

Courage in Conversation



1

Participant vs. Recipient



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Enriching Life

Uncovering what is most meaningful

- Body Restoration
- Mind Reconciliation
- Spirit Renewal



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What Are Your Patients' Goals?

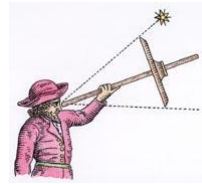
- Quality of life What does the ideal day look like?
- Comfort What would help you feel safe and loved?
- Time What are you looking towards?



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Your Role as Navigator



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4 Benefits of Care



Hospital



Skilled Rehab



Home Health



Hospice



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Hospitalization

- The goal of a hospitalization is to:
 - Investigate
 - Treat
 - Cure
- Expectation of a patient during a hospitalization:
 - To be actively participatory in their recovery



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Skilled Nursing and Rehabilitation

- The goal of a rehabilitation stay is to provide:
 - Disease Management
 - Education
 - Therapy
- Expectation of the patient during a rehab stay:
 - To be actively participatory in their recovery
- Individualized care plan for aggressive therapy, daily
- Rehospitalization risk for a stage 4, chronically ill patient is 20%-35% Medicare.gov Nursing Home compare and Medpar data hospital review



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Home Health Care

- The goal of Home Health Care is to provide:
 - Disease Management
 - Education
 - Therapy
- Expectation of a patient during a Home Health Care episode:
 - To be actively participatory in their recovery
- 60 days or less, 100% covered under Medicare Part A, of intermittent care to include: skilled nursing, therapies and aide visits
- A plan of care designed with a physician
- Rehospitalization risk is 10%-22% based on Medicare.Gov Home Health Compare quarterly report
- Home Health Care under Medicare A does not have a payer source for DME, incontinence supplies or medications



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Hospitals, Skilled Nursing Facilities
and Home Health Care are all
“recovering benefits”



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Hospice Care

- The goal of Hospice Care is to support and honor individuals on their health care journey in a way that they see as valuable
- Eligibility for hospice care is determined by a physician based on staging of illness, symptomology and a declining pattern
- Hospice benefit includes:
 - 6 month 100% covered under Medicare A, Medicaid, and some private insurance providers
 - Medications, equipment, and supplies related to their terminal illness, patient and family education, comforting treatments may be covered
 - Hospice Care facilitates **restoration, reconciliation and renewal**



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Hospice Care

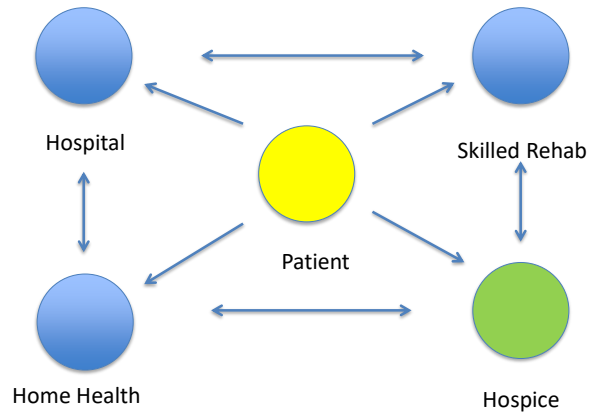
- 100% covered benefit of initially six months of care under Medicare Part A
 - Renewable every 60 days as an individual continues to show at least minor decline
 - Hospice provision is for individuals with life limiting illness with a prognosis of potentially six months or less
- Prognosis of a patient is made up of many factors and is determined by a physician
 - Staging of illness, symptomology and a declining pattern
- Individual does not have to be “ready” for hospice; merely eligible
- The payer sources for Hospice benefit are Medicare Part A, Medicaid and many insurance plans.
- Hospice care is provided wherever the patient calls home by a diverse team (Example: Physician, Nurse Practitioner, RN, Social Services and counseling)
- Durable medical equipment, incontinence supplies, medication coverage is based on patient needs



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Quality of life, Comfort and Time?



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Heartland is here to serve!

- Please contact us at
- 24 /7 Our team is here to serve



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