Life Care Planning for the Elderly Client: Fundamentals and Practice

This 1½ day program gives attorneys the knowledge, tools and support needed to launch a Life Care Planning elder law practice. Life Care Planning is an innovative and holistic approach to elder law that helps families respond to the challenges created by long-term illness or disability before, during and after the elder's transition to long-term care. While traditional elder law focuses on saving the elder's money to pass on to the next generation, Life Care Planning focuses on using the elder's money for the elder's benefit. The goal is to maximize quality of life and independence while preserving family wealth to the greatest extent possible. In a Life Care Planning law firm, an inter-disciplinary team of elder law attorneys, care coordinators and others work together to develop an estate plan, protect assets, qualify for public benefits, coordinate care, provide education and decision-making support, advocate for high-quality care and intervene if there are problems with care providers.

REGISTRATION

The program is for attorneys only. The registration fee of $899 includes lunch on day 2 and program materials, including the Life Care Plan System Documents in electronic format. Seating is limited to the first 15 registrants. Registrations are taken on a first-come-first-paid basis.

Wednesday, March 7, 2018 - 8:00 a.m. - 5:00 p.m.
Thursday, March 8, 2018 - 8:00 a.m. – 12:00 p.m.
Registration Deadline: February 16, 2018

Hotel Contessa – San Antonio, TX

Law Firm:____

Attendee: ________________________________ Nickname (for Badge):____________________

Address: ____

City/State/Zip:____

Phone: ________________________________ Fax:______________________________

E-mail:____

MC/VS#____________________________Sec Code:__________Exp_______Date_________________

Cardholder Name/Signature:____

[ ] I have a special need or dietary request. Please contact me.

Please include check payable to LCPLFA and mail before registration deadline for your selected session to: Pamela Carlson c/o The Carlson Group, LLC/8987 E Tanque Verde Rd. #309-125 Tucson, AZ 85749.
You may also fax/email your intent to: 814/286-3953 / E-Mail: admin@lcplfa.org

LCPLFA Fundamentals and Practice

Here's what participants have to say....

"Just wanted to let you all know how much I benefited from the program. It solidified and validated ideas that have been roaming loosely around inside my head and recharged my mental batteries as I move forward with my relatively new solo practice."

"Thank you for your willingness to share your ideas and experiences. Just as so many other professions are changing these days, it certainly makes sense to me that the legal profession needs to adapt and evolve as well."

"Packaging services that are not typically or traditionally thought of as legal services along with legal counsel certainly does a better job of addressing the maze of issues that elderly clients face as they approach end of life. During the training program I recalled several clients or family members who originally came to my office for estate planning documents, and who several months later called me back for additional information or help regarding nursing home problems, advice for residential placement options, or other such non-legal matters."

"There is a reason that Life Care Planning is one of the fastest-growing specialties of law. Families struggling with the demands of an elderly loved one's care need a guide through the long-term care system. Life Care Planning equips attorneys to offer that guidance and opens up new ways to add value to the lives of clients."

Schedule

Day 1: 8:00 a.m. – 5:00 p.m.   Day 2: 8:00 a.m. – 12:00 p.m.

Program Outline

I. Health Care, Long-Term Care, and the Practice of Elder Law

   A. An integrated approach to long-term care planning
   B. The Acute Care Model: health care and elder law
   C. Immediate threats to Medicaid planning, asset-focused elder law practice
   D. How asset-focused elder law reacts to immediate threats
   E. Four fundamental factors that threaten traditional elder law practice
   F. Four fundamental factors that augur well for the future of the Elder-Centered Law Practice

II. The Elder-Centered Law Practice

   A. Deficiencies in the care of people with chronic care needs
   B. The Chronic Care Model and the "informed activated patient"
   C. The Elder Care Continuum
   D. Rethinking the goals of the representation

III. The Life Care Plan Process

   A. Intake process and client workbook
   B. The first meeting: Introducing the Elder Care Continuum
   C. Selling the Life Care Plan: How consumers perceive value
   D. Setting fees/the fee agreement
   E. The assessment visit
   F. "Deliverables": developing and presenting the Life Care Plan documents
   G. The second meeting
   H. The third meeting
   I. Plan implementation

IV. Transitioning to the Elder-Centered Law Practice

   A. The business case: pros and cons of the Elder-Centered Law Practice
   B. Finding and hiring your Elder-Centered Law Practice team
   C. Marketing your Elder-Centered Law Practice
   D. Transition issues
   E. Making change happen in the elder law firm
   F. Will you make the transition?: three truths about your competition