

# Questions Every Home Health Agency Should Consider



## We Can Help

Let's talk about how hospice can help you achieve your goals.

### GENERAL CONSIDERATIONS

- How do patients who decline effect your business? ?

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- How does your return to acute percentage affect you ability to get hospital referrals? ?

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- How do declining patients effect your nurse productivity? ?

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- How do declining patients and their family stress out your on call team? ?

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- What patients keep you up at night? ?

### SHOULD YOUR HOME HEALTH AGENCY REFER TO HOSPICE?

- What is your current Star Rating? ?

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- What challenges are you experiencing getting to the next star level? ?

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- If you are 5 Star, congratulations! What are you doing to maintain it? ?

### BEST PRACTICES OF TOP PERFORMING (5 STAR) HOME HEALTH AGENCIES

- Have you updated your recertification process to determine which patients (and families) are more appropriate for hospice? ?

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- Have you considered if the patient and family would benefit from having medications, DME and supplies paid for by hospice? ?

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- Would the patient benefit from a higher level of care (increased frequency, more disciplines)? ?

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- Would the patient and family benefit from completing end of life planning? ?

### WAYS HOSPICE CAN IMPROVE HOME HEALTH STAR RATINGS & REIMBURSEMENT

- Hospice can manage complex patients (ALS, ALZ, Cancer, Heart, Dementia, HIV, Liver, Parkinson's, Renal, Lung) that are in decline. ✓

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- Hospice can eliminate readmissions, deaths and negative events with a referral to hospice. ✓

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- Hospice can increase Star Rating (and in turn HHA reimbursement) by reducing readmission and negative outcome measures. ✓

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- Hospice can reduce LUPA and non-compliant patients. ✓