

*Opportunities to be a solution and contributor to the future of health care.*



# Remington's Home and Community Based Care 20/20 Vision Summit

**PROGRAM DATE:**

*October 22-23, 2019*

(1½ days in person)  
followed by two live webinars

**REGISTRATION ENDS:**

*October 2, 2019*

**LOCATION:**

*Hilton Rosemont Hotel, Chicago*

*Empowering Growth, Improvement & Partnerships*

**PERFORMANCE IMPROVEMENT**

- Operational Efficiency
- Quality & Outcomes
- Financial Goals

**ORGANIZATIONAL READINESS**

- High-Performance Networks
- Highly Reliable Organizations
- Value-Based Engagement Strategies

# Remington's Home and Community Based Care 20/20 Vision Summit

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## WELCOME



### PROGRAM DATE:

*October 22-23, 2019*

Join us as we explore critical issues by examining ways for your organization to adapt to the changing health care delivery system, strategies to create high-performing organizations, opportunities to engage solutions for the care ecosystem, and ways to achieve greater partnership value.

## Leading with a Purpose to Build a 20/20 Vision

Home and community based providers are no longer simply a downstream referral partner. They have become an extension of the hospital's, physician's and payor's care delivery model. Today, providers have a much more direct impact on the financial bottom line and outcomes than they did before. Home and community based providers are critical partners delivering high value, cost efficient care and proper coordination of healthcare services at the community level.

### BREAKING BOUNDARIES

**The Home and Community Based Care 20/20 Vision: Opportunities To Be A Solution And Contributor To The Future Of Health Care in Chicago, October 22-23, 2019**, convenes the industry's biggest thinkers who are advancing their organizations and shifting traditional models to respond to the changing healthcare delivery system. We explore critical issues by examining ways for your organization to adapt to the changing health care delivery system, strategies to create high-performing organizations, opportunities to engage solutions for the care ecosystem, and ways to achieve greater partnership value. Meet the trailblazers sharing their case studies to accelerate solutions and value.

Woven throughout our discussions are the evolving policies and trends to "leap-frog" your organization as a valued partner.

I look forward to seeing you.

Lisa Remington  
remington@remingtonreport.com

### *Who should attend?*

#### Post-Acute Care Providers

Home health, hospice, palliative care, in-home support, private pay and community-based organizations.

#### C-Suite, VPs and Directors

Strategy

Business Development

Operations

Clinical

Quality

Finance

#### ACOs, Hospitals, Health Systems

Executives, VPs and Directors

Post-Acute Care Development

Chief Strategy Officer

Business Development

**ACCREDITATION:** This conference earns you approximately 8-10 Continuing Education Units (CEUs) and is accredited by Scully Health Management, Inc. **NURSING CONTACT HOURS:** As an accredited provider of continuing education in Nursing by the California Board of Registered Nursing (CEP 14223) and the Florida Board of Nursing (CEBroker#: 50-1134), the Nursing Contact Hours will be calculated according to the State Statutes and Guidelines.

# Connecting Your Organization to Solutions. We Provide Guided Strategies for Readiness and Launch.

## 1. Is your organization effectively responding to the changing healthcare delivery system?

Organizations are responding differently to the changing healthcare delivery system. Some are the “wait and see” types. Others are plain out putting their heads in the sand. Then, there are the trailblazers advancing their organizations in the midst of disruption. As a barometer of change, we monitor complex key trends, emerging policy, and disruption changing the healthcare landscape. As your organization continues to figure out the right direction, it is important to understand new opportunities, alignment, the internal and external impact, and your readiness.

## 2. How can your organization start moving from a fee-for-service world into value-based care?

20/20 vision helps us to understand new market signals and the acceleration of those market signals. In 2020, the adoption to value-based care will be accelerating. This is due to policy and payment change. “Risk” will enter into everyone’s vocabulary. How can you ready your organization to be positioned for more risk-sharing, mandatory bundled payments, or payer contracting? What’s the best path for your organization? Here’s the reality ... you have to keep moving to be able to stay competitive. It’s knowledge that will help de-risk your future and help your organization understand the right steps to take at the right time.

## 3. How can you position your organizations as a high-performance organization, preferred provider network, or highly-reliable organization?

ACOs and health systems are gearing-up to take on more risk and are seeking organizations to help them reduce total cost of care, reduce or eliminate readmission rates, as well as ED usage. Key criteria determines which providers are chosen and remain in the network. What criteria is being evaluated? What is the expectation of your organization to remain in the network? What types of value-based initiatives matter most? Are you ready?

## 4. How should your organization use scorecards, key performance indicators and metrics to manage relationships and manage operational, quality and financial strategic goals?

Key performance indicators drive success across post-acute care for home health, hospice, palliative care, private duty, adult day care, SNFs and insurers. It is important to identify what key performance indicators position PAC providers as high-performance organizations. Metrics can support value-base initiatives both internally and externally. Cross-over metrics drive growth and prove your organization’s value. Scorecards and performance metrics are changing. Most importantly, they must align performance to accountability.

## 5. How can your organization be the cost-reduction/cost savings partner?

ACOs, hospitals, physicians and payers are focused on reducing the cost of care. A quality measure common to all providers is called Medicare Spending Per Beneficiary (MSPB). MSPB is tracked three days before an admission, during the hospital stay and when the patient is using post-acute services. Post-acute accounts for 40% of this spend. Well-coordinated home and community based services dramatically impact the overall total cost of care; affordable daily in-home care costs, reduced readmissions to the hospital, shorter hospital stays, and lower utilization of high-cost services. A criteria hospitals and ACOs are tapping into for preferred providers is asking for the data on MSPB. They want to know how you are helping them reduce the overall cost of care.

## 6. Shift Happens! Advice From the Trailblazers

Get positioned as a highly-reliable partner. Keep scanning your organization’s readiness. Don’t let disruption confuse your competitive positioning. Keep your organization’s culture flexible to change. Prepare for risk. Know your partnership’s goals. Create the future!

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## AGENDA

**Tuesday, October 22, 2019**

### Networking Connection Breakfast

7:30am – 8:00am

### 20/20 Vision: Opportunities To Be A Solution And Contributor To The Future Of Health Care

8:00am – 9:00am



**SPEAKER: LISA REMINGTON**, President, Remington Health Strategy Group and Publisher, The Remington Report

We explore critical issues by examining ways for your organization to adapt to the changing health care delivery system, opportunities to engage solutions in the care ecosystem, and solutions to achieve greater partnership value.

### What Does the Future of Value-Based Models Look Like? How Ready is Your Organization?

9:00am – 9:45am



**SPEAKER: LISA REMINGTON**, President, Remington Health Strategy Group and Publisher, The Remington Report

Today, most of the dollars in value-based arrangements flow through a fee-for-service chassis. ACOs and hospitals are in the midst of navigating change in how they operate and deliver care. All providers need to be thinking ahead about where they will be in the future and their infrastructure for managing risk. We will explore the framework, and you can assess your organization's readiness.

### Morning Break

9:45am – 10:15am

### Case Study: Strategic Scorecards to Align Key Performance Indicators to Operational, Quality and Financial Goals

10:15am – 11:15am

*Discussions to follow*



**SPEAKER: KIM M. KRANZ, RN, MS, CHPCA**  
President, Catholic Home Care & Good Shepherd Hospice, Catholic Health Services of Long Island

In this session, key operational, quality and financial performance indicators are identified to drive greater accountability for home health, hospice, palliative care, private duty, adult day care, SNFs and insurers. Dashboard management reports will align performance to accountability.

#### Your takeaways:

- Understand strategic alignment of key performance indicators to support your strategic plan.
- Identify key performance indicators for high-performing organizations.
- Review key performance indicators across the PAC network.
- Analyze data and understand benchmark resources to drive accountability.

### Case Study: Home Health Performance Networks: Criteria and Engagement Opportunities

11:15am – 12:00pm

*Discussions to follow*



**SPEAKER: DANIEL K. KRIEGER, MBA, NHA**  
Corporate Value Based Reimbursement, Presbyterian Senior Living

Presbyterian Senior Living are engaged in six value based arrangements and have designed a Home Health Performance Network to reduce total cost of care and reduce or eliminate readmission rates as well as ED usage. Key criteria determines which home health providers are chosen and remain in the network. As more stakeholders choose to work with performance networks, Presbyterian Senior Living criteria mirrors the expectations set by entities that we are engaged with in the value based arrangements.

**You will learn:**

- The business opportunity of performance networks
- Value-based engagement opportunities
- Expectations of value propositions
- Criteria and objectives of the performance network

**Lunch**

**12:00pm – 1:15pm**

**Case Study: Medicare Spending Per Beneficiary: How Your Organization Can Be A Cost-Savings/Cost Reduction Value Partner**

**1:15pm – 2:15pm**

*Discussions to follow*



**SPEAKER: MILDRED FERRITER, CEO** and Executive Director, Community Health Center

ACOs, hospitals, physicians and payers are focused on reducing the cost of care. A quality measure, Medicare Spending Per Beneficiary (MSPB) is tracked three days before an admission, during the hospital stay and when the patient is using post-acute services. Post-acute accounts for 40% of this spend. Well-coordinated home and community based services dramatically impact the overall total cost of care; affordable daily in-home care costs, reduced readmissions to the hospital, shorter hospital stays, and lower utilization of high-cost services. A criteria hospitals and ACOs are tapping into for preferred providers is what is their Medicare Spend per Beneficiary. How are they helping reduce the overall cost of care. Meet Millie who will provide you with the meat and potatoes of how her organization has tackled MSPB.

**In this session, you will learn:**

- The insights of Medicare Spending Per Beneficiary
- How to analyze and capture the data points
- The value propositions to partnerships

**Adjournment**

**2:15pm**

**What your peers are saying after attending Remington Conferences**

“Always great information that sparks action and strategic thought process. When I go home I always feel empowered to implement change that launches our agency further.”

– Linda Murphy, CEO, Concierge Home Care

**BONUS WEBCAST**

**WEBINAR #1 | December 5, 2019**

▶▶ 3:00pm – 4:00pm (Eastern)

**WEBINAR #2 | January 16, 2020**

▶▶ 3:00pm – 4:00pm (Eastern)

*After the 2019 October conference, we continue our discussions and conversation. Invite your management team and staff to listen in.*



# Remington's Home and Community Based Care 20/20 Vision Summit

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## AGENDA

### Wednesday, October 23, 2019

#### Networking Connection Breakfast

7:30am – 8:00am

#### Peer Exchange Knowledge Tapping: Networking Round Tables to Improve Performance Profitability and Growth

8:00am – 9:15am

8:00am – 8:30am and 8:45am – 9:15am

*(Each round table lasts 30 minutes and then repeats)*

Join a facilitated round table. Tap into collective knowledge and exchange your experience and perspectives with each other. This is a unique opportunity to deepen discussions around key issues and topics with your colleagues. Exchange information about their successes and challenges. What's working ... what's not. ½ hour one topic ... move to your next favorite topic for the next ½ hour.

#### Choose from these topics:

- Hospice and Palliative Care
- Preparing for PDGM
- Payer Relationships
- ACO Partnerships and Strategies
- Preferred Provider Network Strategies

#### Morning Break

9:15am – 9:30am

#### Case Study: Shift Happens! How To Become a Highly Reliable Organization in a Shifting Healthcare Market

9:30am – 10:30am

#### SPEAKERS:



**ANTHONY EVANS**  
President, Pure Healthcare



**KERRY K. HAMILTON**  
President & CEO, Hospice of Central Ohio & Chief Strategy Officer, Ohio's Hospice



**JEFFREY LYCAN, RN**  
Executive Vice-President of Mission Advocacy for Ohio's Hospice

Shift Happens! In this presentation, speakers briefly look the at shifts to underscore WHY CHANGE and their three-pronged strategy to change to address the SHIFTING healthcare market.

In this discussion, the focus is not just about hospice. It is about how an organization is transforming to create new care models, programs, and initiatives to prepare for value-based care.

#### In this session learn how to:

- Optimizes Care & Services – Outcomes and Consistency (**Highly Reliable Organization**)
- Optimizes Resources – Economies of Scale and **Skill**
- Optimizes Mission & Brand – brand being more **important** tomorrow
- Scale to become a **risk-bearing** or participating organization
- Transition to **Preeminent** post-acute chronic illness provider

#### Adjournment

10:30am

# Remington's 20/20 Home and Community-Based Innovation Hub



**Proactive Solutions To Accelerate Growth & Performance Improvement**

**DID YOU HEAR HOW YOU CAN GET A 10% CONFERENCE REGISTRATION DISCOUNT?**

→ By joining the **Remington's 20/20 Home and Community-Based Innovation Hub**, a 10% conference registration discount will apply.

## **The 20/20 Innovation Hub is Your EXCLUSIVE MEMBER-ONLY ACCESS to Resources that Help Accelerate Profitability & Growth**

Stay up to date with the **latest news across the continuum.**

**MarketScan reports** keep you abreast of current industry trends.

**Industry Statistics & Data** are at your fingertips.

**Case Studies** to learn how others are advancing.

**FutureFocus** e-newsletter to stay ahead of the curve.

**TrendLens** e-newsletter to accelerate growth & opportunities.

Connect with industry leaders through the **20/20 Insights Council.**

Access **discounts** to conferences and webinars.

### → **Want to Learn More?**

The Innovation Center will provide guidance in these transformative times, better equip our members to proactively manage change, make informed decisions, focus on mutually-beneficial partnerships and deliver patient-centered care in the communities they serve.

The Innovation Hub provides forward-looking market intelligence, partnership development strategies across the care continuum, unique leadership development opportunities, and enhanced capabilities to innovate.

### → **Who Should Join?**

#### **Home and Community-Based Providers**

Home health, hospice, palliative care, in-home support, private pay and community-based organizations.

#### **C-Suite, VPs and Directors**

- Strategy
- Business Development
- Clinical Managers

#### **ACOs, Hospitals, Health Systems**

- Executives, VPs and Directors
- Post-Acute Care Development
- Chief Strategy Officer
- Business Development

# Remington's Home and Community Based Care 20/20 Vision Summit

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## SPEAKERS

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**Anthony Evans**  
**President, Pure Healthcare**

Anthony Evans is the President of Pure Healthcare, an innovative, person-centered reimagining of how care might be more conveniently and effectively delivered to those facing chronic illness at any stage. Pure HealthCare recasts the concepts of supportive care, chronic disease management, and traditional palliative care into a more streamlined, centralized, and holistic care delivery system.

His responsibilities have ranged from oversight of home-based care management services to the design and implementation of dual-eligible programming, Medicare Advantage, long term care, and home and community-based care products. He has also served as liaison to national and state governments, stakeholders, regulators, and thought leaders on subjects directed at design and implementation of clinical/operational systems, quality programs, and value-based reimbursement initiatives to improve the quality, effectiveness, and sustainability of services.



**Mildred Ferriter**  
**CEO and Executive Director, Community Health Center**

Millie Ferriter serves as Executive Director and CEO of Community Health Center of St. Mary's Healthcare and Nathan Littauer Hospital (CHC). She joined this not-for-profit certified home healthcare and long term home health provider in 2010. Under her drive, focus and leadership, she has taken CHC from a small, rural agency with compliance deficiencies to a top 10th percentile regional and national performer in both quality and customer service indicators. Her knowledge of regulations (federal and state) has built the solid foundation for growth.

Assuming various leadership roles in the community including serving on the Board for other not-for-profit entities, Millie's background in finance helped CHC develop relationships with financial institutions and investment brokers to become classified as an excellent business to be awarded working capital funding. Her guidance has given CHC the enjoyment of being debt free. In addition, she has shifted the culture of this organization into a strength-based, positive environment with a mission and vision supported through excellent employee engagement programs. CHC has won top workplace awards four years in a row.



**Kerry K. Hamilton**  
**President & CEO, Hospice of Central Ohio & Chief Strategy Officer, Ohio's Hospice**

Kerry accepted the position of President & CEO at Hospice of Central Ohio (HOCO) in August 2009. Kerry's leadership has enabled the organization to grow in exciting ways. He encourages a "philosophy of care" where eligible patients can receive care regardless of their ability to pay, complexity of care or severity of need. When Hospice of Central Ohio joined with Ohio's Hospice, Inc. in 2015, Kerry expanded his responsibilities to become Chief of Strategy. Kerry serves as the board chair for the Hospice Alliance of Ohio and is on the board for LeadingAge Ohio.



**Kim M. Kranz, RN, MS, CHPCA**  
**President, Catholic Home Care & Good Shepherd Hospice, Catholic Health Services of Long Island**

29 years of Hospice and Home Health leadership with proven results of innovation, growth, clinical and financial outcomes. At Catholic Home Care & Good Shepherd Hospice, Kim is accountable for system-wide strategic and operational initiatives for all home health and hospice services within Catholic Healthcare Services.

Kim is a senior member of the post-acute executive team and responsible for strategic planning, marketing, financial viability, quality, customer service and compliance. In the past, she served as Sr. VP for Celtic Hospice & Home Health, and Allegheny Health Network Healthcare @ Home. She is a member of the Legislative Affairs Committee, National Hospice & Palliative Care Organization, and a past Board Member of the Pennsylvania Home Care Association, Pennsylvania Hospice Network. Kim is a part time faculty at Pennsylvania State University.



**Daniel K. Krieger, MBA, NHA**  
**Corporate Value Based Reimbursement,**  
**Presbyterian Senior Living**

Dan has been in the senior services field for over 17 years and currently is the Corporate Director of Value Based Reimbursement for Presbyterian Senior Living. In this role, he leads the organization's journey towards value-based service provision and integration across all lines of business, focusing on innovative partnerships to maximize healthcare operations and to support seniors.

He has served Presbyterian Senior Living in several positions since 2007, including Executive Director of CCRC's, Operations Reimbursement Manager and currently as Corporate Director of Value Based Reimbursement. With oversight of reimbursement methodologies, vendor management, managed care contracting, value based relationships and initiatives Mr. Krieger strives to seamlessly integrate PSL's portfolio of services into a cohesive continuum that will move dynamically with and successfully engage in a myriad of value based reimbursement methodologies.



**Jeffrey Lycan, RN**  
**Executive Vice-President of Mission**  
**Advocacy for Ohio's Hospice**

Jeff is a Registered Nurse with over thirty-five years in healthcare. His career has been primarily focused in the practice areas of oncology, palliative care and end of life. The last twenty years his experience has focused on management of health care services with a focus on policy, regulatory and legislative environment for healthcare providers caring for individuals with serious life-limiting illnesses.

He spent seventeen years as President/CEO of the Ohio Hospice & Palliative Care Organization before taking on the role as Executive Vice-President of Mission Advocacy for Ohio's Hospice in March of 2015 and most recently as President of the National Hospice Cooperative.



**Lisa Remington**  
**President, Remington Health Strategy Group**  
**Publisher, The Remington Report**

Lisa Remington has been helping healthcare organizations accelerate profitability and growth for nearly three decades. Her expertise drives organizational "value" planning to increase revenues, identify new and existing growth opportunities, and leverage strategic partnerships across the continuum.

As the president of the Remington Health Strategy Group, she has led small- and large-scale transformation efforts across the healthcare spectrum. Her ability to convert strategic business intelligence into action guides organizations to establish value-and-outcome inter-mutual relationships between acute, physicians, payers and post-acute providers to improve financial, clinical and quality solutions across the continuum.

In the post-acute market, Lisa helps navigate organizations through disruption to identify new growth, revenue opportunities, and define strategic alignment for collaborative value-based partnership across the care continuum for home health, hospice, palliative care, in-home, private pay, and community-based organizations.

Lisa is also the publisher of The Remington Report, which is read by more than 120,000 home health, post-acute, and cross-continuum decision makers. Lisa has personally authored thousands of healthcare articles, forecasting reports, and industry market reports and has maintained a track record of 100% accuracy for predicting emerging healthcare trends and value-based solutions across the continuum.

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## CONFERENCE DETAILS

**This program requires a minimum of two people from your organization.**

**Participation:** Attendees must be full-time employees of provider-based organizations to attend. Otherwise, they may participate at a sponsorship level. Companies are considered "sponsors" if they sell products and/or services. Companies that are providers and also sell products and services are considered sponsors. We do not accept press passes. This conference may not be recorded or duplicated in any manner.

### Registration Ends October 2, 2019

#### Hotel Accommodations

A room block has been set aside for attendees at:

HILTON ROSEMONT  
5550 N River Road  
Rosemont, IL 60018  
847-678-4488

Book your Hotel reservations at:

<http://group.hilton.com/TheRemingtonReport>

#### Must put in Group Code TRT

*Please do not call in room reservations.*

**Space is limited!** Reservations made after our room block is filled cannot be guaranteed at the discounted rate. Sleeping room reservations and cancellations are subject to the Hotel's policies. Please make reservations early to guarantee your stay.

#### Group Rate

##### **A Special Group Rate Per Night:**

\$229.00 for single rates. Please note that the room rate does not include all applicable daily service fees, and applicable taxes. Please check with hotel about their room policies and early departure fees. Check in at the Hotel is 3:00 pm. Check out is Noon. Attendees may be able to check-in early based upon room availability.

#### Ground Transportation

The Hilton Rosemont Hotel is approximately 2 miles from the airport. Complimentary airport shuttle to and from terminal. Or, taxis are outside of the airport.

#### Attire

Business casual attire is recommended. Please bring sweaters for meeting room comfort.

#### Conference Materials

Conference materials are provided onsite. One conference handout book is provided to each paid attendee. We do not provide replacements. Handouts may not be duplicated, reproduced or electronically transferred. No portion of the conference may be recorded. Attendees are responsible for safekeeping of their personal property.

#### Conference Registration

Payment may be made by VISA, MasterCard, American Express at our website: <https://remingtonreport.com/2019-home-and-community-based-care-20-20-vision>. Bank checks must be in U.S. dollars payable to **The Remington Report, Inc.** Registration closes October 2, 2019. We do not accept walk-ins. See conference registration form on page 11 for conference cost. All attendees must wear their badges while attending the conference. If payment is not received by the last day of registration, we will not process the registration.

#### Special Accommodations

If you need any of the auxiliary aids and services identified in the Americans with Disabilities Act, please advise the hotel and attach to conference registration form. If special meals are requested, or auxiliary aids not offered by the Hotel, the cost of meals and auxiliary aids will be the responsibility of the attendee.

Please send an email to: [remington@remingtonreport.com](mailto:remington@remingtonreport.com) for special dietary restrictions.

#### Cancellation/Transfer Policy

We do not offer refunds for this program. **The Remington Report** assumes no liability for non-refundable transportation costs, hotel accommodations or additional non-conference related expenses incurred by registrants. We are not responsible for lost items or materials. **Space is limited.**

**The Remington Report** reserves the right to substitute presenters and re-schedule programs due to unforeseen events. **The Remington Report** reserves the right to qualify conference participants.

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## REGISTRATION FORM | **October 22-23, 2019** + Two Webinars

### Conference Fee:

\$875.00 each person. **Minimum 2 people** (no refunds). Organizations can add additional attendees to attend onsite meeting. Each added person \$875.00. **Registration ends October 2, 2019.**

**The following will attend the in-person program:** (Use this form if sending payment by check).

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

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

1. Name: \_\_\_\_\_

Title: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Phone: \_\_\_\_\_

Administration E-Mail: \_\_\_\_\_

3. Name: \_\_\_\_\_

Title: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Phone: \_\_\_\_\_

Administration E-Mail: \_\_\_\_\_

2. Name: \_\_\_\_\_

Title: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Phone: \_\_\_\_\_

Administration E-Mail: \_\_\_\_\_

4. Name: \_\_\_\_\_

Title: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Phone: \_\_\_\_\_

Administration E-Mail: \_\_\_\_\_

### Payment:

If Paying by Check Mail with registration form to:

**The Remington Report, Inc.**

30100 Town Center Drive, Ste. 421

Laguna Niguel, CA 92677

If Paying by Credit Card go to: <https://remingtonreport.com/2019-home-and-community-based-care-20-20-vision>

**Any question?** E-mail: [remington@remingtonreport.com](mailto:remington@remingtonreport.com)

### Registration Includes:

Minimum of two people attend a 1½ day onsite meeting, *plus* two webcasts (unlimited organization's staff attendance), and conference materials.

**Book your hotel room reservation at the**

**Hilton Rosemont Hotel** via this link:

<http://group.hilton.com/TheRemingtonReport>

**Must put in Group Code TRT** (*please do not call in room reservations*).

	<b>Total:</b>	\$ _____ .00
✓ <b>I'm a Member of the Innovation Hub:</b>	Less 10% discount:	\$ _____ .00 (See page 7 for details)
	<b>Grand Total:</b>	\$ _____ .00

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