

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? ?
- How does your return to acute percentage affect you ability to get hospital referrals? ?
- How do declining patients effect your nurse productivity? ?
- How do declining patients and their family stress out your on call team? ?
- What patients keep you up at night? ?

SHOULD YOUR HOME HEALTH AGENCY REFER TO HOSPICE?

- What is your current Star Rating? ?
- What challenges are you experiencing getting to the next star level? ?
- 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? ?
- Have you considered if the patient and family would benefit from having medications, DME and supplies paid for by hospice? ?
- Would the patient benefit from a higher level of care (increased frequency, more disciplines)? ?
- 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. ✓
- Hospice can eliminate readmissions, deaths and negative events with a referral to hospice. ✓
- Hospice can increase Star Rating (and in turn HHA reimbursement) by reducing readmission and negative outcome measures. ✓
- Hospice can reduce LUPA and non-compliant patients. ✓