



DELAWARE HEALTH CARE FACILITIES ASSOCIATION

Annual Meeting

VIRTUAL

Thursday, March 18, 2021 • 1 – 3:45 p.m.

1 – 1:45 pm	DHCFA Annual Business Meeting – The Year in Review and Looking Ahead
1:45 – 2 p.m.	Board Candidates and Voting
2 – 2:30 p.m.	Silver Sponsor Medline – Treat Break – Speaker Intro
2:30 – 3:30 p.m.	Education: The COVID Catalyst – How the Pandemic Will Create Opportunity in Referral Networks
3:30 -3:45p.m.	Wrap/Evaluation/Adjourn

The COVID Catalyst – How the Pandemic Will Create Opportunity in Referral Networks

Presented by
Ellen Keubrich, Senior Director, Quality Solutions, HealthStream®

The COVID-19 pandemic has devastated Healthcare providers operating under the fee-for-service model; the American Hospital Association estimates that from March 1 to June 30, 2020, America's hospitals and post-acute providers lost \$202.6 billion. Meanwhile, organizations relying on managed care models have held finances steady.

While this is unlikely to change how providers are paid, COVID-19 has acted as a catalyst in healthcare, and initiatives like bundled payments and value-based purchasing programs that prioritize coordinated care and quality outcomes are gaining support. All this necessitates hospitals rigorously re-evaluating their preferred Post-Acute partners. In this session, you'll learn how we got here, the current state of your acute care partners, and what you can do to either defend or acquire your preferred network position.

.Objectives: By the end of the sessions, learners will know:

- Understand how COVID-19 has exposed the fragility of the fee-for-service system.
- Take advantage of a disrupted market to defend or acquire their place in hospital referral networks.
- Gain clarity on what Acute-care organizations are looking for from a preferred post-acute partner:

Like you, **Ellen Keubrich** has seen the healthcare industry change more dramatically in the last 10 years than it has in the last 50. With over 15 years of expertise in advising skilled, long-term care, and acute-care providers, she is able to help clients to improve clinical outcomes and increase revenue. Ellen received her Bachelor of Science from the University of Colorado. As the Senior Director of Quality & Compliance, Ellen helps to fulfill HealthStream's vision of to improving the quality of healthcare by developing the people who deliver care. HealthStream is dedicated to improving patient outcomes through the development of healthcare organizations' greatest asset: their people.

This will be delivered via Zoom. 1 continuing education credit for NAB and the Delaware Board of Nursing for this session. To receive credit, you must attend the entire session.

DHCFA Annual Meeting (Virtual) – March 18, 2021

REGISTRATION – *Non-members may attend the education session from 2:30-3:30.*

Email to: tmorris@dhcfa.org

OR FAX to 302-239-6895 OR mail to DHCFA, 501 Silverside Rd. Suite 51, Wilmington, DE 19809

Registration is due MARCH 5, 2021

\$10 for members, \$20 for nonmembers

TOTAL FEE _____

Name:	NAB or NSG License#:
Company:	DHCFA Member: <input type="radio"/> YES <input type="radio"/> NO
Email:	Phone:

Name:	NAB or NSG License#:
Company:	DHCFA Member: <input type="radio"/> YES <input type="radio"/> NO
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Name:	NAB or NSG License#:
Company:	DHCFA Member: <input type="radio"/> YES <input type="radio"/> NO
Email:	Phone:

Name:	NAB or NSG License#:
Company:	DHCFA Member: <input type="radio"/> YES <input type="radio"/> NO
Email:	Phone:

PAYMENT

_____ **By check**, payable to Delaware Health Care Facilities Association.

Send to: 501 Silverside Rd Ste 51, Wilmington, DE 19809

NOTE: webinar link will be released when payment is received.

_____ **By credit card**, using secure fax: (302) 239-4214 or Call 302-235-6895 for card payment

Check one: Visa Mastercard American Express Discover

Cardholder Name: _____

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Signature: _____ Date: _____

Fax to: 302-239-4214 Questions to: Tomi Morris, tmorris@dhcfa.org or 302-235-6895