

## “The Balancing Act: Maximizing Quality Care and Profitability in a Rural Therapy Department Webinar”

Thursday, August 8, 2019  
12:00 p.m. - 1:00 p.m.

### Program Overview:

Rehabilitation departments are normally profitable, but with decreasing reimbursements and rising costs, therapy programs need to find ways to be more efficient without sacrificing quality care. This webinar will discuss the key indicators within a rural hospital therapy department and share strategies to help grow rehabilitation programs. Attendees will learn how to develop dashboards that can reduce the stresses of management and set clear goals. Tools will be provided to construct incentive plans based on both quality and volume metrics within the therapy department.

### Learning Objectives:

At the completion of this webinar, participants will be able to:

- Examine and track key indicators for rural therapy departments by using a dashboard;
- Explain how to market strategies in the community and to physicians;
- Describe the benefits of outcomes and quality measurement with a third-party administrator; and
- Develop engagement initiatives for the entire rehab team.

### Target Audience:

Physical, occupational and speech therapists, rehabilitation managers and administrators who oversee rehabilitation departments

### Faculty:

**Andrew Weides** is the co-owner of InSPIRe Rehabilitation and the director of rehabilitation at Phelps Memorial Therapy Center. He has more than 18 years of experience in Critical Access Hospitals and more than 12 years of management experience as director of rehabilitation.

### Registration Fee:

**\$195** per site for MHA members

**\$295** per site for non-members

**The registration deadline is August 1.** Advance registration is required to ensure the delivery of instructional materials.

### Cancellation Policy:

Cancellations made prior to the registration deadline (August 1) will be issued a refund, less a \$25 administrative fee. Cancellations made after August 1 will be charged 50% of the registration fee. No refunds will be issued for those who do not cancel in advance of the program.

### Connecting to the Webinar:

**All registration fees are per phone connection.** If more than one connection is made from your hospital for any reason, an additional charge of \$195.00 (per connection) will be billed. Upon registering for the webinar, notify all participants and arrange a meeting room and speaker phone, if desired. At least three business days prior to the webinar, you will receive confirmation of your registration via email including instructions on logging in, as well as attached handouts. Approximately 5 to 10 minutes before the program, dial in to be connected to the session.

If you have not received a confirmation notice 48 hours prior to the program, please call Leslie Couturier at (207) 622-4794 to confirm your registration has been received.

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## Registration Form

**Webinar: Maximizing Quality Care and Profitability in a Rural Therapy Dept.  
August 8, 2019 / 12:00 p.m. - 1:00 p.m.**

**Important Note: Instructions for accessing the program will be emailed to the contact person listed below prior to the program date. If you would like the instructions emailed to an additional contact person, please list their email address as well.**

Name and Title of Contact Person: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

The registration fee is: **\$195** per site for **MHA members** / **\$295** per site for **Non-members**

The fee covers **ONE** telephone connection and includes a set of handouts (which can then be copied).

If more than one connection is made from your hospital for any reason, an additional charge of \$195.00 (per connection) will be billed.

**Payment Method:**  Check enclosed (payable to MHA)  Check being mailed  Credit Card\*\*

\*\*If paying by credit card, please register online at [www.themha.org](http://www.themha.org). **VISA** and **MasterCard** accepted.

Please complete this fillable PDF form and email or fax to [lcouturier@themha.org](mailto:lcouturier@themha.org) or 207/622-3073. Mail original along with payment to: Leslie Couturier, Maine Hospital Association, 33 Fuller Road, Augusta, Maine 04330. If you have questions, please call Leslie Couturier or Carol Sinclair at 207/622-4794 or by email at [lcouturier@themha.org](mailto:lcouturier@themha.org) or [csinclair@themha.org](mailto:csinclair@themha.org).

**Registration deadline is Thursday, August 1, 2019.**