



TOUCHPOINT

FEBRUARY,
2015



"Case Managers: Boost Your Career in the New Year"

by Catherine M. Mullahy, RN, BS, CRRN, CCM
President, Mullahy & Associates, LLC

Regarding the start of a new year, country music star Brad Paisley said, "Tomorrow, is the first blank page of a 365 page book. Write a good one." It's true that we all start the New Year with some goals designed to make us better. Health and fitness, finances, more family time...they all figure on most of our new year's resolution lists. Career does too. Many of us vow to become better at our professions, hopeful that it will lead to career advancement and potentially, higher financial rewards. For case managers, there is no doubt that improving your skills, gaining credentials, and vowing to become a continuous learner will bring greater career opportunities. Given today's market conditions, this could not be truer. First, there is our nation's aging population.

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UPCOMING EDUCATIONAL PROGRAMS.



Following are three upcoming educational programs designed to improve patient outcomes, enhance your professional skills and advance in your career:



March 26-27, 2015

7:30 a.m. - 4:30 p.m., "Best in Class Case Management: Your Gateway to Certification and Best in Class Practice," Tropicana Atlantic City, Atlantic City, NJ, sponsored by Nurse.com/Seminars and presented by Catherine Mullahy, RN, BS, CRRN, CCM and Jeanne Boling, MSN, CRRN, CDMS, CCM . This two-day seminar earns Registered Nurses 14 CE contact hours, Social Workers 14 CE clock hours and Case Managers 14 CCM clock hours. CCM hours by the Commission on Case Manager Certification will be available from Mullahy & Associates, LLC. (7 contact hours per day; must attend both days.) An aging population and an increase in the number of chronic and complex health conditions have contributed to an acute need for proficiently trained case managers. If you are searching for a change or want to boost your career opportunities, consider attending this seminar. This seminar will present a wide range of opportunities for case managers and provide education on how to prepare for the CCM exam. The cost to attend is: \$499 (\$474 - Early Bird Rate available up to 21 days before the event) and includes: a copy of the definitive reference book in the industry, The Case Manager's Handbook, Fifth Edition, (Retail Price \$99.95). To register, visit:

[Register Here](#) or call: 1-800-866-0919.



June 4-5, 2015

7:30 a.m. - 4:30 p.m., "The Case Management Certification Workshop," CCMC Washington, DC Office, 1155 Sixteenth Street, NW, Washington, DC 10036. This two-day educational workshop, presented by the CCMC and Mullahy & Associates, is the fastest and most cost-effective way for you to: gain state-of-the-art information on all aspects of case management, expand your career opportunities and enhance your credibility, apply the expertise of and real-life experiences of two dynamic presenters - Catherine Mullahy, RN, BS, CRRN, CCM and Jeanne Boling, MSN, CRRN, CDMS, CCM - pioneers in case management, and learn the eligibility requirements and application process for the gold-standard case management credential - the CCM® - and how to prepare for the exam. Networking breakfast and lunch are provided each day. The cost is \$599 and includes: two full days of learning accompanied by a course workbook, a copy of the most authoritative reference book in the industry, *The Case Manager's Handbook, Fifth Edition*, (Retail Price \$99.95), a subscription to the Commission for Case Manager Certification's "Case Management Body of Knowledge®," access to the only Commission-approved CCM credential practice exam, and 14 CE's approved for nurses, social workers, mental health professionals and CCMs. To register, visit: [Register Here](#) or call 1-856-380-6836.



July 23-24, 2015, 7:30 a.m. - 4:30 p.m., "Best in Class Case Management: Your Gateway to Certification and Best in Class Practice," Rockefeller University, New York, NY, sponsored by Nurse.com/Seminars and presented by Catherine Mullahy, RN, BS, CRRN, CCM and Jeanne Boling, MSN, CRRN, CDMS, CCM. This two-day seminar earns Registered Nurses 14 CE contact hours, Social Workers 14 CE clock hours and Case Managers 14 CCM clock hours. CCM hours by the Commission on Case Manager Certification will be available from Mullahy & Associates, LLC. (7 contact hours per day; must attend both days.) An aging population and an increase in the number of chronic and complex health conditions have contributed to an acute need for proficiently trained case managers. If you are searching for a change or want to boost your career opportunities, consider attending this seminar. This seminar will present a wide range of opportunities for case managers and provide education on how to prepare for the CCM exam. The cost to attend is: \$499 (\$474 - Early Bird Rate available up to 21 days before the event) and includes: a copy of the definitive reference book in the industry, *The Case Manager's Handbook, Fifth Edition*, (Retail Price \$99.95). To register, visit: [Register Here](#) or call: 1-800-866-0919.

"Case Management and Preventable Hospital Readmissions"

By Jeanne Boling, MSN, CRRN, CDMS, CCM
Vice President, Mullahy & Associates, LLC



The Patient Protection and Affordable Care Act ("Affordable Care Act") contains a section (Section 3025, and an added 1886(q) to the Social Security Act) which established the Hospital Readmissions Reduction Program. It requires the Centers for Medicare and Medicaid Services (CMS) to reduce payments to IPPS hospitals with excess readmissions. The rule became effective for patient discharges beginning on October 1, 2012. More recently, CMS posted its Fiscal year 2015 IPPS/LTCH PPS final rule which incorporates some refinements to the original readmissions measures.

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Product Spotlight - The Case Manager Entrepreneur

Want to be your own boss? Want to grab the brass ring of entrepreneurship? Mullahy & Associates has developed two packages which include the tools you need to succeed in your own case management practices.

Our Gold Entrepreneur Package includes valuable marketing materials such as a PowerPoint Presentation and Business Card Template, Letterhead Template with three tri-fold brochures (i.e., "Direct to Consumer", "Partnering with Physicians" and "Partnering with Financial Advisors"), Practice Materials include custom invoice, client agreement and client assessment templates, and access to an online forms library), Mentoring Access (4 hours with experienced industry leaders), and premier Reference Materials (i.e., The Case Manager's Handbook, Fourth Edition and Direct to Consumer Case Management Booklet). Price: \$500. Click here to order:

<http://mullahyassociates.com/products/gold-entrepreneur-package-order-page.html>

Our Green Entrepreneur Package offers the "Direct to Consumer" tri-fold brochure, all of the aforementioned Practice Materials and Reference Materials, as well as 1 hour of mentoring. Price: \$250. Click here to order:

<http://mullahyassociates.com/products/green-entrepreneur-package-order-page.html>



Warmest Wishes for a Wonderful Winter!

Catherine Mullahy & Jeannie Boling

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