

**TOP SECRET**

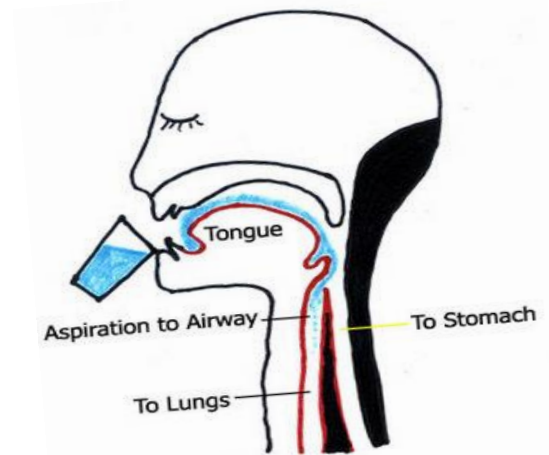
# PAYMENT REFORM

YOUR SECRET WEAPON TO SURVIVING

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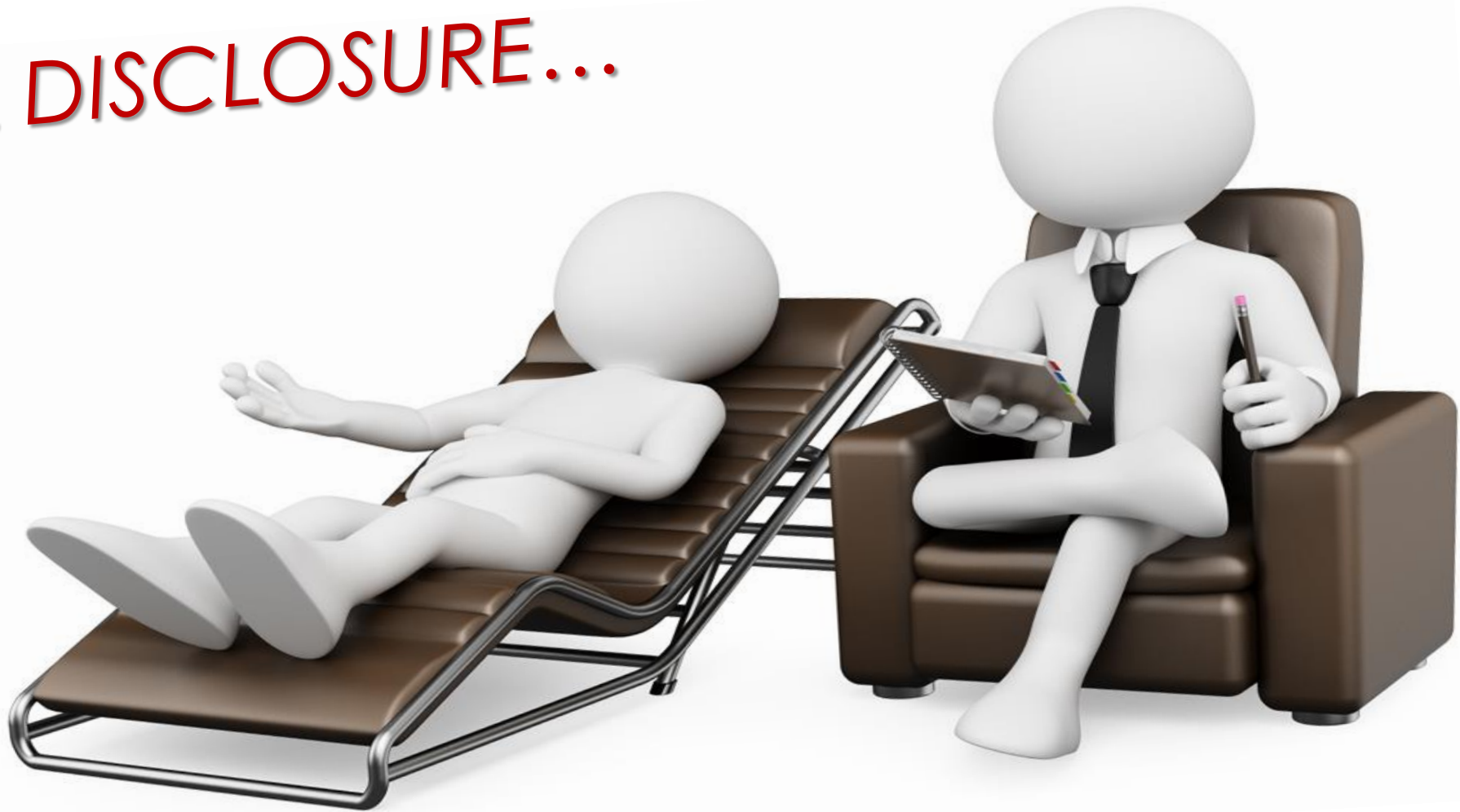
## REHAB DEPARTMENT

- Physical Therapy
- Occupational Therapy
- Speech Therapy



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**FULL DISCLOSURE...**



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# GOALS FOR PAYMENT REFORM

Cut  
Costs



PROVE  
RESULTS

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## INTEL ABOUT THE TYPICAL REHAB DEPT.

- WE GET TO KNOW THE RESIDENTS PRETTY WELL
- WE ARE TRULY INTERDISCIPLINARY TEAM MEMBERS
- WE NEVER REALLY UNDERSTOOD THE DISCHARGE/TRANSITION MEMO
- WE AIM HIGH AND REALLY WANT EVERYONE TO BE AS WELL AS POSSIBLE

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**CALL TO ACTION**

1. **INTRODUCE**

2. **INCLUDE**

3. **EDUCATE**

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# INTRODUCE

- DO YOU ACTUALLY KNOW YOUR REHAB TEAM?
- DO THEY FEEL LIKE THEY KNOW THE COMMUNITY LEADERS OR THAT THEY ARE INTERESTED IN THEM?
- DO THE OTHER PROFESSIONALS THAT SERVICES YOUR COMMUNITY KNOW THE THERAPY TEAM?
  - PHYSICIANS
  - CARE COORDINATORS/NAVIGATORS
- DO YOUR MAJOR REFERRAL SOURCES KNOW YOUR THERAPISTS? HAVE THEY TOURED YOUR REHAB SPACE?

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## INCLUDE

- IF YOUR THERAPY DEPARTMENT IS A VENDOR, INCLUDE THEM IN THE PERTINENT PIECES OF YOUR OWN COMMUNITY'S HR ORIENTATION.
- INCLUDE THEM ON PERTINENT FACILITY UPDATES WHEN NEW PAYER PLANS AND MODELS ARE INTRODUCED.
- COMMUNITY EVENTS, CELEBRATIONS AND EDUCATIONAL SERIES OFFERED CAN INCREASE ENGAGEMENT

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## EDUCATE

- TEACH THE THERAPISTS ABOUT THE CULTURAL SHIFT OCCURRING WITH PAYMENT REFORM AND LEARNING ABOUT TRANSITIONING THE RESIDENT TO THE NEXT LEVEL OF CARE INSTEAD OF "DISCHARGING" TO HOME INDEPENDENTLY
- DOES YOUR REHAB DEPARTMENT HAVE A SENSE OF PREFERRED CLINICAL PATHWAYS AND CARE CONTINUUM CYCLES FOR RESIDENTS COMING FROM CERTAIN HOSPITALS, ACOs?
- DOES YOUR REHAB TEAM KNOW ABOUT THE COMMUNITY THEY WORK IN?
  - HOW MANY THERAPISTS CAN YOU WALK UP TO IN YOUR BUILDING AND THEY KNOW HOW MANY STARS YOUR BUILDING HAS?
  - HOW MANY ACTUALLY KNOW THE AVERAGE LENGTH OF STAY?
  - HOW MANY KNOW THE VISION OF THE COMMUNITY?

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**IN CONCLUSION...**

Thank You