

Integrated Care Boot Camp: Part 1

Your Value Proposition: The Dos and Don'ts to get the Contract

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Aging and Disability
BUSINESS INSTITUTE

The Business Institute

The mission of the Aging and Disability Business Institute (Business Institute) is to successfully build and strengthen partnerships between community-based organizations (CBOs) and the health care system so older adults and people with disabilities will have access to services and supports that will enable them to live with dignity and independence in their homes and communities as long as possible.

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Aging and Disability Business Institute

Connecting Communities and Health Care

When community-based organizations (CBOs) and the health care system work together, older adults and people with disabilities get the coordinated care that lets them live with dignity and independence in their homes and communities as long as possible.



Featured Items



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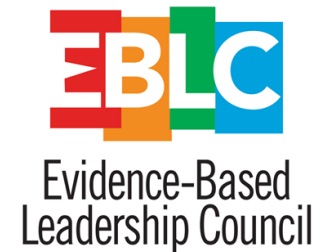
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Your Value Proposition: The Dos and Don't to get the Contract

- *Presenters:*

- Sandy Atkins, Partners in Care Foundation, San Fernando, CA
- Kathy Greenlee, Principal, PYA, Kansas City, MO
- Martie Ross, Office Managing Principal, PYA, Kansas City, MO
- Mark Henry, Director, LTC and HCBS Contracting, WellCare Health Plans, Inc., Brentwood, TN



Join us After Lunch for

Integrated Care Boot Camp Part 2: How Metrics, Quality and Compliance help Attract Payers



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