

You work hard for your clients...

We Work for You!

Let the Home Care Alliance

- Get You Referrals**
- Save You Money**
- Educate Your Staff**
- Keep You Informed**
- Keep You Connected**
- Advocate for You**



HOME CARE ALLIANCE
of MASSACHUSETTS

www.thinkhomecare.org

Forty Years of Experience...

With 40 years of experience, and more than 160 agency members from across the Bay State, the Home Care Alliance of Massachusetts has the resources and information you need to answer your home care questions. Our programs are designed with one goal: your success.

The Alliance:

- **Gets You Referrals** through our annual print directories – which are distributed to hundreds of referral sources across Massachusetts – as well as our searchable, online directory at www.thinkhomecare.org.
- **Saves You Money** through our group purchasing programs on a variety of services and products. All preferred vendors are carefully screened to ensure top-notch service.
- **Keeps You Informed** with our weekly and monthly newsletters, which provide the latest information about the events and issues shaping the home care profession.
- **Educates Your Staff** through dozens of programs designed to sharpen skills and stay up-to-date on new developments, all at reduced rates for members.
- **Advocates For You** by working closely with lawmakers and regulators to advance our members' interests, both on Beacon Hill and in Washington.
- **Keeps You Connected** through interest groups and email discussion groups that facilitate peer-to-peer networking, information exchange, and support.

Referral Services

Our directories put patients, families, and referral sources directly in touch with our members. We distribute thousands of copies to professional clinicians and individual consumers throughout Massachusetts each year.

The *Massachusetts Home Care Resource Directory* is intended for clinical professionals and includes full profiles of all Alliance members, with a city-by-city index to help patients find local providers.

The *Guide to Private Home Care Services* is designed for patients looking for home care services independent of Medicare. The *Guide* lists Alliance members who accept private pay, and contains essays about finding and paying for home care.

Our online directory at www.thinkhomecare.org displays continuously updated profiles of our member agencies, and is visited by approximately 300 unique users a month.

Education Opportunities

The Alliance presents a broad range of educational programs through our education affiliate, the Foundation for Home Health. Our programs target a broad range of positions including CEOs, financial managers, clinicians, and private care managers. All Alliance members enjoy reduced prices at Foundation programs and education dollars are re-circulated to support our other activities.

Spring Conference & Trade Show

Held in late May or early June, the annual Conference & Trade Show is a great opportunity to hear the best speakers in the home care industry, attend top-rate workshops, network with peers, and see exhibitions of the latest services and technology. Members receive discounted registration fees and exhibition booths; sponsorship opportunities are also available.

Political & Regulatory Action

While our members run their agencies, we're busy representing them on Beacon Hill and in Washington. Our professional lobbyist and staff specialists have built solid relations with political and regulatory officials, and are active members of state and national councils, committees, and task forces that affect the industry.

...Working For You

Publication & Information Services

The Alliance's email newsletters put your finger on the pulse of the home care profession. Sent each Friday, *Update* is aimed at home care professionals and provides information about issues and new developments facing the industry. Emailed once a month, *Think Home Care* is intended for a broader readership and covers regulatory and legislative trends, as well as Alliance activities. In 2008, we introduced a second monthly newsletter, *Private Eye*, that follows private duty issues.

The Alliance also publishes reference materials and surveys for its members including a Standards of Clinical Practice manual and an annual Compensation & Benefit survey. You may purchase these and other Alliance publications at www.thinkhomecare.org.

Networking Opportunities

The Alliance's committees, interest groups, and board conduct the majority of our work and help our members shape the future of home care in Massachusetts. Our board of directors is elected by and from our members. The Alliance also sponsors several special interest groups for key individuals in your agency's management team to foster information sharing and collegial support. Current groups include:

- Clinical Directors
- HR Managers
- Private Care Managers
- QI Managers
- IS Managers

To facilitate rapid-response networking, the Alliance has also established email discussion groups to create an easy way for members to network. Current groups include:

- Clinical Directors
- CEOs
- Infection Control
- QI Managers
- COOs
- Private Pay
- HR Managers
- Aide Supervisors
- Finance
- IS Managers
- Rehab Managers

Group Purchase Programs

Joining the Alliance gives you immediate access to group discounts on goods and services from companies that have been thoroughly vetted by Alliance members. This is an effective and powerful way to recoup your membership dues.

An interactive directory of our Allied and Preferred Vendors is available on www.thinkhomecare.org.

Accreditation

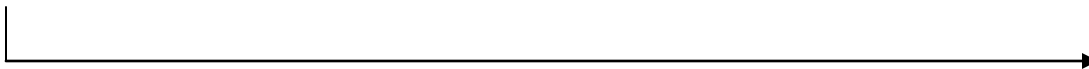
Members receive 12% off annual accreditation fees and 10% off site visit fees from the **Community Health Accreditation Program** (CHAP), a "deemed status" accreditation organization. Contact Brian Ford at (202) 862-3413 or bford@chapinc.org.

Auto Leasing

Whether it's one car or a hundred, **Enterprise Fleet Management** can help member agencies control transportation costs and improve recruitment and retention. Contact John Coombs at (781) 727-2800 or jcoombs@erac.com

Background Checks

Our contract with **PT Research** gives members discounted set-up fees and speedily obtains CORI reports for all staff with access to patients or patient records. Contact Jeremy Pollard at (866) 737-2714 x230 or jpollard@ptrionline.com



(continued on the following page)

Join Today

(continued from the following page)

Benchmarking

Members are eligible for 10% off **Fazzi Associates'** National Operational Benchmark Service, which allows agencies to compare their operations to a national standard and improve productivity and performance. Contact Gina Mazza at (413) 584-5300 or gmazza@fazzi.com.

Liability Insurance

Fred C. Church Insurance has partnered with ProMutual to establish a liability insurance product with extremely competitive rates for members. Contact Jim Maher at (978) 458-1865 or jmaher@fredchurch.com.

Life and Long Term Disability Insurance

Focusing on one-on-one customer service, **Perryville Marketing/Insurance Agency** is a major broker of group life and long-term disability insurance products. Contact Michael Oberlander at (508) 252-6160 or michael.oberlander@comcast.net.

Medical Supplies

Medline provides next-day delivery of medical supplies direct to patients' homes. Members receive discounts on customized customer activity summaries to help agencies monitor costs and control inventory. Contact Jon Fickett at (800) MEDLINE or jfickett@medline.com.

Newsletter Subscriptions

Members receive 17.5% off **Home Health Line**, the most widely-read, independent, weekly home health newsletter, as well as a discount on **Clinical Supervisor Alert**. Call (301) 287-2682 or visit www.homehealthline.com.

Office Supplies

Members are eligible for wholesale prices on thousands of office supplies through **Staples Business Advantage**, a division of Staples, Inc. There are no fees and free, next day delivery is available on all orders over \$50. Contact Erica Bedard at (508) 253-0327 or erica.bedard@staples.com.

Patient Satisfaction Surveys

The Alliance partners with Deyta LLC and Fazzi Associates – two leaders in the patient satisfaction survey field – to offer programs for certified agencies to comply with CMS HHCAHPS requirements. Contact Sarah Balmer at (502) 896-8438 or sbalmer@deyta.com or Gina Mazza at (413) 584-5300 or gmazza@fazzi.com.

Personal Emergency Response Systems

American Medical Alert Corp. is a national innovator in remote health monitoring devices, personal emergency response systems, and electronic medication reminders. Members receive preferred pricing and superior service. Contact Rich Mika at (516) 536-5850 or rich.mika@amac.com.

Telephone Answering Services

A professional after-hours answering service is critical for any home health agency. **Ansaphone, Inc.** is a Massachusetts-based leader in the field, serving many home health agencies with customized and reliable systems. Contact Wil Porter at (617) 328-7300 or wporter@ansaphone.com.

Workers' Compensation

Our partnership with **Fred C. Church Insurance** gives members highly competitive rates and premiums on workers' compensation insurance, as well as excellent loss control, and claim management services. Contact Rich Mika at (516) 536-5850 or rich.mika@amac.com.

Unemployment Claims Management

Unemployment claims losses can be a significant financial drain on agencies. The **Unemployment Services Corporation** gives our members access to expert consulting and claims management to minimize those losses. Contact Steve Camuso at (781) 246-0262 or scamuso@uscorp.com.

Join the Alliance today!
Download a member application
from www.thinkhomecare.org
or call (617) 482-8830.