

# Lessons Learned from Survey Sanctions!



## Audio Recording

*The Coaches*, Attorneys from Poyner Spruill LLP, will train your home health team to be the best offense possible! Whether or not you participated in the webinars on *Fortifying Your Agency against Survey Sanctions*, it's time now to crank up your pre-game preparation and take a look in the nursing home playbook to ...

## Strategize Your Best Offensive Position Against Monetary Penalties & Other Sanctions!

Nursing Homes have dealt with sanctions and monetary penalties for more than 40 years! Twenty-seven surveyors from 25 States recently asked what Home Health's reaction to the new sanctions would be!

*It's a new day and a new game – with new sanctions, even if your agency is accredited!*

**In this recording, our winning coaches, Ken Burgess, David Broyles & Matt Fisher:**

- Share lessons learned about alternative sanctions from the very similar nursing home enforcement regulations
- Describe how and when the new alternative sanctions can be applied to your agency, including procedures and notice periods
- Discuss formal and informal appeals procedures for challenging sanctions and best practices regarding both
- Describe how to take a proactive approach to a self-discovered deficiency
- Discuss the role a past corrected deficiency could play when surveyed

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