

This course is offered for .4 ASHA CEU
Intermediate 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 32 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

Business Metrics of A Mobile Fees Company
An Introduction To The Development Of Your Company
In Today's Healthcare Environment

Carol G Winchester, MS SLP CCC

Online and Live Course Cost \$900.00

Online and Live Course Plus Companion Guide \$950.00

Online and Live Course Plus Companion Guide Plus
Additional Mentoring and Discussion: \$1150.00

2024 Course End Dates*:

June 1, 2024 - 12 pm EST

July 13, 2024 - 12 pm EST

October 5, 2024 - 12 pm EST

November 16, 2024 - 12 pm EST

December 14, 2024 - 12 pm EST



ASHA CE
APPROVED PROVIDER

Ghiglieri-Winchester Group dba
Dysphagia Management
Systems, LLC

* Course End Date connotes the date by which the entirety of the Online Course Material must be completed. The 12 pm EST live zoom link for course materials review and Q & A for the end date selected will be provided with registration confirmation and course material distribution. Participants will be joining the live FEES Training course participants in Sarasota, Florida.



Course Description

This four hour online and live seminar was designed to expose the SLP to the complexities of providing FEES as a service, including lessons learned over the more than 32 years of practice throughout the USA.

Learning Objectives

Goals:

- The participant will learn the clinical issues that can put your business in legal and ethical jeopardy.
- The participant will be able to differentiate between business strategies that are sound and those that put you in a precarious legal or financial situation.
- The participant will be able to identify the business practices that can result in catastrophic business outcomes.
- The participant will be able to discuss the differences between the potential settings, and identify which setting are most likely to succeed

Online Course

Business Metrics for the FEES Entrepreneur: Run Time 180 min

0-15 Defining Your Services and Assessing the Risk
15-30 Sample Business Plan and P & P Considerations
30-45 Clinical Privileging and Insurance Considerations
45-60 Skilled Nursing Home Considerations and Risks
60-75 PDPM and How That Affects Your Business
75-80 Chart Review and Risk Predicting
80-95 The Five Systems of Dysphagia and What These Diagnoses Mean
95-105 Physician's Offices and the Particulars to Consider for your Practice
105-125 Establishing Medical Necessity in Out Patient Instrumentation
125-150 How does a Partnership Work with Examples that DMS has Used Successfully
150-175 Home Healthcare Consideration
175-180 Tying up the Presentation Summary

LIVE Course By ZOOM:

Course Summary and Review of Materials Run Time 60 min

0-15 Defining Your Services
15-30 Your Ultimate Goal
30-45 Areas of Service: How To Choose
45-60 Post Test and Companion Guide Materials

Course Cost:

Online and Live Course Cost \$900.00

Online and Live Course Plus Companion Guide \$950.00

Additional Non-ASHA CEU Credit Mentoring Can Be Set Up At The Time of Registration.

Content Disclosure:

This course is an advanced level look at the clinical issues that can put your business in legal jeopardy. It is important to know how to bullet-proof your service as best you can, while providing excellent and ethical dysphagia diagnostics. A look at business strategies, labor law, procedures to guide you away from law suits, and managing the process when you cannot avoid being involved, are discussed from a practical aspect. Developing a Policy and Procedure Manual is vital to any business that expects to have longevity. An in-depth discussion of how to begin, what to include, and how to manage this process in an ongoing way is presented.