



Pennsylvania Coalition of Affiliated
Healthcare & Living Communities

2026 Spring Conference

April 21st – 23rd

CONFERENCE AGENDA: VIRTUAL

Tuesday, April 21, 2026

1 – 4:15 p.m. – PELICAN Training (3 CEUS)

WEBINAR REGISTRATION LINK: https://us06web.zoom.us/webinar/register/WN_vL5gOVkPSa27SsAAVPgvLw

Risks in Senior Care and Strategies to Mitigate Them

Sr. Risk Solutions Consultant Susan Lucot will identify the top allegations in senior care and strategies to mitigate them. Using claims data, attendees will analyze case volume and type, resident safety, staffing challenges, resident admission, facility communication, and documentation pitfalls. Attendees will have an opportunity to apply the discussions on resident, family, staff, and leadership engagement to their individual facility.

Susan Lucot, Sr. Risk Solutions Consultant
MedPro Group

Wednesday, April 22, 2026

8 – 9 a.m. - General Session (1 CEU)

WEBINAR REGISTRATION LINK: https://us06web.zoom.us/webinar/register/WN_305sUaSIRk-x4-MR7HD6jw

Defensive Documentation

This presentation will discuss how documentation will literally make or break a case in a lawsuit. It will discuss common documentation pitfalls and what is required to protect organizations from large judgments.

Kathy von Spreckelsen, RN, BSN, RAC-CT, Senior Consultant
LW Consulting

William J. Mundy, Esq., Co-Chair, Healthcare and Long-Term Care Group
Burns White

9:15 – 10:15 a.m. – General Session (1 CEU)

WEBINAR REGISTRATION LINK: https://us06web.zoom.us/webinar/register/WN_q0kCrExPQj2gxtrr7smANg

Clinical Strategies vs. Sales Strategies: Aligning Care Excellence with Census Growth

In today's competitive post-acute care environment, sustainable census growth requires more than strong relationships; referral activity also requires alignment between clinical capability and sales strategy.

This session explores the critical intersection between clinical decision-making and business development efforts within skilled nursing and post-acute care settings. Participants will examine how clinical strengths, service line specialization, and admission criteria must inform market strategy, referral targeting, and positioning with hospital and community partners.

Through practical examples and real-world scenarios, attendees will learn how organizations can better align clinical programs, admissions processes, and liaison outreach to increase appropriate referrals, reduce avoidable denials, and improve overall conversion rates.

The session will also address common disconnects between clinical teams and business development staff—and provide strategies to build a more collaborative, informed, and growth-focused culture.

Tricia Whaley, Regional Director of Business Development
Eden East Healthcare Management

10:30 – 11:30 a.m. - General Session (1 CEU)

WEBINAR REGISTRATION LINK: https://us06web.zoom.us/webinar/register/WN_0gP676bITJ-o7tdPlCECjw

Respiratory Season Reloaded

This session explores infection prevention lessons from COVID-19 and their application to current respiratory challenges in long-term care, highlighting ongoing vulnerability to rapid virus spread.

Mask compliance and correct PPE use are essential for resident health. Staff education, leadership, and adherence to policy foster a compliant culture and reduce risk without causing burnout.

Session Objectives:

- Identify key lessons in infection prevention from COVID and respiratory illnesses.
- Participants will apply infection prevention lessons learned since 2020 to manage COVID, influenza, and RSV in the current respiratory season.
- Participants will understand the crucial role of compliance as a safety intervention in long-term care facilities.
- Participants will develop effective strategies to increase staff adherence to masking protocols while minimizing interpersonal conflict and staff burnout.

Amber Burkhart, MPH, Infection Control Coordinator
Kane Community Living Centers

1 - 2 p.m. – General Session (1 CEU)

WEBINAR REGISTRATION LINK: https://us06web.zoom.us/webinar/register/WN_gWC9hzldR0mUezC02lBF_g

Medicaid Eligibility Appeals: A Path to Success

The presenter will discuss the myriads of obstacles providers need to overcome to establish Medicaid eligibility. A discussion of the hurdles, including docketing and subpoena issues, family cooperation, and procedural issues in administrative hearings, shall be provided. Avenues to overcome these hurdles will be the focus.

John N. Kennedy, Esq., Founder and President/CEO
Casey L. Slotter, Esq., Attorney
Kennedy, PC Law Offices

2:15 – 3:15 p.m. – General Session (1 CEU)

WEBINAR REGISTRATION LINK: https://us06web.zoom.us/webinar/register/WN_J9KfOheaRK-waiQCbS_Ntg

The Playbook for Building High Performing ISNP Models Through Therapy Collaboration

High-performing ISNPs use a proven formula built on functional outcomes, accurate risk adjustment, interdisciplinary coordination, and strong provider alignment. This session introduces a practical, repeatable playbook that shows how therapy is a strategic tool across every ISNP domain. Learn how therapists detect decline early, support accurate coding, and help reduce avoidable hospitalizations and improve care transitions. SNF operators will gain a roadmap to make therapy a high-value partner and align documentation, workflows, and daily huddles with ISNP goals. This session offers leaders actionable strategies to raise ISNP performance through integrated, therapy-driven collaboration.

Learning Objectives:

- Identify the core components of high-performing ISNP models.
- Understand the predictable patterns, functional outcomes, risk accuracy, interdisciplinary integration, and provider alignment that drive ISNP success.
- Explain how therapy functions as a strategic lever in ISNP performance.
- Participants will describe how therapy affects hospitalizations, transitions of care, functional outcomes, and overall member experience within ISNPs.
- Apply a structured framework for integrating therapy into ISNP operations.
- Participants will use clinical pathways, shared team huddles, and aligned documentation to enhance care coordination and establish early warning systems.
- Evaluate key ISNP Therapy performance metrics.
- Participants will interpret dashboards and early warning indicators to connect therapy outcomes with ISNP program goals.
- Participants will implement strategies for SNF operators to enhance therapy departments' roles as high-value partners.
- Participants will adopt repeatable processes to foster collaboration, improve risk adjustment accuracy, and strengthen provider relationships.

Amy Hancock, Founder & Strategy Officer
AdvantageCare Rehabilitation, LLC

Jeff Runkel, Healthcare Strategy and Value-Based Care Leader
Perennial Advantage

Thursday, April 23, 2026

8 - 9 a.m. - General Session (1 CEU)

WEBINAR REGISTRATION LINK: https://us06web.zoom.us/webinar/register/WN_X9Ji7rHPRL2KBSO9E4F4mA

Get Paid for Services!

As long-term care and senior living facilities face increasing strain from residents who cannot pay and do not qualify for Medicaid, the financial and operational impact on staff and systems continues to grow. This session will provide practical, actionable strategies for facilities to address the financial and legal challenges of non-paying residents, covering Medicaid complexities, court advocacy for incapacitated individuals, and private debt collection options to improve cash flow and reduce staff burden.

Brian S. Dietrich, Esq., Shareholder, Member - Senior Care and Healthcare Litigation Groups
Saxton & Stump

Taylor R. Nicholas, Esq., Senior Counsel, Member - Senior Care and Healthcare Litigation Groups
Saxton & Stump

9:15 – 10:15 a.m. - General Session (1 CEU)

WEBINAR REGISTRATION LINK: https://us06web.zoom.us/webinar/register/WN_akypmPBvR_qYbj2OcbeCcQ

2026 Legal Update

There continues to be significant legal, statutory and regulatory changes for the long-term care industry affecting providers. The government is expanding its oversight of the industry through the development of several new

regulatory mandates. As a result, it is critical for providers to understand these changes and how they may impact the industry and their operations.

This session will review current legal issues impacting long term care providers. For nursing facility providers, the presenter will discuss the latest developments with respect to the Pennsylvania Department of Health's licensure regulations and the federal Requirements for Participation and will address the impact of those regulations on both operations and the survey and enforcement process. The session will discuss recent issues and best practices to aid facilities in preparation for surveys 365 days a year. The session will also address the significant modifications to the change of ownership/operator process that impact both buyers and sellers, in an increasingly transactional climate within the long-term care industry.

The presentation will address current and proposed federal and state reimbursement changes as well as collection and other financial issues. The session also will discuss hot topics and recent developments in fraud and abuse, including recommended updates and review of Corporate Compliance Plans, proposed modifications to the HIPAA Privacy Rule, and other operational issues, while providing guidance on how to address those matters to ensure continued compliance with current law. Finally, the presenter will preview issues and trends to come in 2026 and 2027 so that attendees can monitor these developments over the coming year.

Learning Objectives:

- Understand the key new statutory, regulatory, and case law provisions affecting long term care operations, including updates to state licensure regulations, and recommendations to prepare for surveys during the course of a year.
- Identify current legal issues affecting long term care providers.
- Identify and assess current areas of potential compliance risks and discover strategies
- Identify best practices to prepare for and respond to increasing oversight of nursing facilities.

David C. Marshall, Esq, Attorney & Managing Shareholder
Latsha Davis & Marshall, P.C.