Power of Purpose

2017 Annual Conference and Exhibition
Hampton Inn & Suites
New Orleans, Louisiana
April 19 – April 20, 2017
A clear sense of purpose enables you to focus on what matters most, taking risks regardless of the challenges or obstacles ahead. We are lucky. As aging services providers, it’s easy for us to see the value of our work. The lives we touch and the families and caregivers we support—all have an impact well beyond the walls of our organizations. However, to find real purpose and meaning in what we do, it is important that we tap our own potential, find the courage and determination to live our mission with focus on the values, talent, skills and passion of those we serve to make a difference in the world.

Everyone of us comes into the aging services field wanting to make a difference in the lives of others. Unfortunately, after a few years (or sometimes months!) we find ourselves feeling more tired than inspired! In this unique and powerful presentation attendees will discover the underlying cause of the fatigue that so often turns the most idealistic and well-intentioned staff into part of the problem. Denise will reveal a four-step solution she developed in her 20 years of working on the front lines in the field that will revitalize leaders, staff and residents, and turn their “facility” into a home where people are proud to live and work. They will find out how doing the right thing will fill their “facilities,” strengthen their reputation, and have the hearts of their staff brimming with the love and enthusiasm that led them into aging services in the first place.

Through engaging stories and interactive activities, attendees will take an exhilarating round trip from tired to inspired.

Denise B. Scott is the founder and President of DRIVE, she helps forward thinking organizations optimize the resident and staff experience. The ultimate goal is for staff that look forward to getting out of bed in the morning for meaningful work, and residents that look forward to getting out of bed because they have a purpose.
AWARDS CEREMONY
WEDNESDAY, APRIL 19, 2017
11:00am-11:30am

AWARDS LUNCHEON AND ENTERTAINMENT
11:30am-12:30pm

Join us during the awards luncheon with entertainment by the Victory Belles.

The National WWII Museum’s charming vocal trio, the Victory Belles, will take you on a nostalgic journey through World War II-era musical classics. Join us for a trip down memory lane with their spirited performances of such hits as Boogie Woogie Bugle Boy, Don’t Sit Under the Apple Tree, Chattanooga Choo Choo and I’ll Be Seeing You, all sung in rich, three-part harmony.
## CONFERENCE SCHEDULE

### Wednesday, April 19

<table>
<thead>
<tr>
<th>Time</th>
<th>CE(s)</th>
<th>Housing Professionals</th>
<th>Management/Operations</th>
<th>Dementia/Clinical/Direct Care</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 am – 5:30 pm</td>
<td></td>
<td>Registration/Help Desk</td>
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<tr>
<td>8:00 am - 9:30 am</td>
<td>1.5</td>
<td>1A Bullying: Not Just on the Play Ground Anymore (Resident-on-Resident) repeat at 4D Ray Miller</td>
<td>2A &quot;Hot Topics&quot; Labor/Employment Update Fred Preis</td>
<td>3A Positive Physical Approach™ and Hand-under Hand™ John Graham, Cognitive Presence Memory Training</td>
<td>4A Overcoming Staffing Challenges to Meeting Increasing Resident Acuity Josh Allen, Sandi Flores Consulting Group</td>
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<tr>
<td>9:30 am – 9:45 am</td>
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<td>Break</td>
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<tr>
<td>9:45 am – 10:00 am</td>
<td></td>
<td>Introductions</td>
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<tr>
<td>10:00 am - 11:00 am</td>
<td>1.0</td>
<td>Keynote – Tired to Inspire</td>
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<tr>
<td>11:00 am – 12:30 pm</td>
<td></td>
<td>Awards Luncheon/Victory Belles</td>
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<tr>
<td>12:30-2:00 pm</td>
<td>1.5</td>
<td>1C HUD Management Update Colleen Bloom, LeadingAge</td>
<td>2C Secrets Your Employees Aren’t Telling You Denise Scott, DRIVE</td>
<td>3C Positive Physical Approach™ and Hand-under Hand™ John Graham, Cognitive Presence Memory Training</td>
<td>4C Keeping the Care and the Caring Together Ray Miller</td>
</tr>
<tr>
<td>2:00 pm – 2:15 pm</td>
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<td>Break</td>
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<td></td>
</tr>
<tr>
<td>2:15 pm - 3:45 pm</td>
<td>1.5</td>
<td>1D Housing with Services Update Colleen Bloom, LeadingAge</td>
<td>2D Secrets Your Employees Aren’t Telling You Denise Scott, DRIVE</td>
<td>3D Positive Physical Approach™ and Hand-under Hand™ John Graham, Cognitive Presence Memory Training</td>
<td>4D Bullying- Not Just on the Play Ground Anymore (Resident-on-Resident) repeat of 1A Ray Miller</td>
</tr>
<tr>
<td>3:45 pm – 4:00 pm</td>
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<td>Break</td>
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<tr>
<td>4:00 pm – 5:30 pm</td>
<td>1.5</td>
<td>1E Resident Council Discussion/Roundtable Colleen Bloom, LeadingAge</td>
<td>2E Establishing the Balance Between Resident Choice and Increasing or Decreasing Risks Ray Miller</td>
<td>3E Positive Physical Approach™ and Hand-under Hand™ John Graham, Cognitive Presence Memory Training</td>
<td>4E Disruptive Behaviors – The Rippling Effects Gina M. D’Angelo</td>
</tr>
<tr>
<td>5:30 pm – 7:00 pm</td>
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<td>Mix &amp; Mingle Social</td>
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### Thursday, April 20

<table>
<thead>
<tr>
<th>Time</th>
<th>CE(s)</th>
<th>Housing Professionals</th>
<th>Management/Operations</th>
<th>Dementia/Clinical/Direct Care</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 am – 8:30 am</td>
<td></td>
<td>Business Meeting Members Only</td>
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<tr>
<td>8:30 am - 10:00 a.m.</td>
<td>1.5</td>
<td>1F Putting on Your Own Oxygen Mask, Managing Stress with Mindfulness Laura Peters</td>
<td>2F Understanding Worker’s Comp Issues and Concerns Gwen Zander &amp; Fred Preis</td>
<td>3F Dementia from the Inside Out Karen Nichols</td>
<td>4F Yes is the Answer...What is the Question? A Fresh Direction in implementing person directed care Bill Lutz</td>
</tr>
<tr>
<td>10:00 am – 10:15 am</td>
<td></td>
<td>Break</td>
<td></td>
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<tr>
<td>10:15 pm-11:45 a.m.</td>
<td>1.5</td>
<td>1G Hot Topics for HUD Management and Occupancy Jenny DeSilva</td>
<td>2G Emerging Trends in Aging Services: Using Evidence to Achieve Excellence and Privacy and Security Risk Phil Hollis, Andrew Dossett, Renee Davis Allison</td>
<td>3G Communication is Key Karen Nichols</td>
<td>4G Yes is the Answer...What is the Question? A Fresh Direction in implementing person directed care Bill Lutz</td>
</tr>
<tr>
<td>11:45 am – 2:30 pm</td>
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<td>Lunch with Exhibitors</td>
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<tr>
<td>2:30 pm-4:00 p.m.</td>
<td>1.5</td>
<td>1H Resolution Secrets for ELI Income Discrepancies Jenny DeSilva</td>
<td>2H Emerging Trends in Aging Services: Using Evidence to Achieve Excellence and Privacy and Security Risk Phil Hollis, Andrew Dossett, Renee Davis Allison</td>
<td>3H Love Your Elder and Yourself – Three Simple Steps to Person Centered Care Karen Nichols</td>
<td>4H Three Simple Steps to Person Centered Care...Breakfast, Lunch, Dinner Bill Lutz</td>
</tr>
</tbody>
</table>

*Please note: participant is not required to follow a specific track*
SESSION DESCRIPTIONS

WEDNESDAY – APRIL 19, 2017

8:00 am – 9:30 a.m.

1A Bully – Not Just on the Playground Anymore (Resident-on-Resident)
This session, on Bullying, provides important, timely information on how to define and recognize bullying, identify its impact on health and well-being, and explores actions and interventions that can be implemented immediately in communities including environmental, education, organizational, and programmatic approaches and interventions.

Faculty: Ray Miller

2A “Hot Topics” in Labor/Employment
This session will cover “Hot Topics” in Labor/Employment Law

Faculty: E. Frederick Preis, Breazeale, Sachse & Wilson, LLP

3A Positive Physical Approach™ and Hand-under-Hand™
Teepa Snow Positive Approach™ to Care – This seminar is provided only by Teepa Snow Certified PAC Trainers and covers care approaches for the different types of dementia. Experiential Learning Cycle Techniques are employed with participative instruction directed at multiple learning styles. Attendees will learn communication, personal care and nutritional approaches that drastically increase quality of life for those in dementia care. This seminar is the most sought after resource in dementia care training today.

Faculty: John Graham

4A Overcoming Staffing Challenges to Meet Increasing Resident Acuity
Residents are expecting more from us than ever before. Medication management, care coordination, chronic disease management, outstanding customer service; the list goes on. But it is impossible to meet and exceed these expectations if you don't have the right people on your team. During this session we will discuss practical strategies to overcome today's staffing challenges, including recruiting and hiring best practices, staff training, and ongoing management.

Faculty: Josh Allen

10:00 am – 11:00 a.m

1B Keynote
"Tired To Inspire"
Denise B. Scott, DRIVE

11:00 am – 12:30 pm

Award Ceremony & Luncheon
Entertainment by the Victory Belles

12:30 pm – 2:00 pm

1C HUD Management Update
Her about LeadingAge's policy agenda for preservation, expansion and consistent integration of services in senior housing. Learn what is going on with HUD's FY17 and FY18 budgets. Discuss potential new directions in regulatory relief under a new administration, expected rules and regulations. Explore ways you can help educate elected officials about the importance within context of your community, and the people you serve.

Faculty: Colleen Bloom, LeadingAge

2C Secrets Your Employees Aren't Telling You
Ever wonder what your team members and residents are saying about your organization when you aren't around? It's not what you think! Benefit from the incredible feedback of thousands of employees and residents who have shared what goes right in their home, and what could go better. Guaranteed the same bright spots and downsides can be found in your organization and that they are impacting your customers' experience as well as your bottom line! Once you find out these secrets, learn the essential actions to address them and positively impact satisfaction, finances and clinical outcomes.

Faculty: Denise B Scott, DRIVE

3C Positive Physical Approach™ and Hand-under-Hand™ (cont'd)
Teepa Snow Positive Approach™ to Care – This seminar is provided only by Teepa Snow Certified PAC Trainers and covers care approaches for the different types of dementia. Experiential Learning Cycle Techniques are employed with participative instruction directed at multiple learning styles. Attendees will learn communication, personal care and nutritional approaches that drastically increase quality of life for those in dementia care. This seminar is the most sought after resource in dementia care training today.

Faculty: John Graham

4C Keeping the Care and the caring together - Transformation Change to Implement and Sustain Person Centered Care and Resident Care
We’ve learned lessons -- striving to ensure that person-centered-care and resident choice remain our “standards of excellence”. One of those lessons learned is everything -- RESIDENT, care, Staff, environment, leadership, community compliance -- is linked.

Using the HATCH™ model, we’ll discuss those links and apply principles impacting the journey from “institutional care” to “individualized care” -- a Culture of Care, Safety and Choice.

Faculty: Ray Miller
SESSION DESCRIPTIONS

WEDNESDAY – APRIL 19, 2017

2:15 pm – 3:45 p.m.

1D  Housing with Services Update
Hear the latest exciting findings in research on the benefits of services in housing, ways that specific interventions can bend the cost curve in health care, how partnerships can create significant improvements in the lives of residents, and discover ways other housing providers are seeking to advance research and service delivery to their senior population!
Faculty: Colleen Bloom, LeadingAge

2D  Secrets Your Employees Aren't Telling You-Repeat of 2C
Faculty: Denise B Scott, DRIVE

3D  Positive Physical Approach™and Hand-under-Hand™ (con’d)
Teepa Snow Positive Approach™ to Care – This seminar is provided only by Teepa Snow Certified PAC Trainers and covers care approaches for the different types of dementia. Experiential Learning Cycle Techniques are employed with participative instruction directed at multiple learning styles. Attendees will learn communication, personal care and nutritional approaches that drastically increase quality of life for those in dementia care. This seminar is the most sought after resource in dementia care training today.
Faculty: John Graham

4D  Bully – Not Just on the Playground Anymore (Resident-on-Resident) Repeat of Session 1A
Faculty: Ray Miller

4:00 pm – 5:30 p.m.

1E  Resident Council Discussion/Roundtable
Resident are the life-blood of our communities, but working with resident councils presents its own unique opportunities and challenges. This will be a facilitated round-table, so come prepared with questions and areas where you’d like feedback from others. Promises to be a lively discussion
Faculty: Colleen Bloom, LeadingAge

2E  Establishing the Balance Between Resident Choices and Increasing or Decreasing Risks
The risk of: falling, fall-related-injury, choking, elopement, being bullied, etc. It is not possible to prevent all harm from all risks and still allow “space” for PC/PD care and culture.
So how do you find the balance between the individual’s need for a safe environment, the institution’s tolerance of risk, the legal and ethical issues AND the individual’s quality of life and right to self-determination?
We’ll consider two fundamentally different risk paradigms – yesterday’s standard and today’s necessity.
The most significant difference is that yesterday’s was applied by institutions to institutions instead of by residents to themselves.
Faculty: Ray Miller

3E  Positive Physical Approach™and Hand-under-Hand™ (con’d)
Teepa Snow Positive Approach™ to Care – This seminar is provided only by Teepa Snow Certified PAC Trainers and covers care approaches for the different types of dementia. Experiential Learning Cycle Techniques are employed with participative instruction directed at multiple learning styles. Attendees will learn communication, personal care and nutritional approaches that drastically increase quality of life for those in dementia care. This seminar is the most sought after resource in dementia care training today.
Faculty: John Graham

4E  Disruptive Behaviors – The Rippling Effects
This session will educate the staff to the factors that may contribute to facility discord when caring of the aggressive resident. The impact of the aggressor on staffing, setting and service delivery can cause rippling effects throughout the entire facility. This can have an impact on the overall respect and trust by the loved one/responsible party opening the gateway to litigation to right a wrong.
Faculty: Gina M. D’Angelo
THURSDAY – APRIL 20, 2017

8:00 am – 8:30 a.m.

Business Meeting – Members Only
LeadingAge Gulf States – Dauphine
Louisiana Assisted Living Association - Fulton

8:30 am – 10:00 a.m.

1F Putting on Your Own Oxygen Mask: Managing Stress with Mindfulness and Other Brain Science Techniques
People serving older adults, whether directly through hands-on care or indirectly through administration, often give to the point of burnout. Airline attendants instruct us to put on our own oxygen masks so we have the capacity to care for others. The same is true on the ground: if we’re in this for the long haul, we need to take care of ourselves first! In this lively interactive session, you will learn what causes stress, its effects, and a variety of techniques you can take with you to prevent and manage stress. Mindfulness, a form of meditation that brings our full attention to the present moment, offers multiple physical and mental health benefits as documented in 35 years of academic medical research. Brain scans have shown that physiological changes result from regular practice, offering the potential for improved focus and memory. Drawing on modern neuropsychology, we will practice simple exercises that help us “rewire” our brains to bounce back from stress more easily.

Faculty: Laura Peters

2F Understanding Worker's Comp Issues and Concerns
Know Obligations of Employers and Employees to achieve a safe working environment. A safe and healthy workplace results in better care for residents.

Workers’ Compensation Insurance to many is a confusing and, at times, frustrating part of running an organization. What are your obligations to keep the workplace safe as well as assist truly injured workers return to their jobs. What do you do about workers who seem to know how to “work the system” without running into legal issues.

These issues and others will be addressed during this session.

Faculty: Gwen Zander and Fred Preis

3F Dementia from the Inside Out
What are the differences between Alzheimer's and Dementia? Take a look at healthy brains versus brains for people with dementia. Discuss how the changes in each specific area of the brain relate to the behaviors we see expressed.

Faculty: Karen Nichols

4F Yes is the Answer...What is the Question? A Fresh Direction in Implementing Person Directed Care
Leading by listening and supporting is key to the empowerment of front line staff.

We will discuss a specific line by line approach that produces opportunity or result management. We also will discuss several typical day to day scenarios, and transition from traditional “problem solving” to replace the outcome with opportunity or result management.

The focus of this seminar is to identify the correct path necessary in achieving person directed care....and always being able to say yes to our customers!

Faculty: Bill Lutz, Optimum Solutions

10:15 am – 11:45 am

1G Hot Topics for HUD Management and Occupancy Reviews (MOR)
For the new manager or the seasoned veteran, we’ll address the MOR review process and how it has changed. You'll learn what the reviewer will ask to review, how your score is determined, and HUD’s scheduling priorities. We’ll cover the most frequent leasing and occupancy findings, and highlight things to know to ensure you're in compliance with recent regulatory changes focused on VAWA, SSN requirements, and streamlined verification methods for fixed income sources. Leave with a renewed sense of confidence that you can earn the rating you seek!

Faculty: Jenny DeSilva

2G Emerging Trends in Aging Services: Using Evidence to Achieve Excellence
The aging services industry is experiencing changes and new risks which extend across the assisted living segment. As the industry undergoes these changes, it remains vulnerable to liability exposures. This presentation will address the current state of risk exposure for assisted living communities, including data analytics from CNA's ninth study on aging services professional liability claims. Risk factors impacting the frequency and severity of claims and risk drivers impacting the defensibility of claims will be discussed. The session will facilitate a better understanding of the risks associated with providing care for the aging population and provide options for proactive risk mitigation.

Privacy and Security Risk Implications for Aging Risk Managers
Information security has become a high-priority within an enterprise risk management program in the age of electronic health records and stringent privacy regulations. There is now a
10:15 am – 11:45 am

2G Emerging Trends in Aging Services: Using Evidence to Achieve Excellence (cont’d)

widespread concern about identity & property theft, social engineering and Medicare & insurance fraud as well as how it relates to loss of business income and liability issues. This program presents major hazards (e.g., breaches of Protected Health Information, hacking, texting, emailing, use of social media) faced by organizations and strategies to reduce the likelihood and minimize the impact of a data breach. Lastly we will clarify the difference between Information Privacy vs Information Security.

Faculty: Phillip Hollins, Andrew Dossett, Renee Davis Allison; CNA

3G Communication is Key

Understanding the changes to the brain that occur with someone with dementia, we will then discuss the best tips and tools for communication so that you are not finding yourself in conflict with the person you are caring for.

Faculty: Karen Nichols

3H Love Your Elder and Yourself

We will look at caregiving specifically and have an in-depth conversation about our 5 basic human needs that we need to be sure are being met as caregivers and that we are ensuring continue to be met for those living with dementia.

Faculty: Karen Nichols

4G Yes is the Answer…What is the Question? A Fresh Direction in Implementing Person Directed Care (continuation of 4F)

Faculty: Bill Lutz, Optimum Solutions

2:30 pm – 4:00 p.m.

1H Resolution Secrets for EIV Income Discrepancies

To accurately resolve discrepancies, you must be able to interpret the EIV Income Detail Report and the EIV Income Discrepancy Report. This session will teach participants what types of income EIV does and does not recognize. Next, we will explore the fundamentals of income discrepancies to uncover what triggers a discrepancy and how did EIV calculate the discrepancy amount? Learn to assess if the discrepancy is valid or not using a tried and true methodology. By the end of this interactive class, you will be able to confidently dissect and resolve income discrepancies with ease.

Faculty: Jenny DeSiva

2H Emerging Trends in Aging Services: Using Evidence to Achieve Excellence and Privacy and Security Risk Implications for Aging Risk Managers – Repeat of 2G

Faculty: Phillip Hollins, Andrew Dossett, Renee Davis Allison; CNA
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Fred.Preis@bswllp.com

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denise@cultureoutcomes.com

Zander, Gwen  
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Atlanta, GA  30339  
(770) 432-7428  
(770) 432-3728 fax  
Gxz752@earthlink.net
ACCREDITATION STATEMENT – Nurses (approval pending)

This activity has been submitted to South Central Accreditation Program for approval to award contact hours. South Central Accreditation Program is accredited as an approver of continuing nursing education by the American Nurses Credentialing Center’s Commission on Accreditation. For more information regarding contact hours, please call Karen Contrenchis, 504-442-0483.

ACCREDITATION STATEMENT – Nursing Facility/Home Administrators

This program has been approved by the State of Louisiana Board of Examiners of Nursing Facility Administrators for a total of 11.5 hours of continuing education units.

ACCREDITATION STATEMENT – SOCIAL WORKERS

This program has been submitted to the Alabama Board of Examiners of Social Work Examiners for continuing education credit for social workers through Tulane School of Social Work.

ACCREDITATION STATEMENT – ARCP Directors

This program has been approved for continuing education credit by the Louisiana Assisted Living Association and LeadingAge Gulf States Association for ARCP Directors to earn up to a maximum 11.5 CEUs for the full two-day conference.

Hotel Information

Hampton Inn & Suites Convention Center
1201 Convention Center Blvd.,
New Orleans, LA

The following special rates are applicable for (Tues-Fri.) April 17-April 20, 2017

SINGLE/DUOUBLE: $159.00 per room per night
SUITE: $209.00 per room per night

Reservations Advisory

The rates quoted are net and are subject to any city, state, country or federal taxes applicable at the time of room occupancy. Currently, the combined sales tax is 13% plus $1.00 per room per night occupancy.

Rates include a daily hot breakfast buffet, high-speed Wi-Fi access, 24-hour business center and fitness center.

Guest room reservations are to be made by the individual by calling 1-866-311-1200 toll free or 504-566-9990 and requesting the LeadingAge Gulf States/Louisiana Assisted Living Association 2017 (coded LAG) and the dates. Reservations can be made by online by visiting the following link: http://hamptoninn.hilton.com/en/hp/groups/personalized/M/MSYLAHX-LAG-20170417/index.jhtml. All reservations must be guaranteed with a major credit card & must be made no later than March 20, 2017. Any requests received after March 20, 2017 will be handled on a space availability basis only.

Check In and Check Out

Check in time is 3:00pm. Check out time is 11:00am. Every effort will be made to accommodate early arrivals and late departures. However, requests will be handled on an individual basis & will depend on the hotel’s current availability.

The baggage-handling fee is $4.00 for any incoming or outgoing packages. The following information must be on all packages to ensure proper delivery: First and last name, contact phone number, group name, date of arrival, attention property address and Sales Manager’s name.

Parking for hotel guests is available at a charge currently of $34.00 plus 12% tax per night per vehicle ($45 plus tax during special events designated by the Hotel) by Valet only (in and out access). Additional parking for local attendees will be offered at the rate of $15.00 per vehicle plus 12% sales per vehicle (no in and out access) during the hours of the event. Once the lots are full, the attendees will be referred to area parking options within walking distance of the Hotel. The Hotel is in no way affiliated with other off-site parking lots or assumes any liability for vehicles using those parking facilities. Above charges are subject to change.

Billing Arrangements

All room, tax & incidental charges will be the responsibility of each individual guest unless otherwise specified in writing at least 72 hours prior to arrival. No checks will be accepted upon check-in. If a check is to be used as a form of payment, then the check must be received 14 days prior to check-in date.
# Conference Rates

<table>
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<tr>
<th>Packages</th>
<th>Members Early Bird Pricing before 4/1/17</th>
<th>Members Full Pricing After 4/1/17</th>
<th>Non-Members</th>
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<tbody>
<tr>
<td>Premium Ticket</td>
<td>$350 per person</td>
<td>$450 per person</td>
<td>$550 per person</td>
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<tr>
<td>Includes Full Education Package, pass to Exhibit Hall area, Keynote: “Tired to Inspired”, Awards Luncheon, Lunch with Exhibitors, and All breakout education sessions. Must meet membership criteria through association leader.</td>
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<td>Additional Attendee at same community</td>
<td>$325 per person</td>
<td>$425 per person</td>
<td>$525 per person</td>
</tr>
<tr>
<td>Conference: Day 1: Ticket</td>
<td>$250 per person</td>
<td>$350 per person</td>
<td>$450 per person</td>
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<tr>
<td>Includes conference day of sessions and Exhibit Hall pass.</td>
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</tr>
<tr>
<td>Awards Luncheon is available at an additional fee – see below</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Board Member / Student : Ticket</td>
<td>$250 per person</td>
<td>$350 per person</td>
<td>Not Available</td>
</tr>
<tr>
<td>This special full conference rate is available for board members, employees of government agencies, and full-time students of accredited universities and colleges. Includes Full Education Package, Exhibit Hall, Keynote, Awards Luncheon to include (1) meal, Lunch with Exhibitors and all education breakout sessions.</td>
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<tr>
<td>Must meet prior approval criteria through association leaders.</td>
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<tr>
<td>Exhibiting Vendor (per person)</td>
<td>$500 per person</td>
<td>$600 per person</td>
<td>$1,000 per person</td>
</tr>
<tr>
<td>Available to industry partner and business partner member, already registered as an exhibitor at this conference (Open only to the Individuals listed and paid in your exhibiting booth registration). (1) Attendee ticket to attend the Annual Conference education sessions. Includes one seat to all Education sessions (Keynote &amp; breakout sessions)</td>
<td></td>
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</tr>
<tr>
<td>Non-Exhibiting Vendor (per person)</td>
<td>$825 per person</td>
<td>$925 per person</td>
<td>$1325 per person</td>
</tr>
<tr>
<td>Available to industry partner and business partner members, as well as individual staff of non-exhibiting firms who would like to attend the Annual Conference and Exposition. Includes: Attendee ticket to attend the Annual Conference education sessions. Includes one seat to all Education sessions (Keynote &amp; breakout sessions)</td>
<td></td>
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</tr>
<tr>
<td>Exhibit Hall Only (Providers Only)</td>
<td>$50 per person</td>
<td>$100 per person</td>
<td>$150 per person</td>
</tr>
<tr>
<td>Includes Exhibit Hall and Lunch with exhibitors. (Non-Exhibiting Vendors Excluded)</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>No keynote nor education session entry</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Awards Luncheon Ticket for (1)</td>
<td>$40 per person</td>
<td>$60 per person</td>
<td>Not Available</td>
</tr>
<tr>
<td>Includes Victory Belles Entertainment &amp; (1) Luncheon meal</td>
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<td></td>
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</tr>
<tr>
<td>AWARD ENTRY TICKET - (1) TABLE ENTRY - MOST SPIRITED TABLE &amp; Decor (10 seats)</td>
<td>$350 per table</td>
<td>$450 per table</td>
<td>Not Available</td>
</tr>
<tr>
<td>Includes Victory Belles Entertainment &amp; luncheon meal</td>
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</tr>
</tbody>
</table>
Registration Form

STEP 1
Registration Information

Organization ________________________________________

Registrant Name _____________________________________

ID Code ____________________________________________

Title ________________________________ ________________

Address ____________________________________________

City/State/Zip _______________________________________

Phone ______________________ Fax _____________________

E-mail _____________________________________________

License Number _____________________________________

STEP 2
Select Your Session and Events

Please indicate your selection with a check mark
☐ Keynote (10:00-11:00 a.m., Wednesday, April 19)
☐ Awards Luncheon (11:00-12:30 p.m., Wednesday, April 19)
☐ Annual Business Meeting (8:00-8:30 a.m., Thursday, April 20)

Members Only
☐ Lunch with Exhibitors (11:45-2:30 p.m., Thursday, April 20)

STEP 3
Calculating Your Registration Fees

<table>
<thead>
<tr>
<th></th>
<th>MEMBERS Before April 1</th>
<th>MEMBERS After April 1</th>
<th>Non-Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>Premium Pass</td>
<td>$350</td>
<td>$450</td>
<td>$550</td>
</tr>
<tr>
<td>Additional Attendees</td>
<td>$325</td>
<td>$425</td>
<td>$525</td>
</tr>
<tr>
<td>Full Education Pass</td>
<td>$325</td>
<td>$425</td>
<td>$525</td>
</tr>
<tr>
<td>Additional Attendees</td>
<td>$300</td>
<td>$400</td>
<td>$500</td>
</tr>
<tr>
<td>Trustee/ Student</td>
<td>$250</td>
<td>$350</td>
<td>N/A</td>
</tr>
<tr>
<td>1 day Conference Pass</td>
<td>$250</td>
<td>$350</td>
<td>N/A</td>
</tr>
<tr>
<td>Exhibiting Vendor</td>
<td>$500</td>
<td>$600</td>
<td>$1000</td>
</tr>
<tr>
<td>Non-Exhibiting Vendor</td>
<td>$825</td>
<td>$925</td>
<td>$1325</td>
</tr>
<tr>
<td>Exhibit Hall Only</td>
<td>$50</td>
<td>$75</td>
<td>$100</td>
</tr>
<tr>
<td>Awards Luncheon Ticket</td>
<td>$40</td>
<td>$60</td>
<td>N/A</td>
</tr>
<tr>
<td>Awards Luncheon Table</td>
<td>$350</td>
<td>$450</td>
<td>N/A</td>
</tr>
</tbody>
</table>

How to Register

1. **Mail** you registration form and payment payable to your association at:
   - LeadingAge Gulf States PO Box 1748 Marrero, LA 70073
   - Louisiana Assisted Living Association PO Box 10258 New Iberia, LA 70562

2. **Scan** and send your completed registration form to: Karen Contrenchis or Sharla Aloisio. See payment method #4.

3. **On-site registration** at the Conference Courtesy Desk, second floor of the Hampton Inn & Suites: (Must pay by check & regular rate applies to this option)
   - April 19, 7:30
   - April 20, 7:30

4. **Payment method:**
   - An invoice will be sent to the primary contact on this form, once your registration is complete and received by our office. Payments are submitted by mailed check or by CC payment to your invoice. Do not submit your credit card details to us.
     - Karen at 504-442-0483 or Sharla at 337-577-2024

Photography and Video

“Photographs and Video will be taken at LeadingAge Gulf States and Louisiana Assisted Living Association 2017 Annual Conference. By registering for this event, you agree to allow LeadingAge Gulf States and Louisiana Assisted Living Association to use your photo in any LeadingAge Gulf States and Louisiana Assisted Living Association related publication, promotion, or website.”
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