

AGENDA



NURSING HOME



TITLE SPONSOR



MONDAY OCTOBER 14

8:00am–7:00pm

SUPPLIER REGISTRATION

11:30am–4:00pm

PROVIDER REGISTRATION

This special Provider Registration is for all Hospital Nursing Home Leaders and GPO Executives. Relax and enjoy a light meal and networking with your peers as you register for the conference. Lunch for Providers will be served between 11:30am and 3:00pm.

11:30am–4:00pm

SUPPLIER SHOWCASE

Select Suppliers will showcase their products, services and technology. Showcases are designed to provide a limited number of supplier attendees with an opportunity to demonstrate their products, services and solutions for the provider executives. To maximize this experience for everyone, only Providers and Supplier attendees from companies with a showcase exhibit will be permitted into the showcase area. Please contact us to learn how you can participate. Please note that lunch is not provided for Suppliers or Showcase exhibitors. There are several restaurant outlets in the hotel which are available at your convenience.

2:00pm–2:30pm

SUPPLIER ORIENTATION

All Suppliers are welcome to attend this orientation meeting. This informational orientation meeting is an excellent opportunity for first time Supplier attendees to gain a clear understanding of our conference, specifically the **reverse** expo and how it works.

4:15pm–5:30pm

PROVIDER ORIENTATION & SPONSOR SPOTLIGHT

All Nursing Home Leaders and GPO Executives are required to attend this orientation meeting, which will provide important information pertaining to the conference and introduce a few of our sponsors.

5:30pm–6:00pm

WELCOME RECEPTION (ALL ATTENDEES)

6:00pm–7:30pm

HOSPITALITY SUITES HOSTED BY OUR SPONSORS (PROVIDERS ONLY)

7:30pm–9:00pm

HOSPITALITY SUITES HOSTED BY OUR SPONSORS (ALL ATTENDEES)

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MCKESSON



HEALTH
CONNECT
PARTNERS

TUESDAY OCTOBER 15

7:00am–6:00pm

REGISTRATION DESK OPEN

Our Registration Desk will be staffed throughout the conference. If you have questions or need assistance with anything, please stop by and let us know. We are happy to help.

7:00am–8:00am

BREAKFAST (ALL ATTENDEES)

8:00am–9:30am

OPENING REMARKS & KEYNOTE ADDRESS (ALL ATTENDEES)

BELONGINGNESS: ACCELERATING HIGH-TRUST, RESILIENT, AND REWARDING RELATIONSHIPS

SHASTA NELSON

Did you know that over 60% of our employees are lonely, which directly increases turnover, hurts resiliency, lowers creativity, and compromises physical and mental health?

As a go-to leading expert on relationships for over a decade, Shasta Nelson inspires her audience with the science of bonding, teaching them the 3 things that will lead to high-trust, resilient, and rewarding relationships at work and at home. Whether she's speaking at conferences or on TEDx stages, giving media interviews to outlets such as The New York Times and The Washington Post, or appearing as a guest on The Harvard Business Review podcast or The Steve Harvey Show, she is constantly teaching all of us how to create healthier and more fulfilling relationships in our lives. She has written 3 books on the subject, including her latest one *The Business of Friendship: How to Make the Most of Our Relationships Where We Spend Most of Our Time* as she helps reduce loneliness and increase wellbeing in our workplaces.

Whether she's working with your leaders, your sales teams, your remote workforce, or your customer-facing professionals, Shasta will reveal the three factors needed to cultivate all healthy relationships. In making the science immediately actionable, Shasta also motivates those she works with to establish rituals and practices that will quickly lead to resilient, high-trust, and rewarding and bonded relationships. These stronger bonds will lead to greater loyalty and retention, elevated levels of co-creation in the marketplace, a more differentiated customer experience, and increased happiness and engagement for all involved.

LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- Evaluate their own personal relationships for greater health and happiness
- Boost trust and connection around you between leaders and with team members
- Take actionable steps toward more fulfilling relationships
- Increase employee retention, engagement, and collaboration



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HEALTH
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TUESDAY OCTOBER 15

9:30am–9:45am

COFFEE BREAK

10:00am–12:00pm

reverse expo SESSION 1

The Nursing Home Leaders and GPO Executives host the exhibit booths in this very unique reverse expo.

11:45am–1:00pm

LUNCH

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12:15pm–1:15pm

LUNCH 'N' LEARNS (BY INVITATION ONLY)

1:30pm–2:30pm

EDUCATIONAL SESSION



BECOMING THE PREFERRED SNF PROVIDER FOR YOUR HOSPITAL PARTNERS

DR. JOSH LUKE

Having authored multiple best selling healthcare books, Dr. Josh Luke is a hospital CEO, SNF Administrator, Adjunct Faculty for the University of Southern California and a leading international healthcare futurist. He currently serves as the CEO of NKST Health, a California based hospital district. Luke previously served as CEO of three acute hospitals, an acute rehab hospital, as Administrator for nursing homes and oversaw home health and hospice services as Vice President of Post Acute Services for a health system. Luke has a Ph.D. from the University of Nevada and authored several books including Readmission Prevention: Solutions Across the Provider Continuum, Ten Years of the Hospital Readmission Penalty and a best seller from Forbes Books titled Health-Wealth. He also founded the non-profit National Readmission Prevention Collaborative and served as a healthcare writer for both Forbes and LinkedIn while serving as CSO/Senior Health Policy Analyst for Nelson Hardiman Law.

LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- *The most important things hospitals are looking for in post-acute providers*
- *To understand the importance of simplifying and speeding up the acceptance and admission process to drive volume.*
- *Review the key talking points needed to become a preferred provider.*
- *How to best Leverage data to increase referrals.*

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TUESDAY OCTOBER 15

2:45pm–3:45pm



EDUCATIONAL SESSION

CENSUS ISN'T JUST HEADS IN THE BED, FINDING STABILITY AMIDST UNCERTAINTY

**LOGAN KNOX, PT, DPT, RAC-CT,
VICE PRESIDENT, BUSINESS DEVELOPMENT AND PARTNERSHIPS**

Logan earned a Bachelor's of Science from the University of Kansas (2012) and a Doctorate in Physical Therapy from the University of Kansas Medical Center (2015). She is a certified Resident Assessment Coordinator and licensed in LSVT treatment for neurologic disorders.

Logan joined HealthPRO Heritage in 2019, and successfully assisted in operationalizing a 19 site SNF chain focusing on reimbursement, quality and resident care. Her 5 years of experience in clinical operations has enabled her to focus on her passion of analyzing data and outcomes to create innovative solutions for partner organizations. In transitioning to a business development role in 2023, she is able to utilize her expertise to assist new partners determine effective and individualized solutions for pain points.

LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- *Understand the financial impact of heads in the bed - Identify the proper occupancy to fiscal balance for community success*
- *Take away key strategies for changing the system in order to optimize revenues with a new outlook on admissions*
- *Leverage predictive analytics in order to alleviate staffing concerns and payment.*

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4:00pm–5:00pm



EDUCATIONAL SESSION

WHERE'D THE JOY GO? SEVEN WAYS TO REKINDLE THE JOY OF LEADERSHIP IN HEALTHCARE

CAPT. STEPHEN (STEVE) HARDEN

Steve is the founder of Leaders Get Results, LLC. He has personally trained, coached, and mentored over 20,000 physicians, nurses, staff, and administrators in the last 23 years. Post-COVID, Steve has seen many healthcare leaders lose the joy they once had serving others, even though the outcomes of their leadership can resonate throughout their communities and over multiple generations.

As a result, he currently specializes in helping leaders cultivate joy in their profession while increasing their effectiveness through one-on-one and small-group coaching based on scientific assessment tools. His approach is guided by experience and wisdom gained in two decades of coaching healthcare leadership teams from 250-plus healthcare organizations through their patient safety and quality improvement initiatives.

Steve's interactive presentations - where he shares what he's learned on his leadership journey - have been enjoyed by audiences at annual conferences conducted by AORN, The Joint Commission, the American College of Surgeons, the American Hospital Association, the Society for Thoracic Surgeons, AmSECT, and many state hospital associations and QIOs.

LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- *Describe the difference between joy and happiness*
- *List the attributes of a Transformational Leader*
- *State the 3 drivers of employee satisfaction*
- *Describe the Reactive Mind and its effect on communications*
- *Understand the purpose and power of the subconscious mind*
- *Employ positive affirmations*
- *Use a proven intervention to increase gratitude and joy*

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TUESDAY OCTOBER 15

6:30pm–9:30pm
DINNER & ENTERTAINMENT



BEACHCLUB • NIGHTCLUB

**ON TUESDAY NIGHT JOIN US AT DRAI'S
FOR THE HOTTEST PARTY IN LAS VEGAS!**

Drai's Beach Club/Nightclub, on top of the Cromwell Las Vegas, is a dazzling, multi-level rooftop hotspot with unparalleled views of the Las Vegas Strip. The venue's 360-degree multi-level experience is reinventing the way guests experience Las Vegas nightlife and takes entertainment to new heights.

With open bars and delicious food, come enjoy an evening of networking while overlooking the famed Bellagio fountains and the heart of the Strip. Musical mash ups from DJ Warren Peace will entertain your senses all night long: you'll hear all your favorites from Motown to Bruno Mars. Don't miss out on HCP's hottest indoor and outdoor rooftop party experience!

Shuttles will run continuously between the Westgate Las Vegas Resort & Casino and Drai's from 6:15pm-9:30pm.



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WEDNESDAY OCTOBER 16

7:00am–12:00pm

REGISTRATION DESK OPEN

Our Registration Desk will be staffed throughout the conference. If you have questions or need assistance with anything, please stop by and let us know. We are happy to help.

6:45am–7:45am

BREAKFAST (ALL ATTENDEES)

8:00am–10:00am

reverse expo  **SESSION 2**

The Nursing Home Leaders and GPO Executives host the exhibit booths in this very unique **reverseexpo**.