



This course is offered for .60 ASHA CEUs
(Advanced level, Professional area).

It is the Mission of Dysphagia Management Systems, LLC (DMS) to provide mobile swallowing evaluation and instrumentation services at the patient's bedside, including the use of the fiberoptic endoscopic evaluation of swallowing (FEES) according to the standards set forth by the American Speech, Language and Hearing Association. As Speech Pathologists that are experts in dysphagia management, it is our mission to utilize our evidence-based evaluation approach to establish medical necessity, document functional risk and make recommendations consistent with the patient's evolution through the continuum of patient care. With this highly specialized Dysphagia Systems Test (DST) protocol, the collaborative goal is to positively affect a reduction in repeat patient hospitalizations, cost of care, and potential to return to a higher level of health status, and lower level of required care.

Carol G. Winchester MS SLP CCC
President DMS LLC

Disclosure

Carol G Winchester, MS SLP CCC is the founder of Dysphagia Management Systems, LLC

Financial: Carol Winchester is compensated for presenting this course by GWG dba Dysphagia Management Systems, LLC.

Non-Financial: Carol Winchester is on the Board of Directors for DMS and receives no compensation as a member of the Board.

Faculty

Carol Winchester, MS, SLP, CCC

Carol Ghiglieri Winchester graduated from St Mary's Notre Dame in 1977 with a degree in Communications. Receiving her Master's in Speech and Hearing Sciences from Bradley University in 1979, Ms Winchester has specialized in Dysphagia Management for the past 30 years. Researching and developing the first Mobile Swallowing Instrumentation model, the Bedside Endoscopic Swallowing Test (BEST), the predecessor of DMS, specifically for the Long Term Care setting. Having now expanded that mobile service to Outpatient, Assisted Living, Independent Living, and Physician's Offices, Ms Winchester has performed more than 15,000 fiberoptic endoscopic evaluation of swallowing (FEES). Ms Winchester is currently employed by DMS, LLC as its President.



**Ghiglieri-Winchester Group dba
Dysphagia Management Systems, LLC**

Presents

**Advanced Business Development For
Mobile Fiberoptic Endoscopic
Evaluation of Swallowing (FEES)**

Carol G Winchester, MS SLP CCC

Online



Course Description

This six hour online seminar was designed to provide the the Dysphagia Clinician with the advanced knowledge of business processes that are mandatory for running a successful Mobile FEES venture.

Learning Objectives

Goals:

- The participant will learn to the components identify equipment necessary to be in a mobile FEES business.
- The participant will be able to differentiate between good business and bad business.
- The participant will be able to identify the business practices that can result in catastrophic business outcomes.
- The participant will be able to identify the steps in writing denials of service appeals.
- The participant will be able to take care of and repair equipment as necessary while determining normal wear and tear from abuse.

Agenda

0-15	Welcome/Introduction
16-45	Intro to Mobile FEES and the difference between stationary service and mobile service
46-75	Denials in all settings; SNF, AL, IL, Outpatient. How to guard against them
76-120	Writing Denial Appeals successfully and coordinating your documentation to support the appeal
121-150	Examples of a variety of patient denials, how they were appealed, and guarding against similar issues
151-180	Mistakes one can make when having your own business, from minimally intrusive to explosively destructive
181-210	Processes to put into place in order to avoid catastrophic mistakes in your business
211-240	Determining what you can afford in relation to your equipment and knowing when the bells and whistles are worth it
241-270	Examples and mistakes made with equipment purchases
271-300	How to budget and ROI on FEES equipment
301-330	Caring for your equipment – knowing the right processes and what is abuse versus normal wear and tear
331-360	How to get fair repair quotes and how to know when you are being taken advantage of versus being given a fair deal!

Course Cost

Content Disclosure:

This course is an advanced level look at denials and how to appeal them successfully with the information that FEES provides. It also includes a look at mistakes that one can make with their business and how destructive they can be to your business. Finally, this course examines how and where to begin when determining the equipment you may consider leasing or purchasing for your FEES business, how to care for it, and how to get it repaired at a fair price.