



Who we are?

Four Core Competencies

- **Customer Service:** Consistent, quick, communication delivered by customer friendly representatives with a passion to provide excellent service.
- Content: Curriculum developed that covers state mandated topics with interactivity which simulates discussion and understanding. Courses designed for caregivers on up to administrators working in care communities.
- Quality: Cost effective, efficient, convenient, friendly, delivering on the promise to provide the absolute best overall result.
- Innovation: Never satisfied with the status quo. Always looking for new ways to deliver high quality results.



What We do!

Webinars – CEUs
Staff Training
Application Assistance
Update Service
Class This Weekend





How to Reach Us?

- www.seniorcommunitylearning.com
- 760.580.2208
- Discount Code: 6Beds (20% Off)



www.DocuWhiz.com

Thank you 6Beds.org



The risks:

- Physical Environment
 - Lighting, clutter, slippery surfaces, broken pipes, etc.
- Resident Care
 - Bed Sores, Falls, Malnutrition, Behaviors, etc.
- Elder Abuse
- Slip & Fall...
 - "nursing home"... we get lumped in of course...





Have you ever had an incident that prompted an investigation?



Risk Management

is to:

Prevent & Protect

- Insurance
 - DOCUMENT
- On-going & Thorough Maintenance Plan
 - DOCUMENT
- On-going & Thorough Human Resources
 Plan
 - DOCUMENT
- Thorough Policies & Procedures
 - DOCUMENT



- Remote Access
- On-going & Thorough Human Resources Plan
 - AHCA/NCAL's Dr. Lindsey Schwartz
 - September 25, 2019 Solutions for Quality Care
 - Staffing will be an issue for the industry as a whole, no doubt
 - Supply of staff is low
 - Demand of staff is high
 - Answer: Efficiency and Effectiveness through Technology.
- Thorough & Frequent Documentation & Reporting
 - We must document to establish:
 - Patterns
 - That we care
 - That we go the extra mile
 - That we notice the difference and that we communicate it to the appropriate stake-holders
 - And so we can prove that we did



DOCUMENT

DOCUMENT

DOCUMENT



• CDC Reports:

- Millions of 65+ adults suffer injuries and traumatic brain injury (TBI) due to falls
- Nursing Home Falls lead to 1,800 deaths annually
- 81% of TBIs in 65+ is due to falls



Why Do They Fall?

- Effects of aging and/or inactivity on balance, gait and strength
- Disease and other medical conditions
- Side effects of medication
- Unsafe behavior

Prevent Falls by:

- Prevent Fainting
- Recognize the desire to move
- Ensure proper footwear
- Promote Exercise

- Poor lighting
- Cluttered living space
- Uneven floors, wet areas
- Unstable furniture
- Furniture, wheelchairs, walkers in disrepair
- Unsafe footwear
- Hard-to-manage clothing
- Inaccessible personal items (requiring residents to reach, stretch, bend over, etc.).



Self-audit, annually, at least

Assess the Resident prior to move-in

• i.e. Assess Fall Risk and put preventative measures in place

Create a Care Plan

- Train Staff on Care Plan
- Carry Out such Plan
- On-going Review & Update Care Plan
 - Be Consistent. Compassionate.
- Which brings us back to:

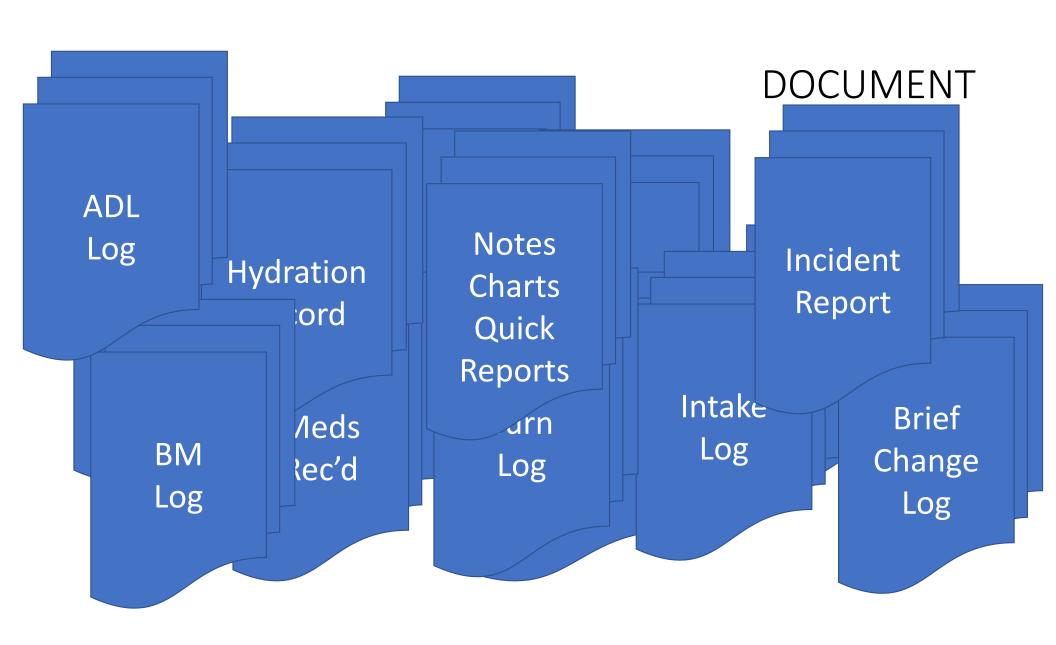


DOCUMENT

DOCUMENT

DOCUMENT





Paperwork can be overwhelming...

Good Documentation

Success



The Solution:









- Cloud-based Solution to all Your
 - Documentation
 - Touch-Tap[©] intuitive wizard to create documentation narrative
 - Records Management
 - In a highly secure, safe, intuitive interface via
 - Smart phones / Tablets (or any webbrowser)
 - Mobil optimized pages App coming soon!
- Use by caregivers
 - Even if English is a 2nd Language
 - So training is simple as turnover is high



- Tier I: DocuWhiz
 - Enables providers to minimize risks by documenting incidents and services provided
- Tier II: StaffWhiz
 - Enables providers to track due dates, deadlines, human resource items and to strengthen your risk management strategy
- eMAR
 - Optional: electronic medication administration system...

Coming:

- Tier III: CareWhiz
 - Enables providers to communicate with key 3rd parties (families, nurses, doctors); creates an app with push notifications so you never miss a beat, a key pillar of your risk management strategy.

Let's take an inside peak

And later learn more or

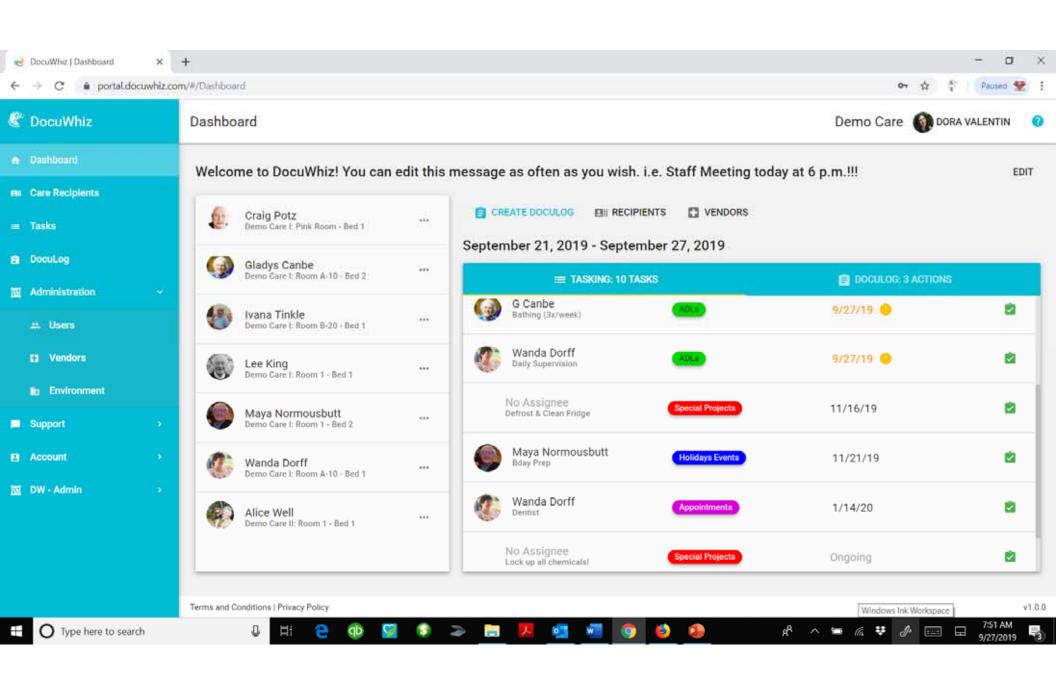
Visit www.DocuWhiz.com to start your

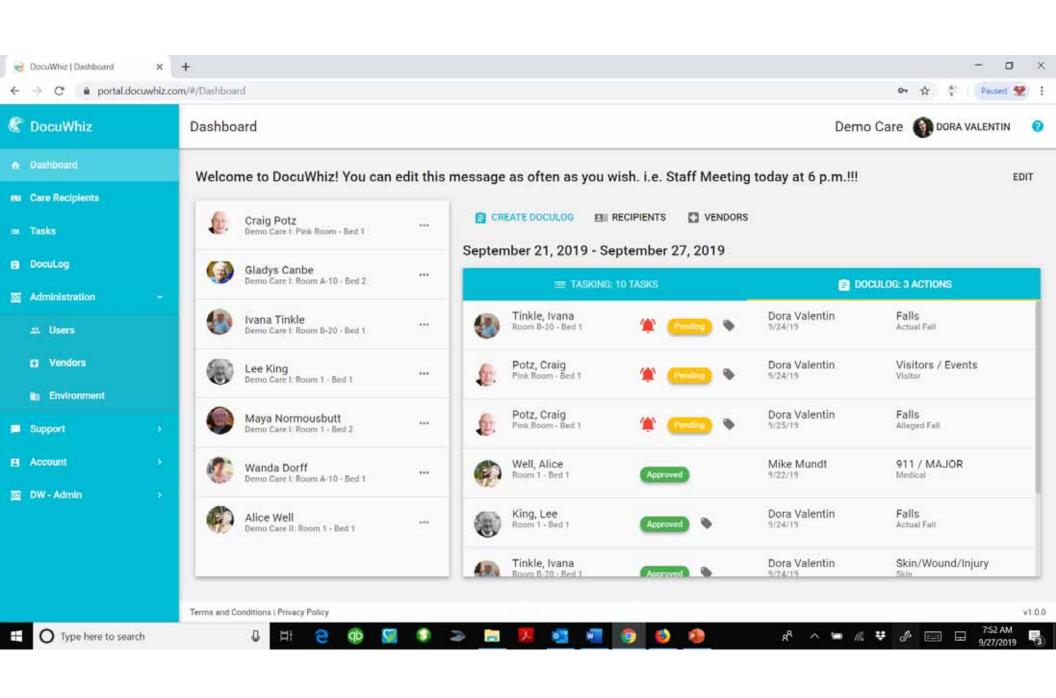
14-day Free Trial today!



The Dashboard

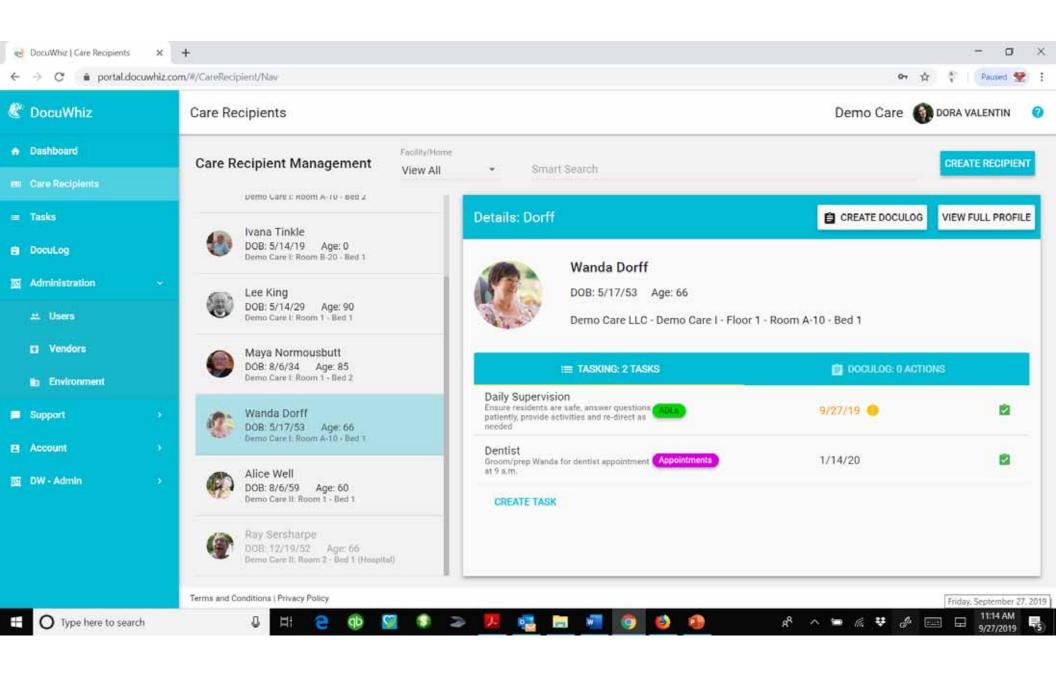


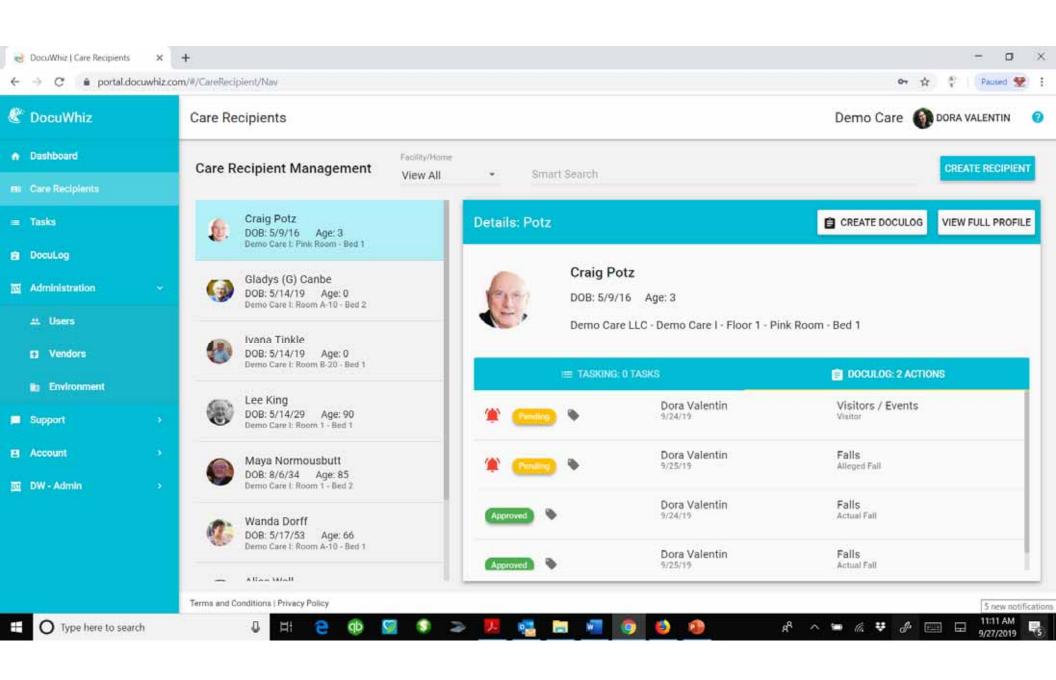


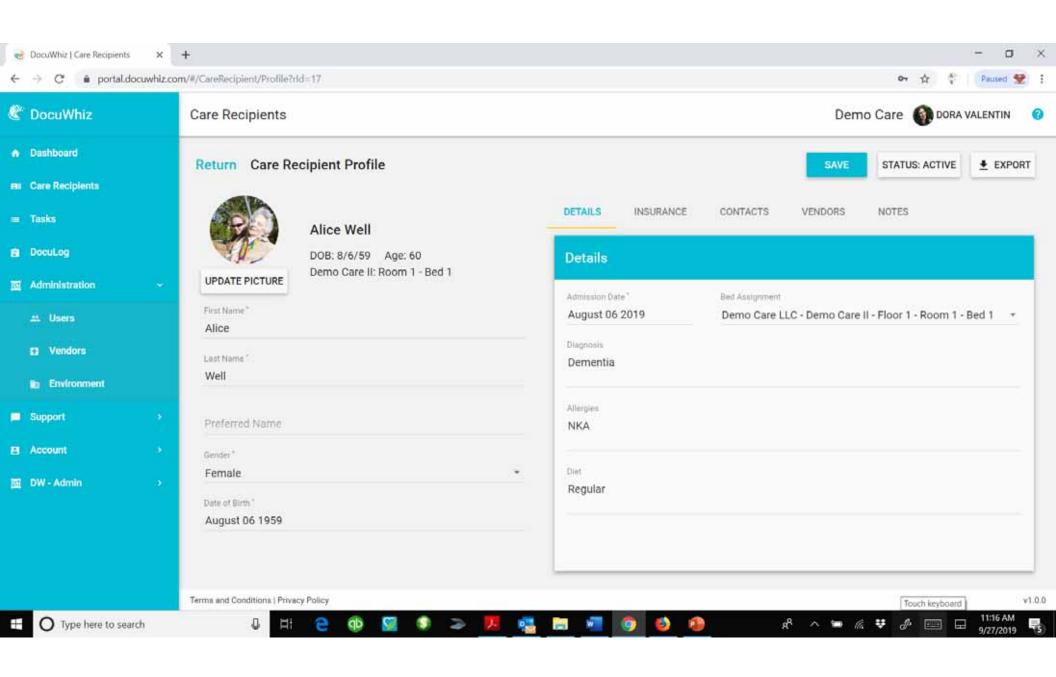


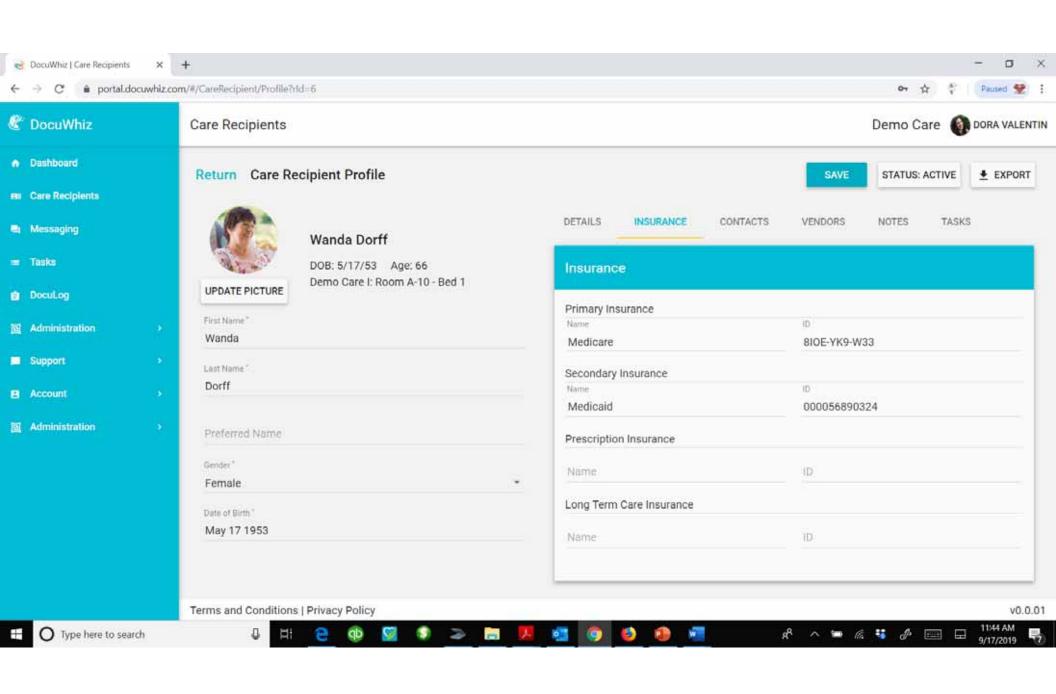
Your Residents Records

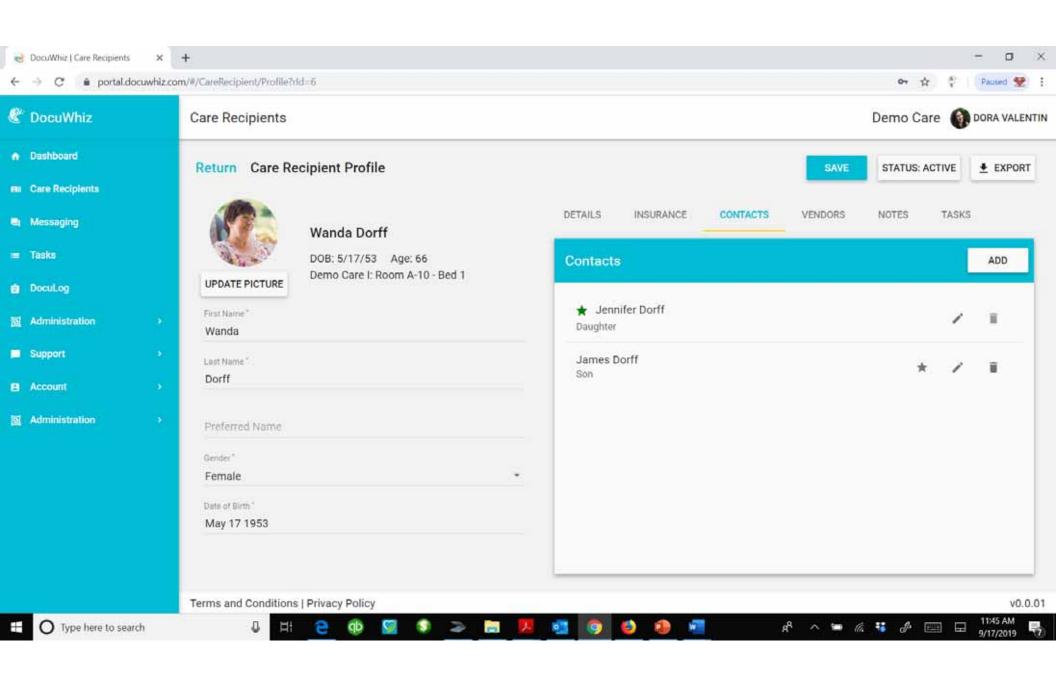


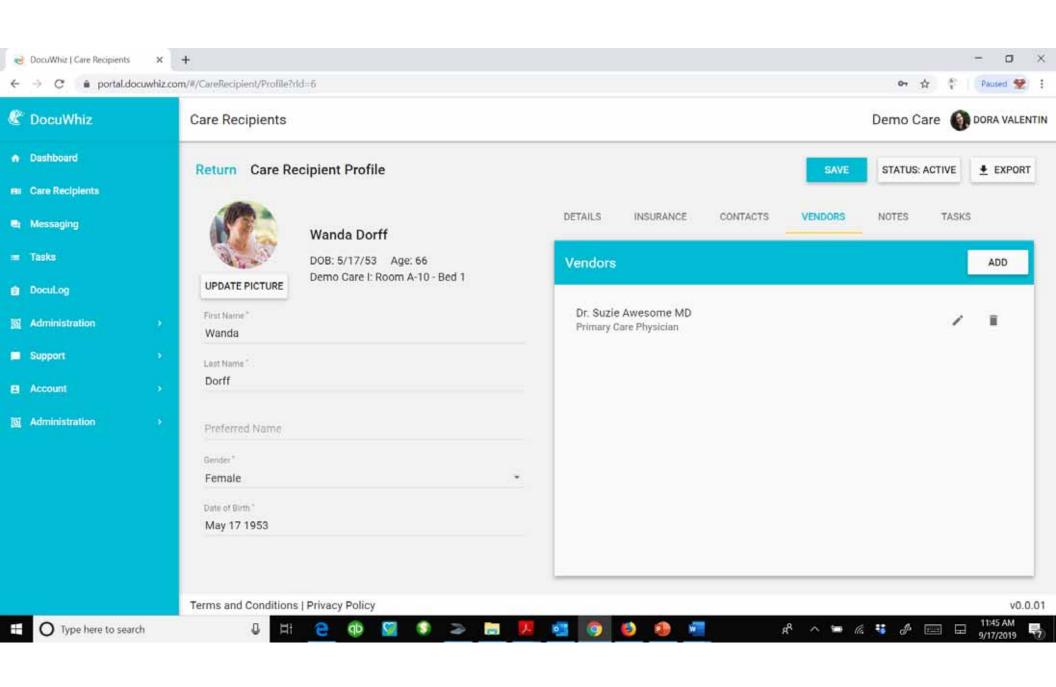














Demo Care I

4809 Mountain Rd Las Vegas, NV 89121 | P: 7028485248 | F: 7028485249 Mr. Mike Mundt LSW | Administrator, Owner | H: 7024994636 | C: 7024994636 | E: mmundt482@gmail.com

Wanda Dorff | DOB: 5/17/53 | Age: 66

Demo Care I: Room A-10 - Bed 1

Details

Admission Diagnosis 5/17/19 Alzheimer's

Allergies

NKA

Diet Regular

Insurance

Primary Secondary Medicare | 8IOE-YK9-W33

Prescription

Medicaid | 000056890324

Long Term Care

None | No ID None | No ID

Contacts

Jennifer Dorff | Daughter | (Primary Contact)

C: 7024985555 James Dorff | Son C: 7024985556

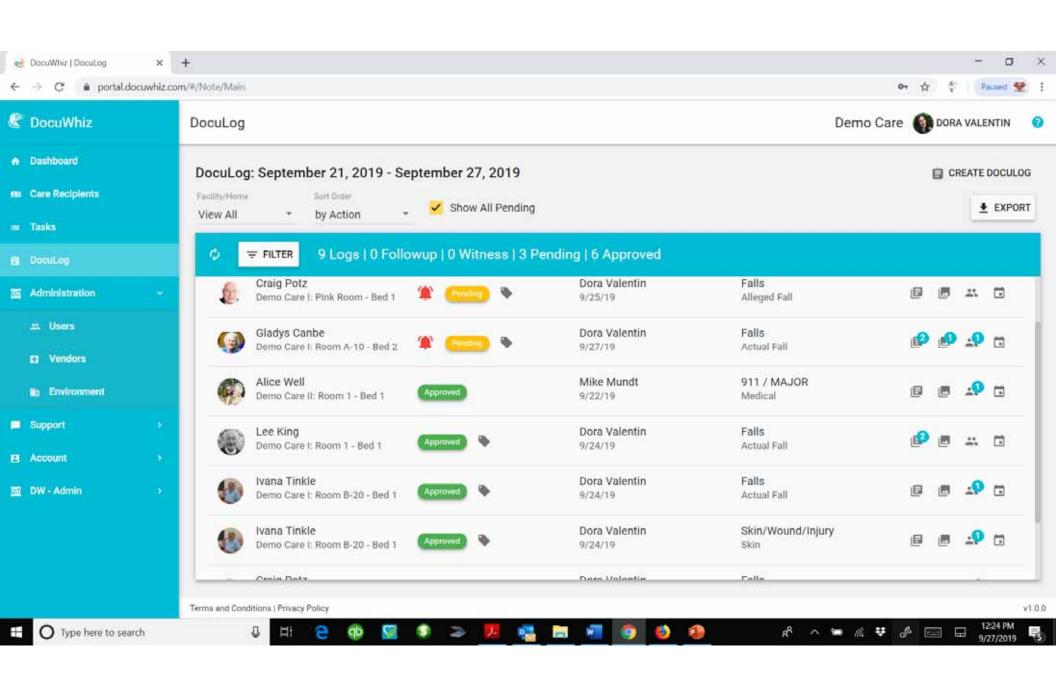
Vendors

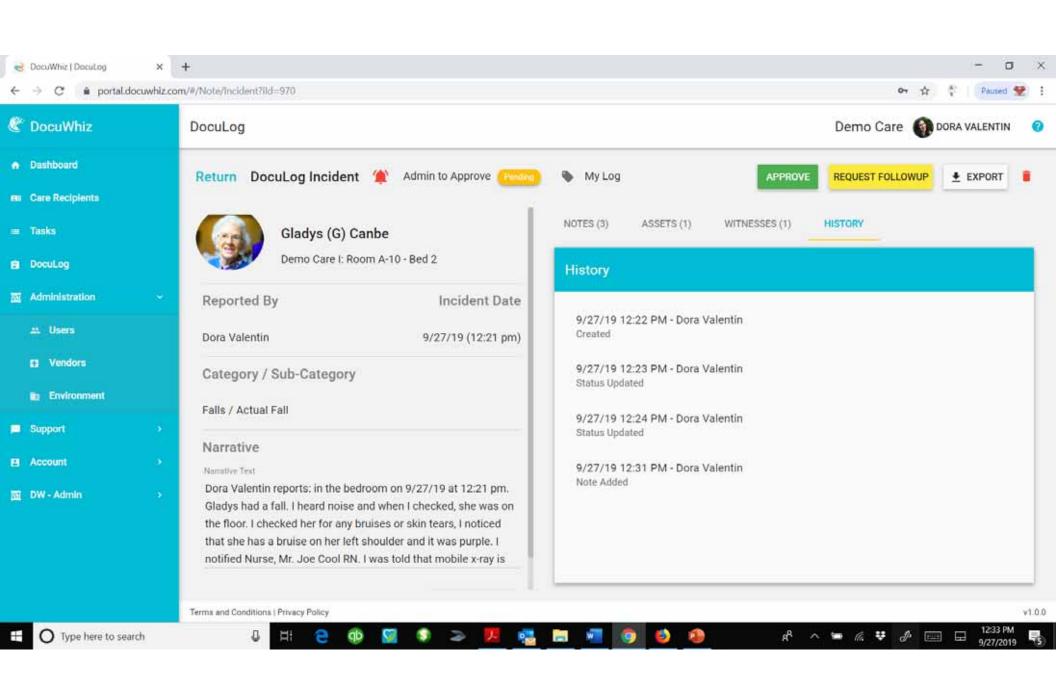
Dr. Suzie Awesome MD | Primary Care Physician

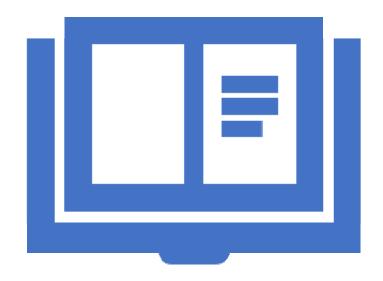
W: 7024994636 | F: Not Set H: 7024525599 | C: 7024525599

Documentation Management



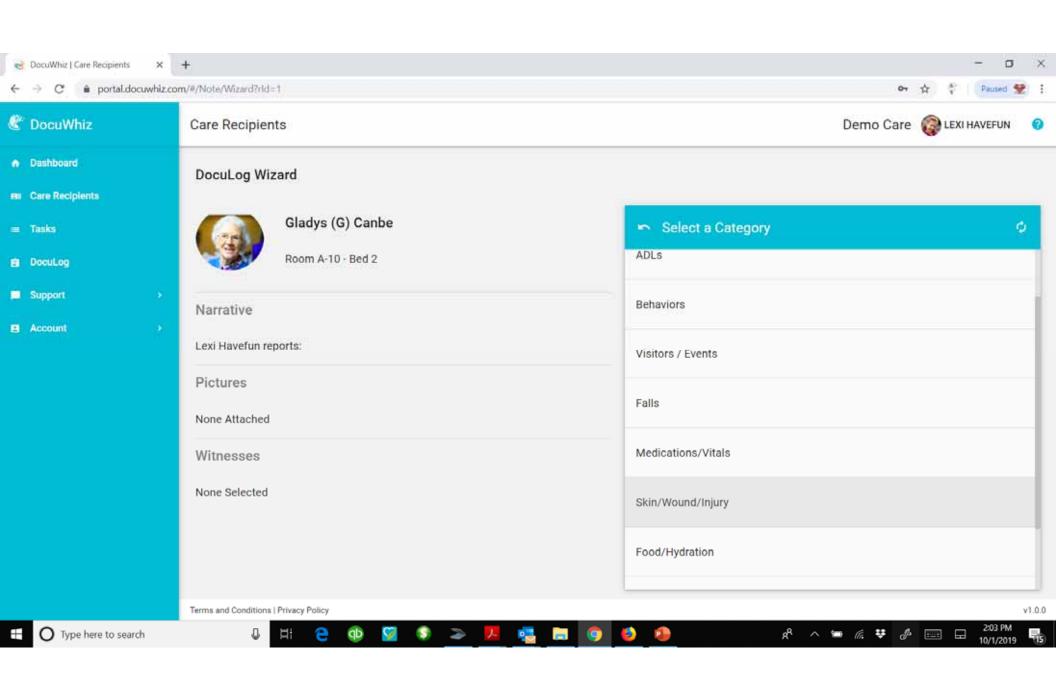


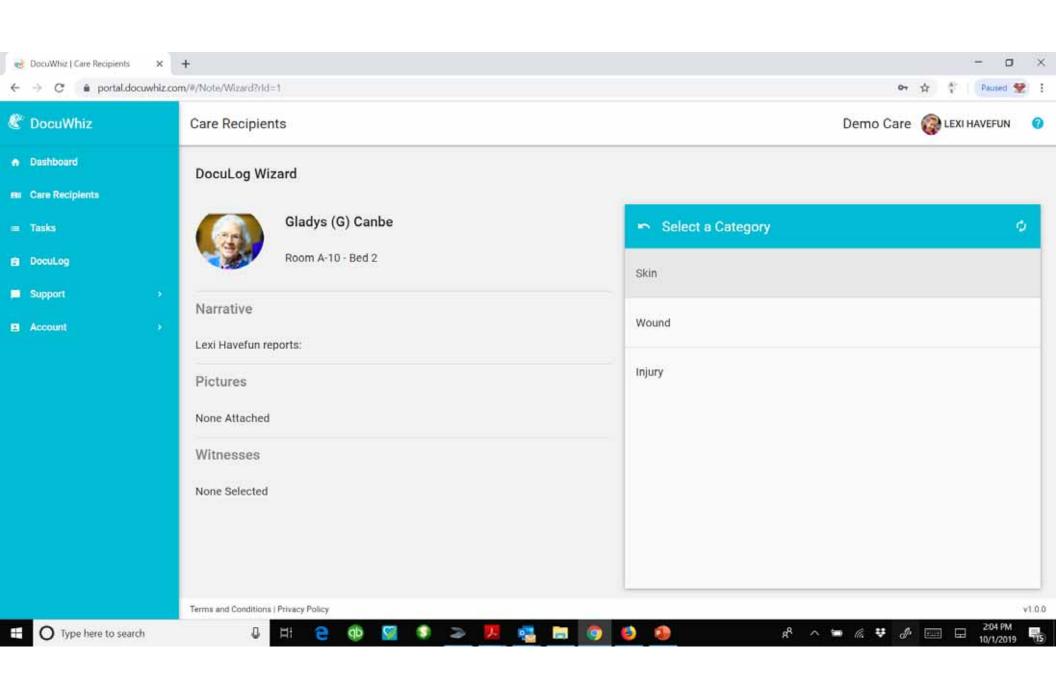


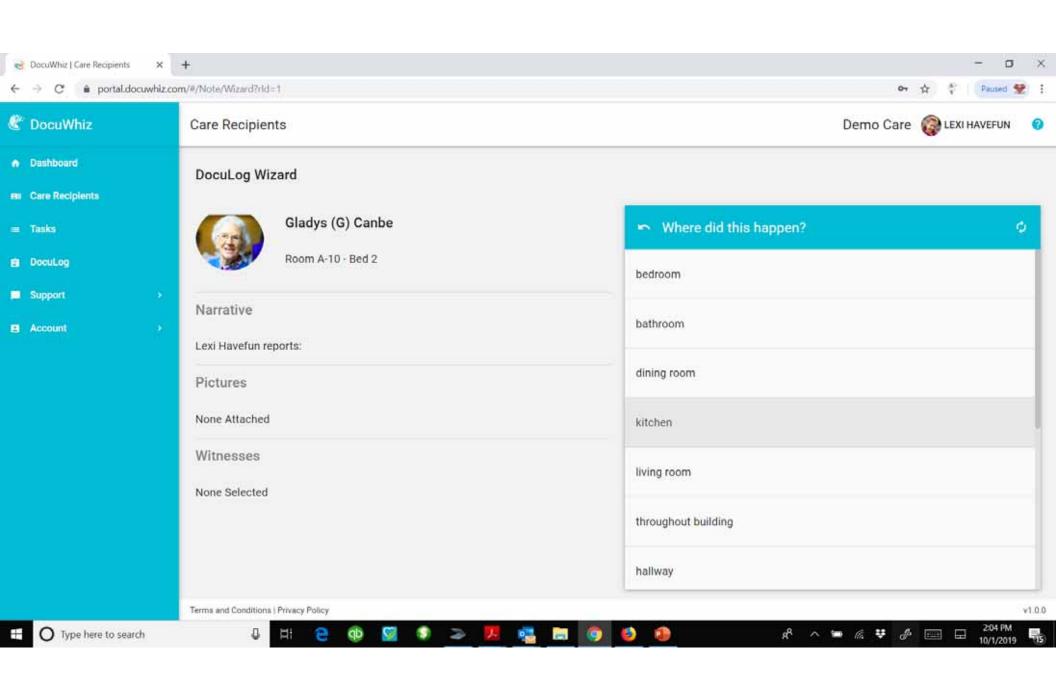


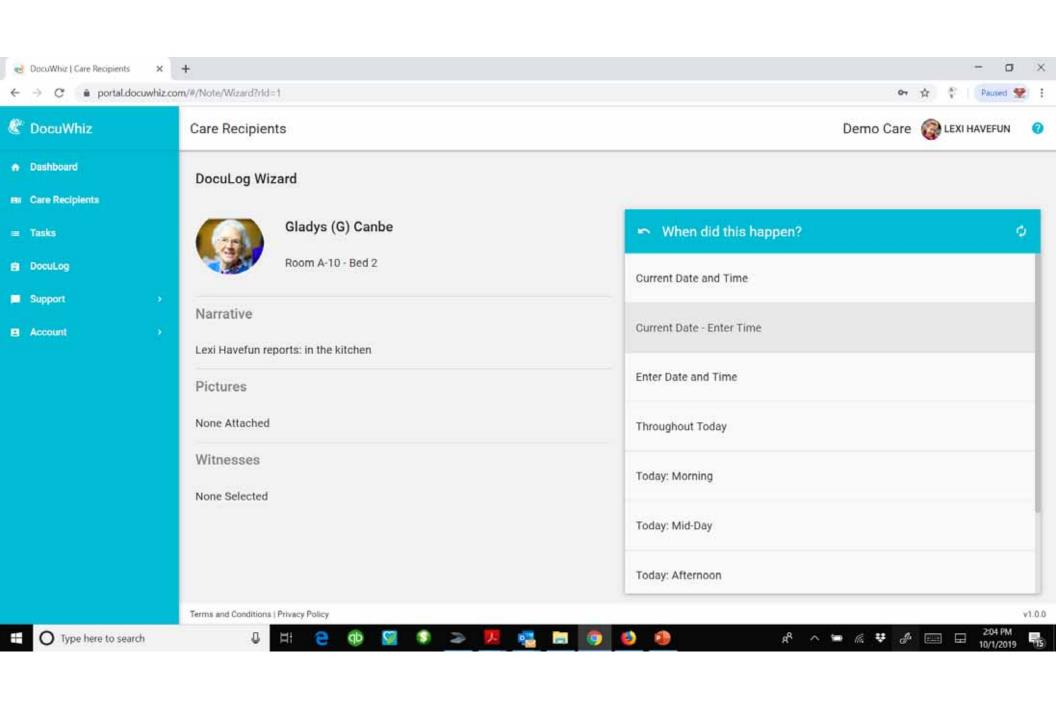
Narrative Wizard

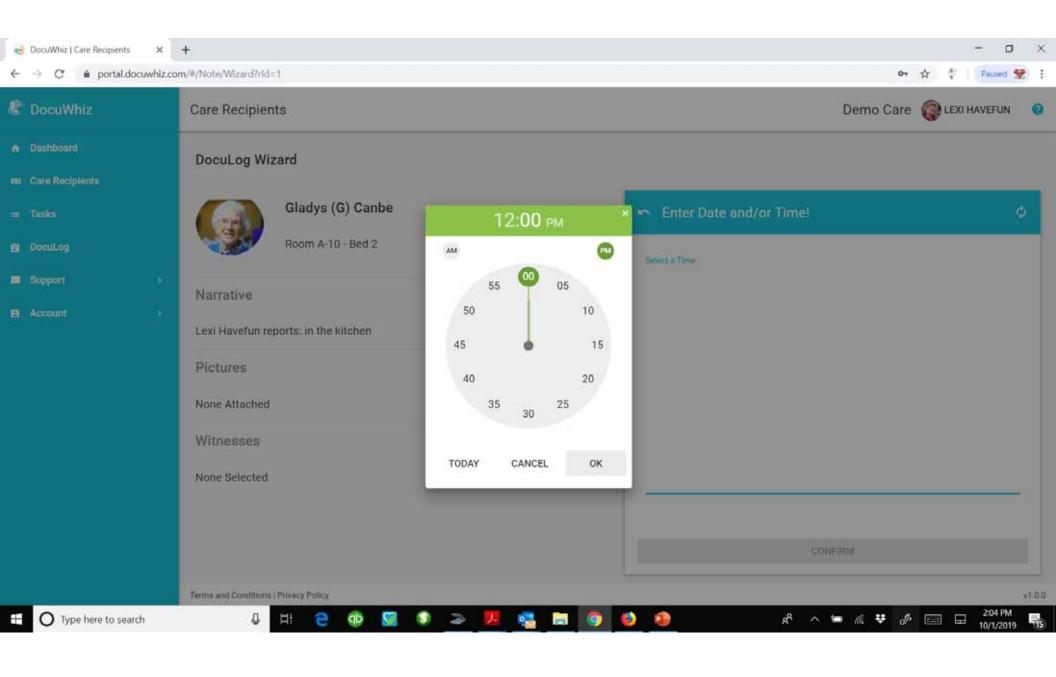


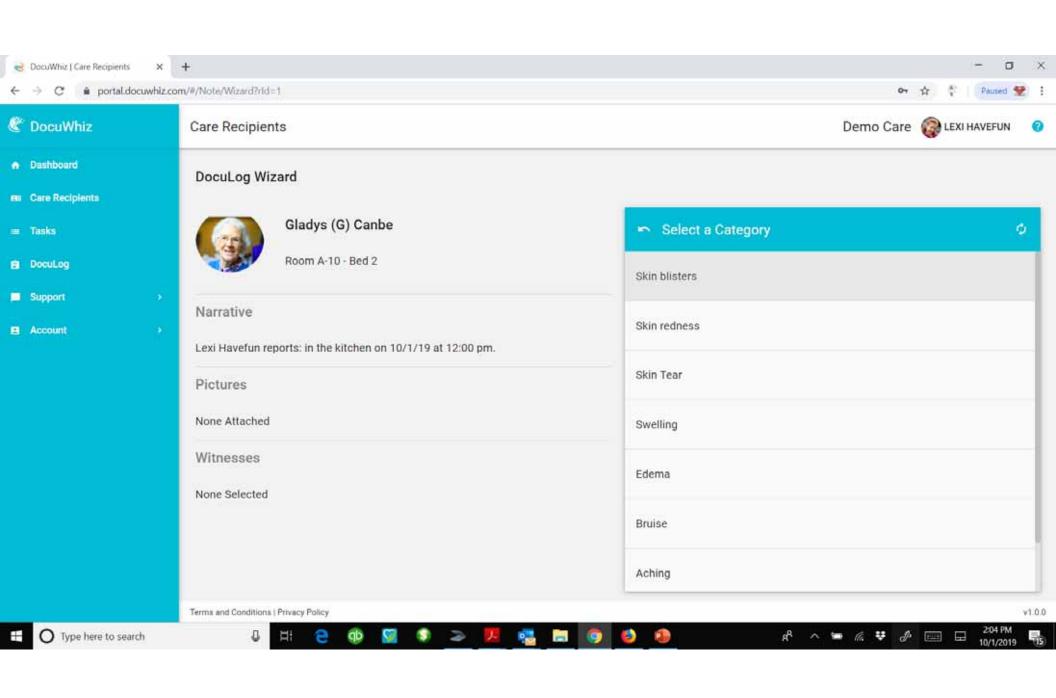


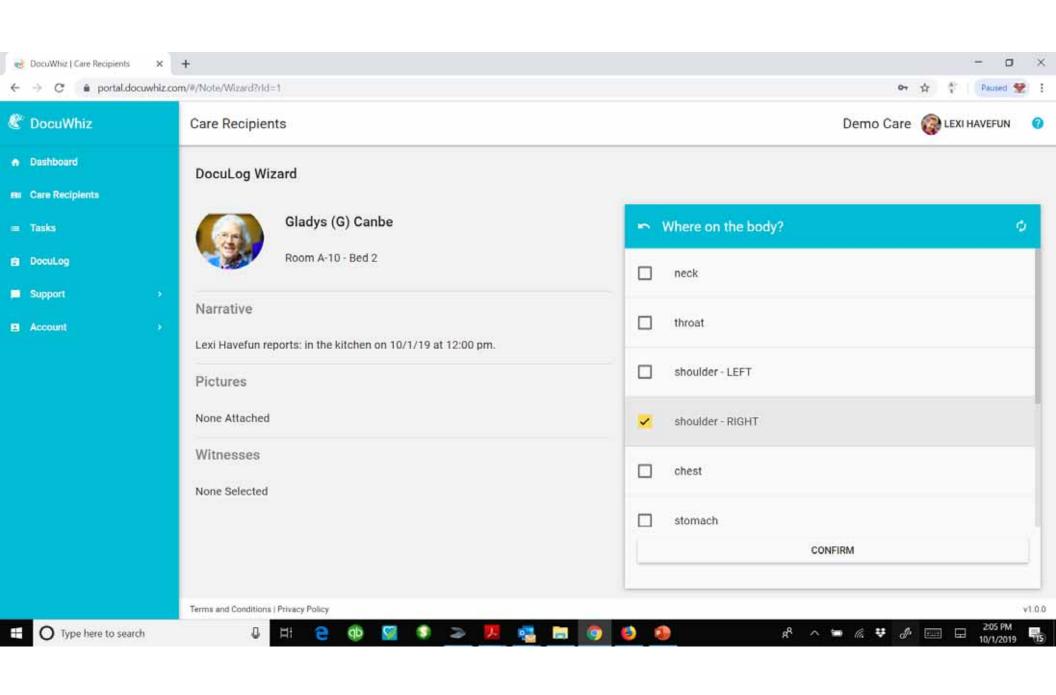


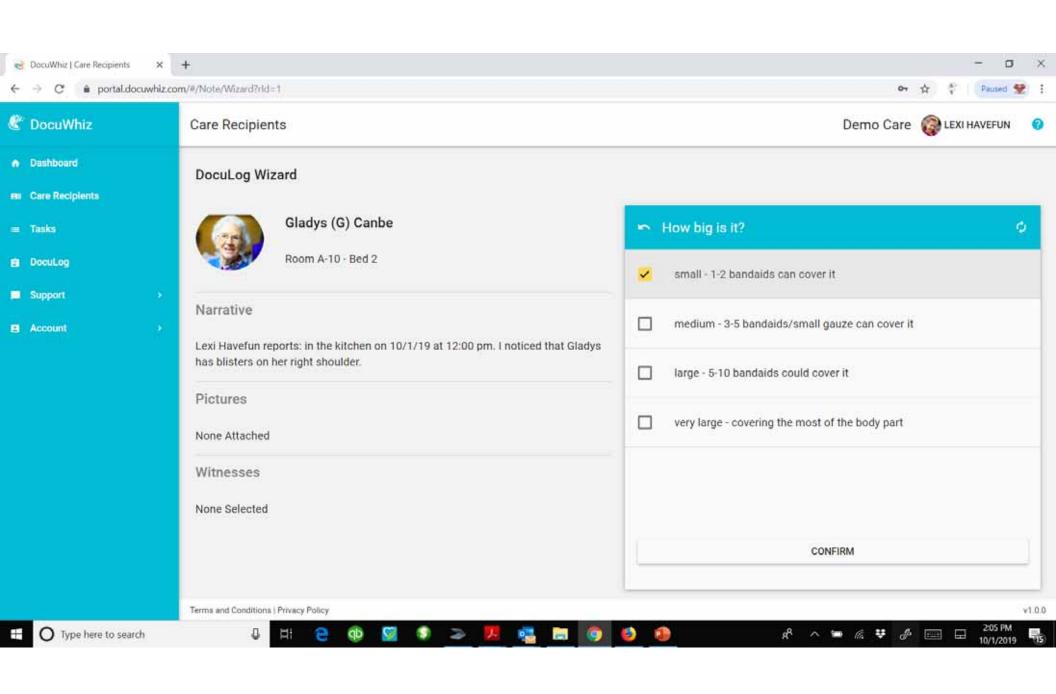


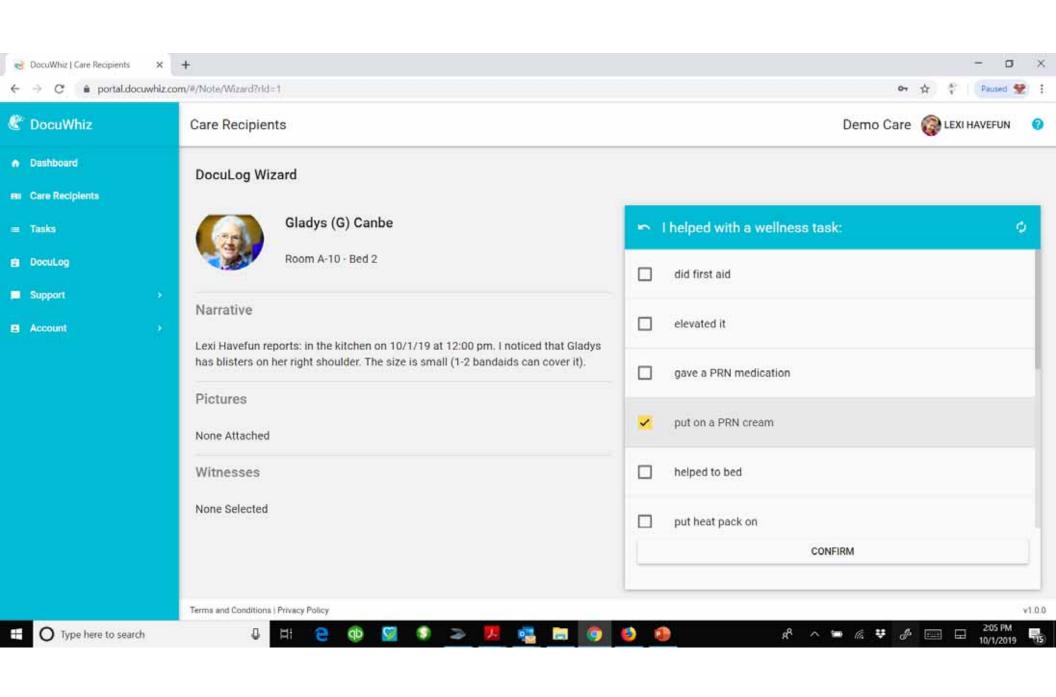


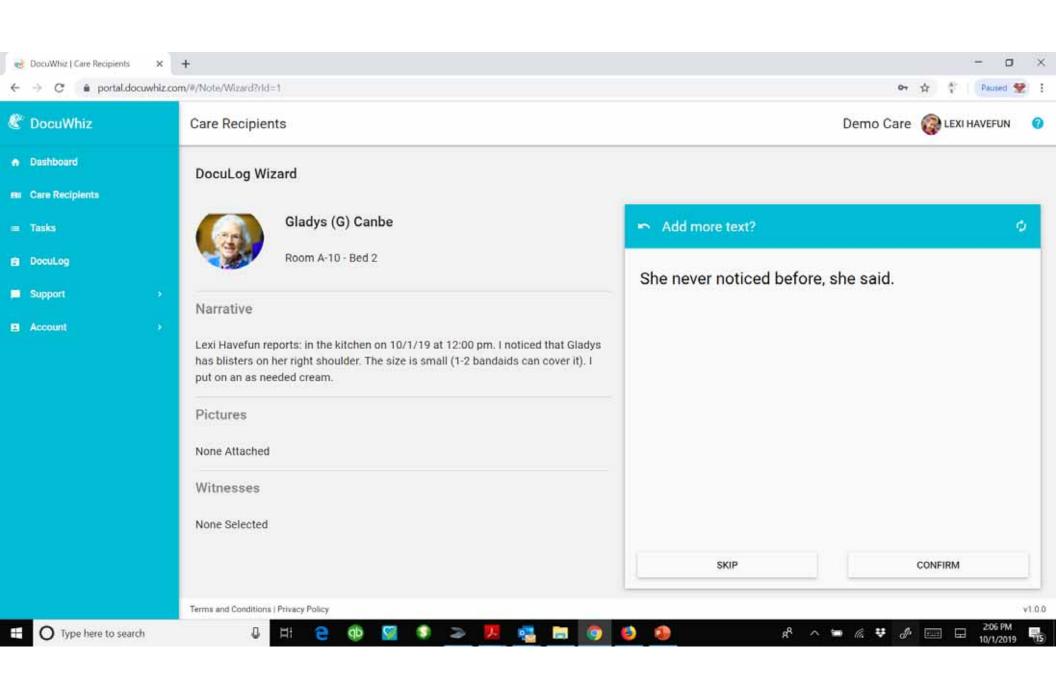


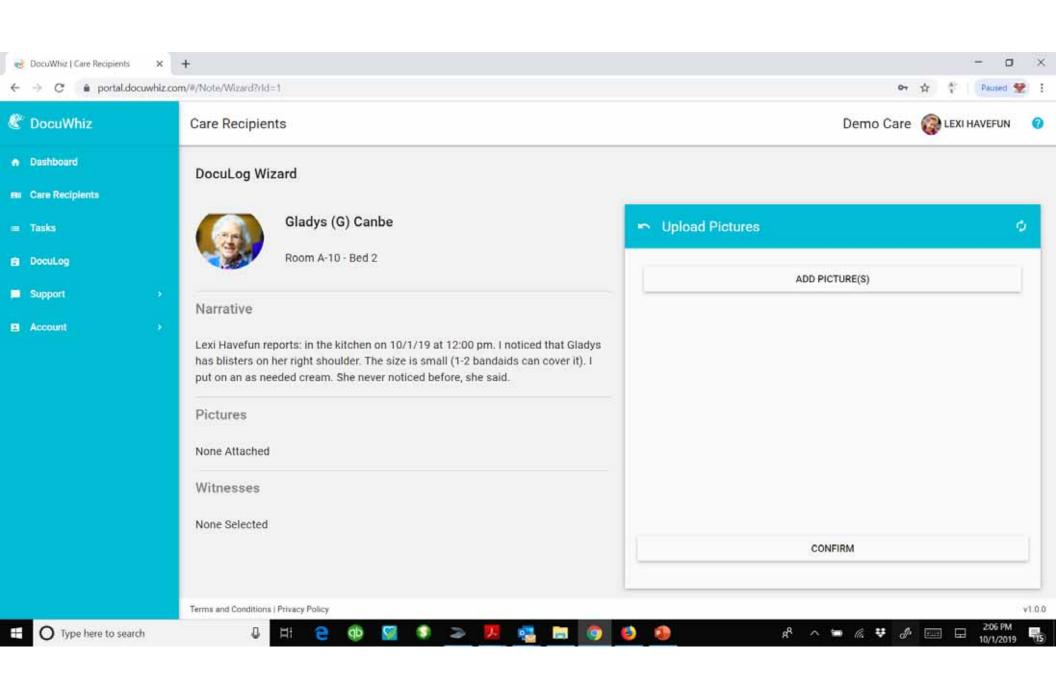


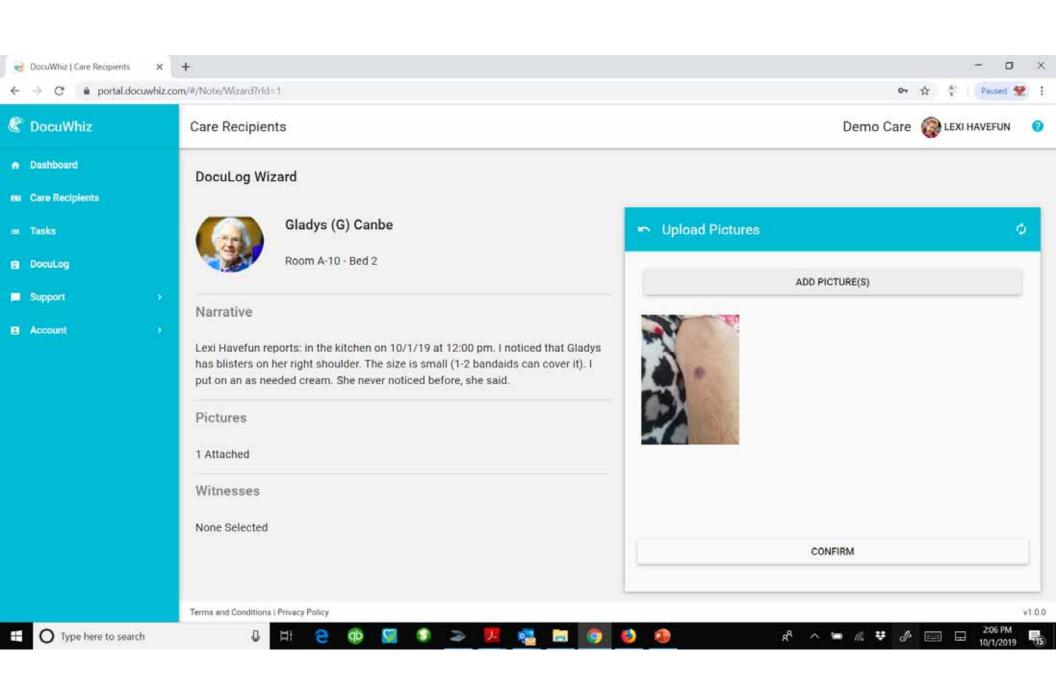


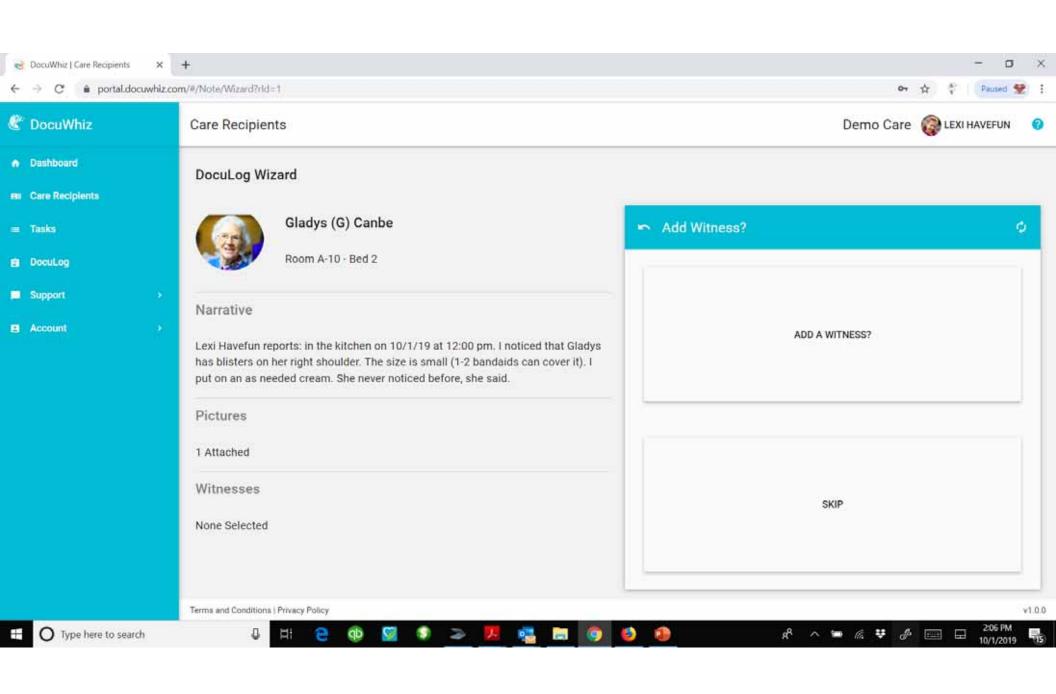


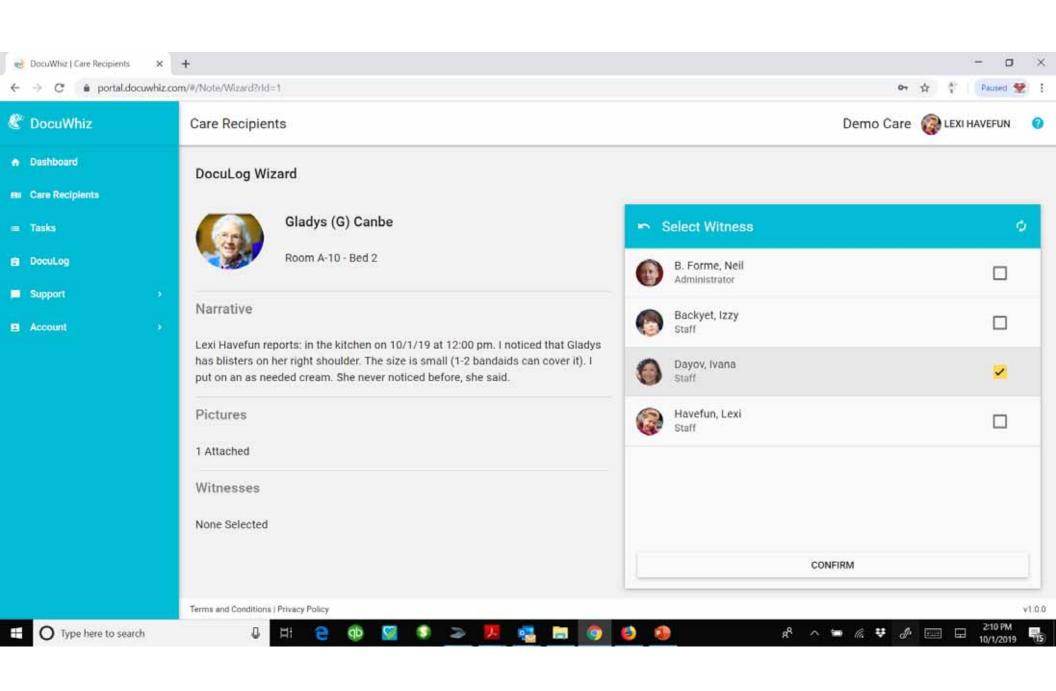


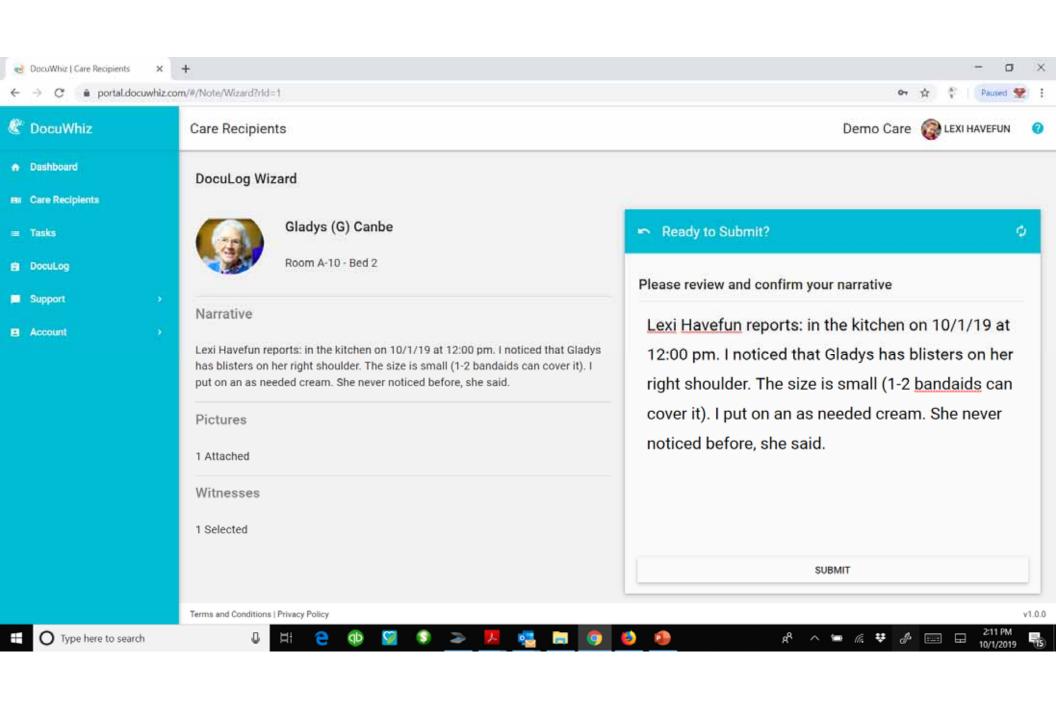


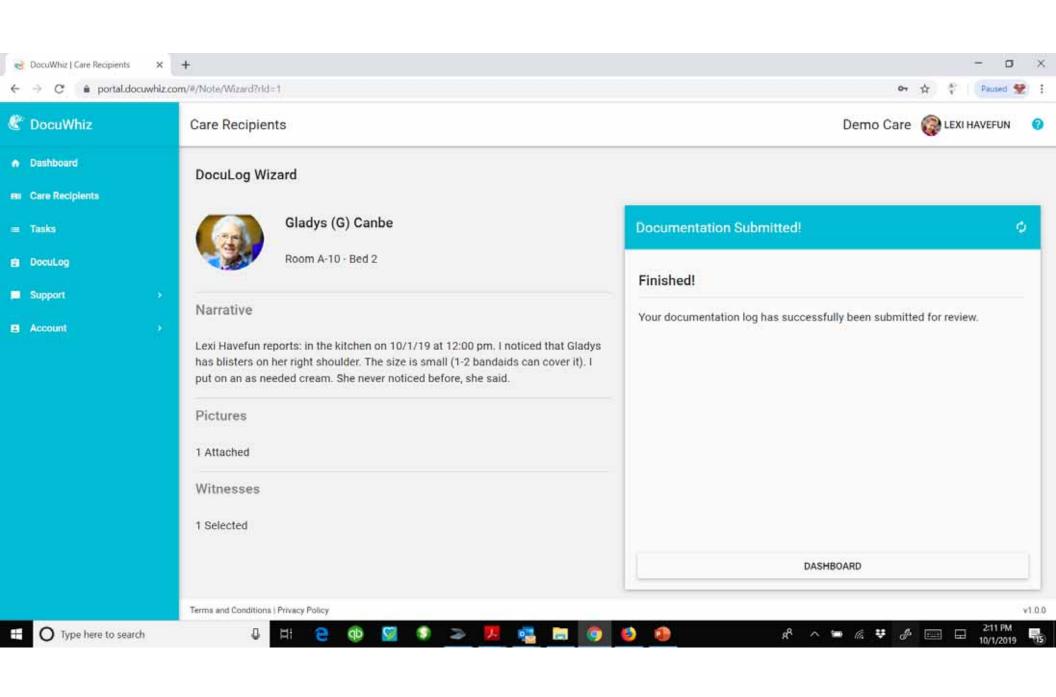






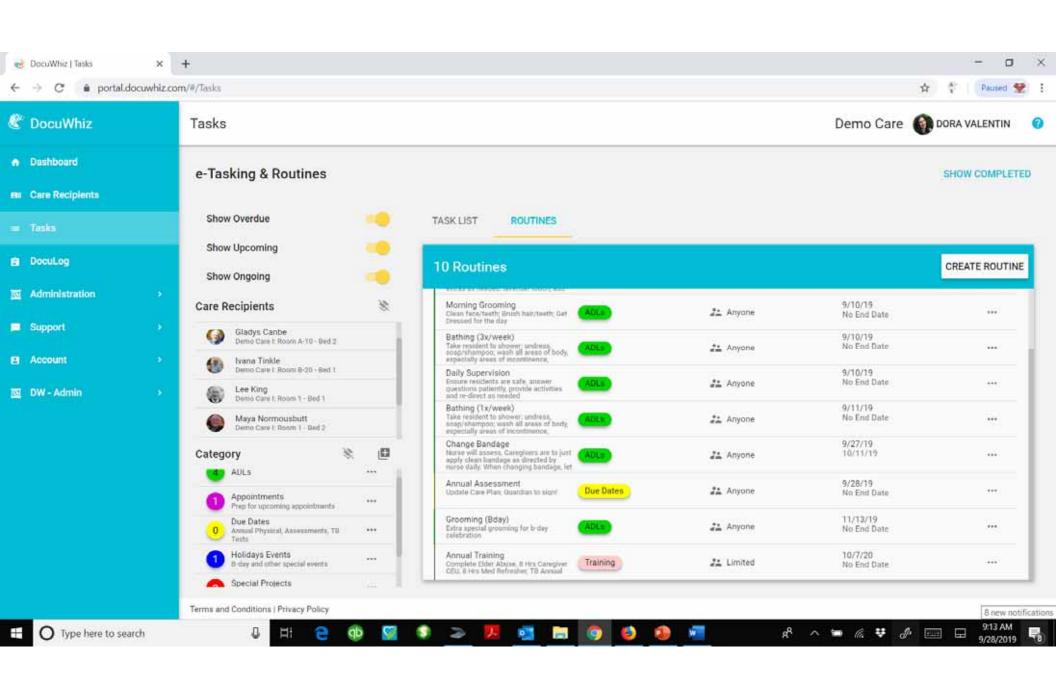


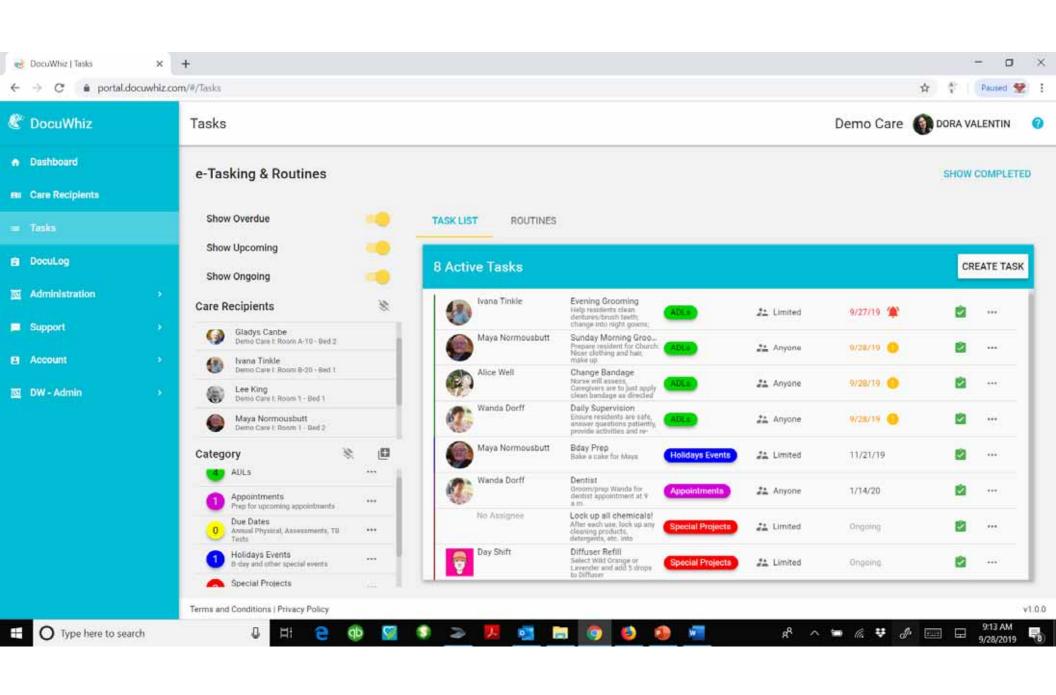


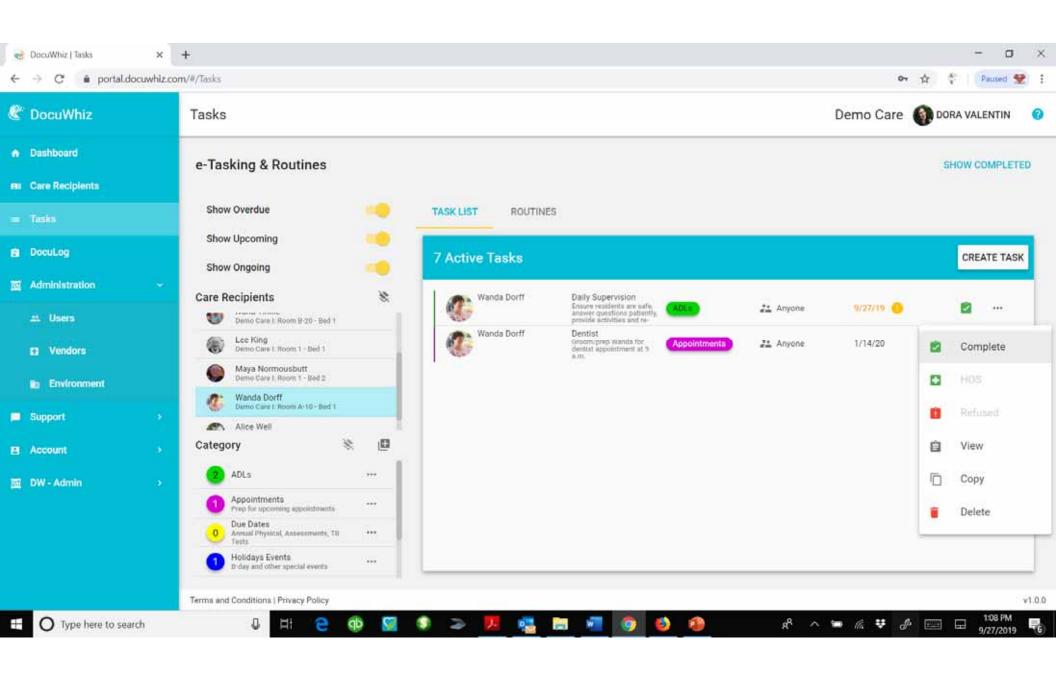


eTasking



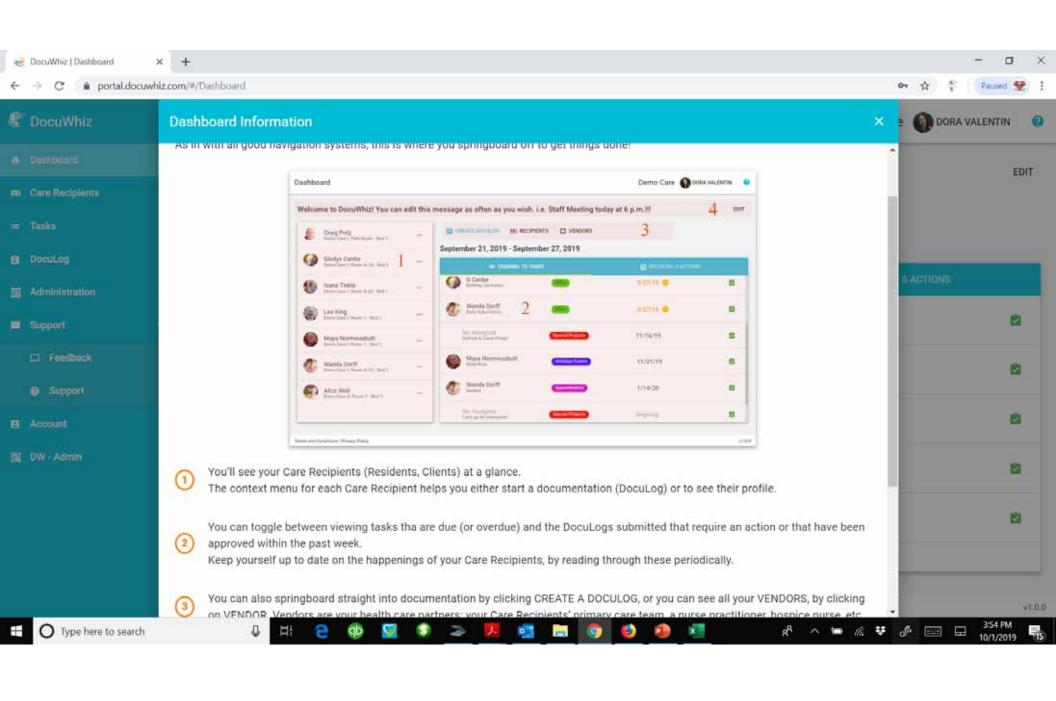






Built in Help Module







- DocuWhiz minimizes your risks by making documenting incidents and services SIMPLE.
- Enables you to track staff due dates and trainings
- Keeps data metrics in your fore-front

AND SO MUCH MORE

 OMG, I need this, but it will take forever to onboard, and I am sooooo busy, Dora!

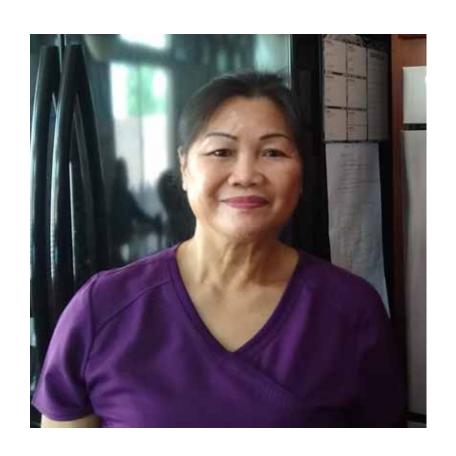
Will my caregivers use this?



What current users are saying:

- "It's just easy. It's simple. No thought process. Easy to use... click on resident and click, click, click... I like it, it's very beneficial."
- Tracie Parnell
- Caregiver/Med Tech
- Angel Care Residential Home





What current users are saying:

- "Yes! We do our report easier!"
- Zeny Dreu
- Caregiver/Med Tech
- Hillside Manor

What current users are saying:

• "It just writes what I mean... saves me the writing, and it puts it even better than I could. I look to it now to say even more. And now that I figured out how to do it on my phone, I am liking using it so much!

- Lorraine Watkis
- CNA/Caregiver/Med Tech
- Ace Care Home



® DocuWhiz

Ask Your Insurance Agent...

• If you are not sure if you should use DocuWhiz...





Prevent & Protect

 I want to take care of my residents and protect myself at the same time!

• Do you?



Visit <u>www.DocuWhiz.com</u>
Or

www.DocuWhiz.com/Demo

Start your 14-day free trial today!





Sea Crest Home Health & Hospice

SERVING ALL OF ORANGE COUNTY SINCE 2010



HOME HEALTH
HOSPICE
PALLIATIVE
WOUND CARE SPECIALTY
OSTOMY/UROLOGY
BEHAVIORAL

HOME HEALTH & HOSPICE SERVICES INCLUDE:

- Nursing (RN/LVN)
- Physical Therapy
- Occupational Therapy
- Speech Therapy
- Social Workers
- Certified Home Health Aides
- Dieticians
- Spiritual Counselors (Hospice only)
- Including Care Coordination with DME & Pharmacy
- Virtual Visits



Amy Massey, LVN 714-975-8011 Sea Crest Home Health 3187 Red Hill Ave, Suite 200 Costa Mesa, CA 92626

Megan Josey, LVN 714-975-8026 Sea Crest Hospice 3187 Red Hill Ave, Suite 230A Costa Mesa, CA 92626





- <u>Critical Illness</u> / Millions will suffer from Heart Attack, Stroke or Cancer
- Chronic Illness / 2 out of 6 ADLs
- <u>Terminal Illness</u> / up to 24 months



Executive Bonus Plan

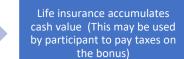
A tax-advantaged strategy

How Does it Work?

Business pays premium to the insurance company and treats it as a bonus to the participant to fund personal life insurance



Participant has a tax-free death benefit for heirs or supplemental tax-advantaged income for retirement through policy loans or withdrawals



- Reward yourself and key employees/executives
- Help create a secure retirement for plan owner
- Provides benefits in the event of becoming ill, live too long, or die too soon



Thank You

Annie and Ace Tablang

714.863.5530

tis@fegteam.com

n 🖂

www.tablanginsurance.com

Q.

Annie Tablang – Lic. # 0B14866 Ace Tablang – Lic. # 0K78579



Vendor Sponsors

6Beds, Inc.. extends a heartfelt gratitude for your commitment in making our event a great success.

It is our goal to empower and provide a networking forum for our members.

Your generous contribution helped make that goal a reality.



6BEDS, INC TOWN HALL MEETING VENDOR PRESENTATION (2)

December 9, 2020 1:10pm – 2:00pm Olivia De Anda





Yes. FREE.

We will come test your residents and staff free of charge.

Insured AND uninsured.

- 2 community sites per month with low-cost testing for friends, family, and the general public (\$20 per test).
 - No appointments.
 - First come, first served
 - Proof of insurance for the insured(card in hand), or valid ID and SSN for those without insurance.

- Doctors on staff to write testing orders
 - Nurses, Paramedics, and EMTs perform tests
- RT-PCR testing (free)
 - 24-72 hour turn around time
 - for routine testing and surveillance
- Rapid result PCR (added cost)
 - 12-24 hour results

- RT-PCR testing (free)
 - 24-72 hour turn around time
 - for routine testing and surveillance
- Rapid result PCR (added cost)
 - 12-24 hour results
 - for testing symptomatic patients –
 making isolation faster and more effective
 - For testing before unavoidable gatherings

- Fully mobile
 - We come to you wherever is most convenient
- 12-24 hour response times
 - We get you tested quickly after an exposure
- Rotating testing schedules available
 - We work with you to accommodate compliance with county mandates
- Evening and weekend appointments available
 - We make it easy to get tested by specializing in off hours and weekends

Getting tested is easy



Call 530-919-3498 or email hello@maestromedicaltesting.com to make an appointment



Fill out a spreadsheet of patient information and demographics



Sit back, relax and maybe sign up for our newsletter to get testing dates and locations for pop-ups ©

FOBI PHARMACY POWERFUL PHARMACY SOLUTIONS: KEEPS YOU IN COMPLIANCE

A. EDUCATION

B. RECORDS

C. SERVICES

D. VENDORSHIPS

E. CONSULTANT PHARMACIST SERVICE

Martha Rodriguez
Fobi Pharmacy

Ph: 562-630-5700 www.Fobipharmacy.com



EDUCATION

☐ Medication Education Training & Shadowing to Direct Care Staff as needed.

☐ Administration Re-certification: Be a member of Fobi Pharmacy Club and attend up to 40 units of free Continuing Educations Course towards your Administrator recertification

Ph: 562-630-5700 www.Fobipharmacy.com

RECORDS

☐ Customized Medication Assistance Record.
□ Physician Order Sheets.
☐ Centrally stored Medication & Destruction sheets.
☐ Diet Documentation Records
☐ Treatment Documentation Records
☐ Copy of each new prescription along with MAR for every new prescription.
☐ Delivery receipts

SERVICES

- ☐ Choice of:
 - ☐ Single-Dose Medication Bubble Packaging.
 - ☐ Multi-Dose medication Packaging.
- ☐ Same day Medication Delivery to your facility.
- □ Cycle medication delivered 5 days before new cycle starts.
- □ 24 Hours Pharmacist Assistance Available for urgent needs.
- ☐ We obtain the Medication refills, review patient profiles, and recommend discontinuation of unnecessary medication(s) to the physicians.
- ☐ Medication Error Prevention Program (Cycle Review- MAR Reconciliation)

Ph: 562-630-5700 www.Fobipharmacy.com





VENDORSHIPS/ CONSULTANT PHARMACIST SERVICE

- South Los Angeles Regional Center Vendor
- East Los Angeles Regional Center Vendor
- North Los Angeles Regional Center Vendor

Contact Information

Martha Rodriguez

Business Manager

Fobi Comprehensive Pharmacy

Email: Marthar@Fobipharmacy.com (preferred method of communication)

Ph: 562-630-5700; Fax: 562-630-5705

www.Fobipharmacy.com



- Why is it critical to work with an agent who specializes in care homes.
- Those that are looking to expand their businesses, SR has opportunities in SNF, AL, IL, ARF, ICF, CCRC.
- SR's view of the market currently and how it is expected to change after Covid.
- SR's full service buy, sell, financial analysis, valuations, bankruptcies, development, capital sourcing, consulting, etc.



Christopher Minnery – California Team



Phone: (760) 420-3272

Email: Chrisminnery@gmail. com

Christopher Minnery

Christopher Minnery is a real estate agent specializing in the senior housing industry. He has been involved in the RCFE industry for several years working in the family business as an operator.

Growing up, he was a volunteer at the facilities until he took over operations and has been an Administrator for 4 years. Has successfully ran three facilities. He is also involved with 6beds.org as an ambassador, an advocacy group in California.

Since getting his real estate license he has been focused on helping clients through the process of selling their facility and helping clients understand the entire transition process with experience in commercial and residential properties.

Shepard Roylance
Direct: (818) 515-0530
Email: Shep@SRSeniorLiving.com
BRE: 137882

Sherman & Roylance
Real Estate Investment Services
www.SRSeniorLiving.com

John Sherman
Direct: (949) 742-8375
Email: <u>JSherman@SRSeniorLiving.com</u>
BRE: 01985598



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Your generous contribution helped make that goal a reality.

Residential Care Insurance Update Market Factors, Risk Management and COVID-19 6Beds ~ October 22, 2020

All Owners in CA Share Risk Your Friends are a Risk if not Receiving 6Beds Education Congrats for being here; your participation is an asset to the industry

Sierra Professional Insurance Services
Presented by: Amy McNamara, General Manager

Lawsuits

Do They Really Happen?
 Yes.



- Insurance Company Fears/DSS red flags
 - Failure to Follow Doctor Orders
 - Assessments updated annually?
 - Medications given, stored & recorded properly?
 - Elopement
 - Alarms functioning on all exits?
 - Pressure Sores
 - Caregivers trained to document skin conditions?
 - What assessment tools do you use?

How were Premiums Determined in 2015?

Licensed w/no claims

How were Premiums Determined in 2019?

Licensed w/no claims or elopements; all POCs complete How are Premiums Determined Now?

- Claim history
- Territorial
 - Claims in your zip code
- Years of experience
- DSS Records even if POCs are complete
- Overall claims in the industry
- Risk management profile
 - Do you have and use training tools to maintain a high level of awareness among your caregivers?
 - (Does your insurance broker provide tools to support your facility?)

Why Risk Management

- Improve Quality of Care for Residents
- Protect Your Hard Work
- Protect Your Assets
- Reduce Cost of Insurance
- Minimize Business Interruption
- Help Each Other
 - Public image of Residential Care
 - Underwriter impressions of standards of management
 - Losses Anywhere in your State affects All Premiums



How has COVID-19 affected insurance?

- All liability policies include a communicable disease exclusion
- Underwriters want to know facility safety protocols
- Repeat citations for the same issue are high risk
- Fewer companies will quote residential care
- Premiums have increased 30-60% on average
- You need expertise on your side

Sierra Professional Insurance Services

Serving the 6Beds community since 2014 with education, training and all areas of insurance for your facilities.



ACHIEVE HEALTHMANAGEMENT

GeneFinder™ COVID-19 Plus Real*Amp* Test

Testing as a Service

An End-to-End Service for Senior Housing



Achieve Health Management provides comprehensive solutions for the range of RCFE COVID-19 testing needs

GeneFinder™ COVID-19 Testing as Service

- Guaranteed supply of GeneFinder™ COVID-19
 Plus RealAmp Tests -- FDA EUA
- Contracted CLIA-laboratory network
- Collection kit supplies, training/in-service
- Results reported via HIPAA-compliant portal within 48 hours of specimen receipt
- Billing & reimbursement services

Specimen Collection Services

- Collection kit provided facilities
- Pre-paid shipping labels to lab
- Contracted nursing staff to collect specimens (can be arranged by individual facility-see map)
- Billing & reimbursement services provided for residents and employees
- Uninsured program offered for caregiver's w/o coverage

Testing as a Service (TaaS)

ACHIEVE HEALTHMANAGEMENT

GeneFinder™ COVID-19 Plus RealAmp Test delivers accurate results in a HIPAA-compliant portal within 48 hours of laboratory specimen receipt

<u>Technical</u>, <u>Analytical</u> – <u>Clinical</u> <u>Specifications</u>

- ✓ Detects SARS-CoV-2 with 100% Sensitivity and 100% Specificity
- ✓ US FDA authorized for Emergency Use (EUA)
- ✓ Triple gene targets (E, N & RdRp) with positive, negative, and internal controls
- ✓ Multiple specimen types Nasopharyngeal, Pulmonary Lavage and Sputum

Achieve Advantages

- ✓ *Rapid results* 48-hour turn around time from laboratory specimen receipt
- ✓ Confidence in test results to protect test population & staff
- ✓ Guaranteed test inventory & on-going supply
- ✓ **Protected health information** via HIPAA-compliant portal & reporting
- ✓ Achieve manages end-to-end processes, including billing & reimbursement

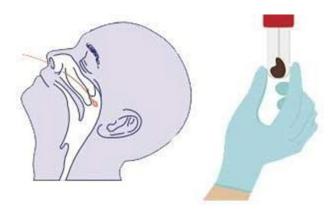


COVID-19 Sample Collection



AHM Provides FDA Approved Collection Materials

- Nylon tip with aluminum shaft
- Nylon tip with plastic shaft
- Dracon® tip with aluminum shaft
- Dracon® tip with plastic shaft



Acceptable Sample Collection Media:

- Nasopharyngeal swab
- Oropharyngeal swab
- Nasal
- Mid-turbinate
- · Bronchoalveolar lavage fluid
- Sputum
- All CDC approved Viral Transport Media are acceptable
 - https://www.cdc.gov/coronavirus/2019
 - https://www.cdc.gov/coronavirus/2019ncov/lab/guidelines-clinical-specimens.html

ACHIEVE HEALTHMANAGEMENT

GeneFinder™ COVID-19 Testing as Service Summary of Service

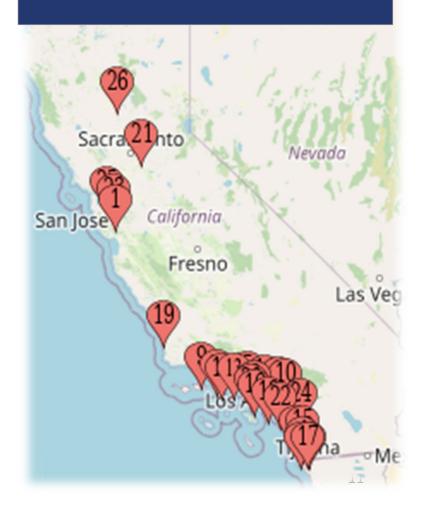
- AHM Provides all Collection Materials
- All Specimens are Processed in 48 Hrs. Post Lab Receipt
- Qualified Health Professional (QHP) Collect all Specimens
- AHM Bills and is Paid Direct No Burden on RCFE Operator
- Uninsured Employees HHS Coverage No Burden of RCFE Operator
- Test Results are Available Via AHM Secure Portal
- Results are Pushed to State DOH and Positive are Logged
- Data may be Accessed by RCFE Operator
- Significant Geographic Coverage Area

Scheduling COVID-19 Collection Services and Resident Testing

Harvey Bogarat, VP PAC Solutions 203:470.1073

www.AchieveHealthManagement.com

AHM Collection by Geography



12/13/2020 CONFIDENTIAL



MAESTRO MEDICAL TESTING



Skilled Professionals

 Doctors on staff to write testing orders

 Nurses, Paramedics, and EMTs to perform all tests

Accurate Testing Methods

- RT-PCR testing
 - 48 hour turn around time
 - for routine testing and possible exposures
- Rapid antigen tests
 - 20 minute results
 - for testing symptomatic patients - to make isolation faster and more effective

Flexible and Accessible Services

- Fully mobile
 - We come to you wherever is most convenient
- 12-24 hour response times
 - We get you tested quickly after an exposure
- Rotating testing schedules available
 - We work with you to accommodate compliance with county mandates
- Evening and weekend appointments available
 - We make it easy to get tested by specializing in off hours and weekends

Worry-free Billing and Payments

 We offer very competitive service rates

- We bill all insurances
 - Even Kaiser ©

- We offer affordable rates for the uninsured
- We accept check, cash and major credit card payments

Getting tested is easy



Call 916.509.2589 or email hello@maestromedicaltesting.com to make an appointment



Provide name and DOB of residents and staff to be tested



Sit back and relax knowing we will take care of the rest



- Why is it critical to work with an agent who specializes in care homes.
- Those that are looking to expand their businesses, SR has opportunities in SNF, AL, IL, ARF, ICF, CCRC.
- SR's view of the market currently and how it is expected to change after Covid.
- SR's full service buy, sell, financial analysis, valuations, bankruptcies, development, capital sourcing, consulting, etc.



Christopher Minnery – California Team



Phone: **(760) 420-3272**

Email: Chrisminnery@gmail.c om

Christopher Minnery

Christopher Minnery is a real estate agent specializing in the senior housing industry. He has been involved in the RCFE industry for several years working in the family business as an operator.

Growing up, he was a volunteer at the facilities until he took over operations and has been an Administrator for 4 years. Has successfully ran three facilities. He is also involved with 6beds.org as an ambassador, an advocacy group in California.

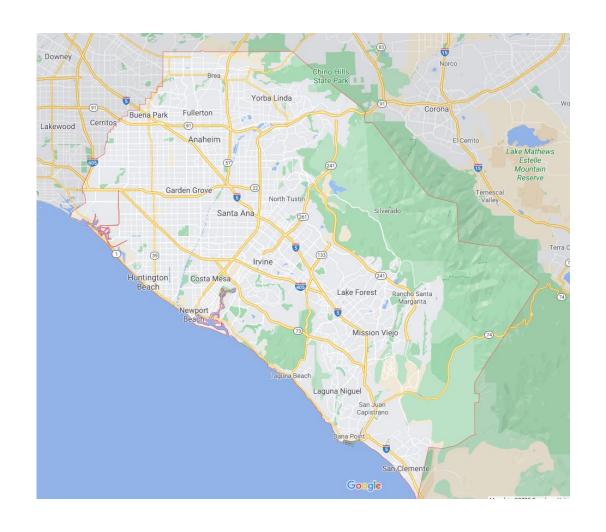
Since getting his real estate license he has been focused on helping clients through the process of selling their facility and helping clients understand the entire transition process with experience in commercial and residential properties.

Shepard Roylance
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BRE: 137882



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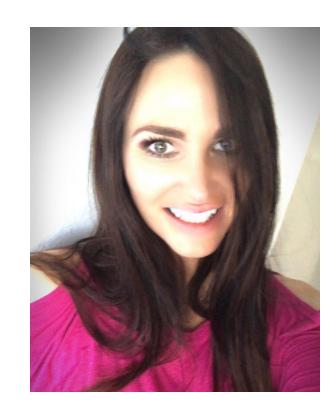
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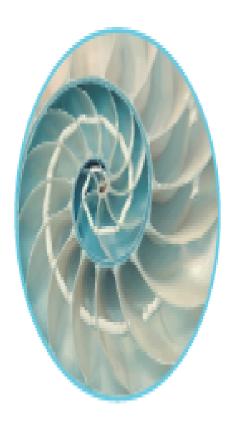
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