



2019 ANNUAL CONFERENCE SCHEDULE OF EVENTS – March 14-16, 2019

Thursday, March 14, 2019

8:00 am - 10:00 am LCPLFA Board of Directors Meeting

Carolina Room

10:30 am - 12:00 pm LCPLFA Fundamentals Q&A

Carolina Room

1:00 pm - 1:15 pm Welcome/Introductions & Announcements

Grand Magnolia C

1:15 pm - 2:45 pm Opening Keynote

Grand Magnolia C The Intersection of Dementia, Financial Decision Making and Financial Exploitation

*Peter A. Lichtenberg, Ph.D., ABPP, Director
The Institute of Gerontology and the Merrill Palmer Skillman Institute
Professor of Psychology Wayne State University, Detroit, MI*

In this session we will introduce new financial decision-making tools, research findings and case studies on issues of capacity and exploitation. I will also detail the opportunities for training and use of our new tools available on our website. Attorneys and care coordinators can use these tools with older adults making significant financial decisions.

2:45 pm - 3:00 pm Break/Visit with Exhibitors

Grand Magnolia C Foyer

3:00 pm - 4:00 pm

General Session II

Grand Magnolia C

Understanding Elder Abuse and Abuse in Later Life

Emma Parrott, MSW, Program Manager, Rise Above Crime
Knoxville/Knox County Community Action Committee's Office on Aging

According to the National Council on Aging, 1 in 10 Americans aged 60+ have experienced some form of elder abuse. Elder abuse and abuse in later life impacts both men and women and includes physical, sexual, and emotional abuse as well as financial exploitation and neglect. Advances in technology, healthcare, and other areas have helped make people 85 and older the fastest growing group for the first time in our history. This is a great thing, but it also presents more opportunities for elder abuse in our communities. This session discusses how to recognize elder abuse and provides resources and information on how to report and respond to instances of elder abuse in the community.

4:00 pm - 4:30 pm

Break/Visit with Exhibitors

Grand Magnolia C Foyer

4:30 - 5:30 pm

Session III - Breakout Discussion Groups*

<i>Breakout/Discussion Group 3A:</i>	<i>Breakout/Discussion Group 3B:</i>	<i>Breakout/Discussion Group 3C:</i>	<i>Breakout/Discussion Group 3D:</i>	<i>Breakout/Discussion Group 3E:</i>
<i>Audience: All</i>	<i>Audience: All</i>	<i>Audience: Advanced</i>	<i>Audience: All</i>	<i>Audience: All</i>
<i>Elevator pitch/ Marketing - What is "elevator pitch" when someone asks you to describe LCP?</i>	<i>Processes - From start to finish. How do you begin each case? What do your office's written LCP procedures look like?</i>	<i>Tips on Selling Pre-Crisis Life Care Planning Cases</i>	<i>Maintaining Boundaries with Families</i>	<i>Home & Community Based Services (HCBS) Issues (PL & spend down strategies)</i>
<i>Barbara McGinnis</i>	<i>Dennison Keller</i>	<i>Tim Takacs</i>	<i>Tina Ruane</i>	<i>Josh Bey</i>
<i>Location</i>	<i>Location</i>	<i>Grand Magnolia C</i>	<i>Location</i>	<i>Location</i>
<i>Breakout/Discussion Group 3F:</i>	<i>Breakout/Discussion Group 3G:</i>	<i>Breakout/Discussion Group 3H:</i>	<i>Breakout/Discussion Group 3I:</i>	<i>Breakout/Discussion Group 3J:</i>
<i>Audience: All</i>	<i>Audience: ECCs</i>	<i>Audience: All</i>		
<i>How to address more client-centered approaches in Nursing Facilities</i>	<i>Schedule of Visits: How many visits do you average per case?</i>	<i>Power and Control Tactics and the Role of Caregiver Stress</i>	<i>Deliverables - What are your/your clients favorites?</i>	
<i>Pati Bedwell</i>	<i>Debbie Groh</i>	<i>Emma Parrott</i>	<i>Facilitator</i>	
<i>Location</i>	<i>Location</i>	<i>Location</i>	<i>Location</i>	<i>Location</i>

6:00 pm - 8:00 pm

Reception | Sponsored by Life Care Consulting LLC

Prohibition - 547 King Street

Friday, March 15, 2019

8:00 am - 9:00 am Breakfast - Own Your Own (Included in Hotel Rate)

8:00 am - 9:00 am Past President's Breakfast

Carolina Room

9:00 am - 10:15 am General Session IV

Grand Magnolia C Hot Topics in Medicare



Judith Stein, Executive Director and Founder
Center for Medicare Advocacy, Inc.
Willimantic, CT

10:15 am - 10:45 am Break

Grand Magnolia C Foyer

10:45 - 12:00 pm Session V - Breakout Discussion Groups*

Breakout/Discussion Group 5A:	Breakout/Discussion Group 5B:	Breakout/Discussion Group 5C:	Breakout/Discussion Group 5D:	Breakout/Discussion Group 5E:
<i>Audience: All</i>	<i>Audience: ECCs</i>	<i>Audience: Advanced</i>	<i>Audience: All</i>	<i>Audience: Public Benefits Staff</i>
Tips for Keeping LCP Clients Happy	Assessments - Which ones do you use the most?	Medicare Advocacy as a Service Line	Financial Exploitation 101	Streamlining the Medicaid Application Process
Jacinda Graham	Jill Welsher	Bryan Adler	Emma Parrott	Charlotte Audet
Location	Location	Location	Location	Location
Breakout/Discussion Group 5F:	Breakout/Discussion Group 5G:	Breakout/Discussion Group 5H:	Breakout/Discussion Group 5I:	Breakout/Discussion Group 5J:
<i>Audience: All</i>	<i>Audience: All</i>	<i>Audience: All</i>	<i>Audience: All</i>	<i>Audience: ECCs</i>
Working with Adult Siblings and Difficult Family Dynamic Issues	Efficient Intake Procedures	Alternate Fee Structures	Stepping Up Your Presentation Game: A Intro to Prezi	Best Practices for Hiring/Onboarding
Debra King	Malinda Joshi	Jane McNamara	Joshua Hunter	Brian Tully
Location	Location	Location	Location	Location

12:00 pm - 1:30 pm Lunch/Making the Most of your LCPLFA Membership

Grand Magnolia C

1:30 pm - 2:30 pm General Session VI

Grand Magnolia C Frailty, Aging and How to Help

*Jacobo Mintzer, MD, Professor of Neurology and Psychiatry
Director of the Translational Research Unit, Dept of Neurosciences
Medical University of South Carolina - Charleston, SC*

2:30 pm - 2:45 pm Break

Grand Magnolia C Foyer

2:45 pm - 3:45 pm Session VII - Breakout Discussion Groups

<i>Breakout/Discussion Group 7A:</i>	<i>Breakout/Discussion Group 7B:</i>	<i>Breakout/Discussion Group 7C:</i>	<i>Breakout/Discussion Group 7D:</i>	<i>Breakout/Discussion Group 7E:</i>
<i>Audience: All</i>	<i>Audience: ECCs</i>	<i>Audience: Attorneys</i>	<i>Audience: All</i>	<i>Audience: Public Benefits Staff</i>
<i>Advanced Marketing - Effectively Using TV, Radio, Podcasts/Webinars</i>	<i>You Built It & They Came: LCP Issues for Established LCP Law Firms</i>	<i>The Estate Optimizer Creating the Ultimate Long-Term Care Plan for Your Clients - Part 1</i>	<i>Triaging an LCP Client</i>	<i>New VA Forms and Policy/Changes & Processes to Accommodate Them</i>
<i>Malinda Joshi</i>	<i>Jerry Rothkoff</i>	<i>Lou Pierro</i>	<i>Lisa Titus</i>	<i>Chris Johnson</i>
<i>Location</i>	<i>Location</i>	<i>Grand Magnolia C</i>	<i>Location</i>	<i>Location</i>

<i>Breakout/Discussion Group 7F:</i>	<i>Breakout/Discussion Group 7G:</i>	<i>Breakout/Discussion Group 7H:</i>	<i>Breakout/Discussion Group 7I:</i>	<i>Breakout/Discussion Group 7J:</i>
<i>Audience: ECCs</i>	<i>Audience: All</i>	<i>Audience: ECCs</i>	<i>Audience: Advanced</i>	
<i>Difficult to Place Clients due to Behavior Programs</i>	<i>ActionStep Case Management Software</i>	<i>LCP Processes: From start to finish (From an ECC Prospective)</i>	<i>Marketing to Unsupported Elders/Managing Fiduciary Services in your Firm</i>	
<i>Debbie Groh</i>	<i>Amelia Crotwell</i>	<i>Charlotte Audet</i>	<i>Facilitator</i>	
<i>Location</i>	<i>Location</i>	<i>Location</i>	<i>Location</i>	<i>Location</i>

3:45 pm - 4:00 pm Break

Grand Magnolia C Foyer

4:00 pm - 5:00 pm Session VIII - Breakout Discussion Groups*

<i>Breakout/Discussion Group 8A:</i>	<i>Breakout/Discussion Group 8B:</i>	<i>Breakout/Discussion Group 8C:</i>	<i>Breakout/Discussion Group 8D:</i>	<i>Breakout/Discussion Group 8E:</i>
<i>Audience: All</i>	<i>Audience: ECCs</i>	<i>Audience: Attorneys</i>	<i>Audience: ECCs</i>	<i>Audience: Public Benefits</i>
<i>Resources: What are your/your client's favorites?</i>	<i>The Estate Optimizer Creating the Ultimate Long- Term Care Plan for Your Clients - Part 2</i>	<i>CECC Stockton Course Participant</i>	<i>Helping Clients Navigate Health Insurance after Medicaid Approval</i>	<i>Creating more Opportunities to Work with SNFs</i>
<i>Charlotte Audet</i>	<i>Lou Pierro</i>	<i>Anne Markel-Crozier</i>	<i>Bryan Adler</i>	<i>Tina Ruane</i>
<i>Location</i>	<i>Grand Magnolia C</i>	<i>Location</i>	<i>Location</i>	<i>Location</i>
<i>Breakout/Discussion Group 8F:</i>	<i>Breakout/Discussion Group 8G:</i>	<i>Breakout/Discussion Group 8H:</i>	<i>Breakout/Discussion Group 8I:</i>	<i>Breakout/Discussion Group 8J:</i>
<i>Audience: All</i>	<i>Audience: All</i>	<i>Audience: Advanced</i>	<i>Audience: All</i>	
<i>"If I knew then what I know now, I would/would not have....."</i>	<i>Opening/Staffing Multiple LCP Offices</i>	<i>Tips on Selling Pre-Crisis Life Care Planning Cases (Repeat?)</i>	<i>Creative Ways to Handle Fee Refunds</i>	
<i>Randy Clinkscales</i>	<i>Facilitator</i>	<i>Facilitator</i>	<i>Facilitator</i>	
<i>Location</i>	<i>Location</i>	<i>Location</i>	<i>Location</i>	<i>Location</i>

5:15 pm - 6:00 pm - Professional Apparel Fashion Show | Sponsored by Chico's /Wine & Beer Reception

Grand Magnolia C/Foyer

Saturday, March 16, 2019

7:30 am - 8:30 am Breakfast - Own Your Own (Included in Hotel Rate)

8:30 am - 10:30 am General Session

Grand Magnolia C "Turning Point: Every Brain Is at Risk" Film Screening

From the award-winning director of Glen Campbell...I'll Be Me, please join us for a private screening of this film by James Keach and Follow Up Discussion with Executive Producer Nancy Lynn - who also led business development/fundraising for marketing and distribution of the award-winning feature documentary GLEN CAMPBELL...I'LL BE ME. She is currently Senior Vice President, Strategic Partnerships for BrightFocus Foundation, a leading nonprofit funder of research for Alzheimer's disease, macular degeneration and glaucoma. Ms. Lynn received her B.A. in the history of art and architecture from Columbia University (Valedictorian) and her M.A. in the history of art and architecture from the Institute of Fine Arts, New York University.

