

The Iowa Alliance in Home Care presents

## “RAC Audits: Are You Ready?”

A 90-Minute Lunch & Learn Audio-Conference

by

**Michael McGowan, MBA, HCA**

CEO, Senior Consultant, Continuous Quality Improvement Systems, LLC  
with offices in California and Nevada

---

**Thursday, July 23, 2009**

**\*\*\*\*12:00 p.m. to 1:30 p.m. Central Time\*\*\*\***

### Audio-Conference Description

This timely audio conference will describe how the new RACs operate and will describe the new documentation standards you will need in order to get through the expected elongated RACs appeals process. Automated survey activity is scheduled to start in a few short weeks. Complex medical review is scheduled early in 2010. Now that the practice runs are over, how do you and your resources stand strong against this new audit process?

National consultant Michael McGowan defines documentation of a clinical encounter as the “subjective narration” of an “objective encounter.” He firmly believes that it will be your organization’s documentation that will save you and carry you through the appeals process.

#### More about Recovery Audit Contractors (RACs):

- ◆ \$980 million has already been recovered in the demonstration project (just six states with focus on hospitals);
- ◆ Some \$187 million dollars in commissions has been paid out to the RAC auditors;
- ◆ Even though hospitals have resources available to combat such attacks, each year over three years the RAC audits have identified more and more money through enhanced sophistication;
- ◆ RAC auditors are private organizations who work on commission and have buildings and salaries to pay each month. It will be their survival against yours.

Visit the Whitehouse website at the following link and see how the Obama administration plans to pay for Health Care Reform initiative. <http://www.whitehouse.gov/MedicareFactSheetFinal/>

*This is real.... You can't afford to miss this chance to get ahead of the RAC game.*

#### About the presenter...

Mr. McGowan was an OASIS Coordinator for the State of California. He monitored and interacted with 700 Home Health Agencies and 450 state surveyors in 24 district offices on a daily basis and also acted as a liaison between CMS, State government, and the provider community. Prior to his employment with the State of California, Mr. McGowan was a nurse with over twenty years of hands on patient care in a wide variety of settings. More than 97 percent of his clients have recovered funds that were previously withheld. To date he has recovered over \$18 million for clients nationwide. Currently Mr. McGowan, MBA, HCA is the CEO, Senior Consultant of CQIS, LLC.

#### This is how it works...

Complete the Registration Form for your agency and return to IAHC. Registered locations will be sent an email confirmation on **Monday, July 20th**, with dial-in information, confirmation number and a web link to download handout materials and/or resources.

On the day of the conference, simply join the call by dialing the toll-free number and giving your agency name and confirmation number. Gather your staff and listen via speakerphone to the presentation, follow along with the handouts and participate in live, interactive Q&A.

**PLEASE NOTE:** Registration fees are based on each dial-in connection; multiple call-ins from your agency will be charged. We are unable to accommodate more than one agency per call-in.

**REGISTER TODAY! Save time and travel costs and include all staff members who will benefit from this program.**

**Another Member Benefit brought to you by the Iowa Alliance in Home Care**

1520 High Street • Des Moines, IA 50321 • [www.iowahomecare.org](http://www.iowahomecare.org)

The Iowa Alliance in Home Care presents  
**“RAC Audits: Are You Ready?”**

A 90-Minute Lunch & Learn Audio-Conference  
by

**Michael McGowan, MBA, HCA**

CEO, Senior Consultant, Continuous Quality Improvement Systems, LLC  
with offices in California and Nevada

---

**Thursday, July 23, 2009**

**\*\*\*\*12:00 p.m. to 1:30 p.m. Central Time\*\*\*\***

**TO REGISTER**

**BE SURE TO INCLUDE ALL INFORMATION REQUESTED BELOW:**

1. **Fax** this completed form below to (515) 282-8034
2. **Mail** completed form to the IAHC Office, 1520 High Street, Des Moines, IA 50321

**Please register by Thursday, July 16th to ensure that you receive e-mailed confirmation details.**

Please type or print legibly all information below.

**Agency:**

**Contact Person:**

**Address:**

**City/State/Zip Code:**

**Phone: (    )**

**Fax: (    )**

**E-mail (mandatory field):**

**Number of Participants Expected to Attend from your Agency:**

**Registration Fees**

This fee includes one dial-in connection. Additional fees will be charged if there are multiple dial-ins. All cancellations must be in writing and received by IAHC three working days prior to the workshop in order to receive a refund less the \$25 cancellation fee. In the event of an emergency and you cancel after the cancellation deadline, a charge of 50% of your registration fee will be assessed to cover expenses incurred. There are no refunds for no-shows.

IAHC Member Agency – \$149 per call-in

Non-Member Agency – \$300 per call-in

---

**Another Member Benefit brought to you by the Iowa Alliance in Home Care**

1520 High Street • Des Moines, IA 50321 • [www.iowahomecare.org](http://www.iowahomecare.org)