRAH'S WATERFRONT HOTEL
ATLANTIC CITY, NJ