2017 Justification Kit

We want to encourage you to review the materials in this kit to gain a greater understanding of the 2017 CMSA Annual Conference & Expo, June 26 - 30, 2017, in Austin, TX, and how to communicate the value it can provide when attempting to gain attendance approval from your manager, supervisor or chain of command.

CMSA has created simple steps to assist you in obtaining financial support to attend the conference. With expert advice and pre-conference justification documents, your manager or supervisor is sure to appreciate the investment made into your training and development as well as to your program’s success.

Below is some helpful information to explain why you should attend CMSA’s Annual Conference & Expo. The Justification Toolkit includes:

• Cost and Benefits Worksheet
• Cover Letter to Supervisor (or Decision-Maker)
• Infographics with Data

Be sure to highlight, that CMSA is one of the most the nationally recognized educational conferences for case management professionals. Point out that face-to-face interaction, networking and discussion amongst civilian and tri-service peers are highly valuable to your growth and development.

Remember: You should be ready to answer any question that your supervisor may have. After you provide all the necessary information to your supervisor, he/she will assess the information before making the decision. Your supervisor’s decision will likely depend on the information you provide and how well articulate, advocate and/or justify the benefits of attending the conference. Good luck!
## Cost & Benefits Worksheet

### Registration Fees:

<table>
<thead>
<tr>
<th>Registration Type</th>
<th>Early (by 3/31/17)</th>
<th>Standard (starts 4/1/17)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard Full Registration</td>
<td>$759</td>
<td>$879</td>
</tr>
<tr>
<td>Military Full Registration</td>
<td>$709</td>
<td>$829</td>
</tr>
<tr>
<td>Military &amp; Government Event (Monday 6/26/2017)</td>
<td>$100</td>
<td>$100</td>
</tr>
</tbody>
</table>

### Available Discounts:

- CMSA members will automatically receive $150 off registration
- Group registrations of 3 or more receive $100 off each registration
- Discounts can be combined!

The FULL registration fee includes:

- Meals:
  - Tuesday Lunch & Learn and Opening Night Celebration - Taste of Austin
  - Wednesday Lunch in the Exhibit Hall
  - Thursday Breakfast in the Exhibit Hall and Lunch Symposia

  *Note: there will be ancillary events on Wednesday night supported by sponsors. Some will provide food. Invitations will be sent by the sponsoring companies and must be accepted to participate in the ancillary events.*

- Access to Expo Hall, where cutting edge technology, information system, healthcare companies and other industry organizations are on full display
- Access to all Keynote Speakers, Concurrent Sessions, Poster Sessions, Breakfast Forums and Symposia Sessions
- Interactive sessions and facilitated networking events.
- DoD/VA educational track

### Suggested Per Diem for meals not included in registration fee:

- Breakfast - $13
- Lunch - $15
- Dinner - $26
- Incidental - $5
• Best Value CE Credits. Only $21.81 per hour vs industry average of $41 per hour*.
  o At no extra cost, case managers can earn up to:
    ▪ 34.80 Nursing
    ▪ 29.50 CCMC
    ▪ 28.50 CRCC
    ▪ 29.50 CDMS
    ▪ 29.55 CPHQ
    ▪ 23.00 NASW

*(See http://conference.cmsa.org/continuing-ed/ for details.)
*(CE’s pending approval from certifying bodies)

Accommodation Fees

A limited number of government rooms are available at each hotel. Government rates are available to full-time military and government members and/or employees with a valid military or government ID. All hotels will honor the prevailing federal government per diem rate for Austin as it is published for June 2017, which is currently $141. Availability based on the number of rooms allotted to CMSA. You must request CMSA’s Government Room Block. Military or government ID will be required at check-in.

HILTON AUSTIN – HEADQUARTER HOTEL
500 East 4th Street
Austin, TX  78701
Phone: (800) 445-8667
CMSA Group Rate:  $203

Government Block is currently full.

COURTYARD & RESIDENCE INN BY MARRIOTT AUSTIN DOWNTOWN CONVENTION CENTER
300 East 4th Street
Austin, TX  78701
Phone: (888) 627-7468
CMSA Group Rate:  $199

Government rooms currently available on Monday – Wednesday nights.
HYATT PLACE AUSTIN DOWNTOWN
211 East 3rd Street
Austin, TX  78701
Phone: (800) 323-7249
CMSA Group Rate:  $199
Government rooms currently available on Monday – Wednesday nights.

HAMPTON INN & SUITES AUSTIN DOWNTOWN
200 San Jacinto Blvd.
Austin, TX  78701
Phone: (512) 472-1500
CMSA Group Rate:  $199
Government rooms currently available Sunday – Thursday nights.

Book hotel rooms online at http://conference.cmsa.org/hotel-travel/

Transportation Discounts
(Discounts may not apply depending on circumstance.)

- Discount for Delta Airlines: Receive a 2-10% discount based on fare class. You may book your discounted ticket by calling (800) 328-1111 and providing the Meeting Event Code: NMP5L Book online at www.delta.com.

- Discount for United Airlines: Receive a 2-10% discount based on fare class. You may book your discounted ticket by calling (800) 426-1122 and providing the Promotion Offer Code: ZXEP691833. Book online at www.united.com.

- Discount for Avis: You may book your discounted rental car by calling (800) 331-1600 and providing the AWS Code: J095432. Book online at http://conference.cmsa.org/hotel-travel/.

My Conference Goals

- Contribute to my professional development as a case manager through education and discussion in areas such as patient safety, caseload management, veterans benefits, transitions of care and family engagement.
- Earn credit hours toward an industry certification or recertification program.
- Be a part of a group that is committed and dedicated in continued and lifelong professional development.
- Learn ways to reduce costs, increase efficiency, motivate and advocate for patients, and various innovative ideas to use in my daily job.
- Create a list of exhibiting contacts I plan to meet and explore new technologies and resources for use with our patients and clients.
- Attend CMSA’s Expo tradeshow, where I will be immersed in the industry’s most comprehensive marketplace for case management professionals.

Plan to Achieve Conference Goals and Demonstrate ROI:

To achieve these goals, I have identified the following list of sessions. Based on session descriptions and learning objectives, I believe these sessions will not only assist me in achieving my goals, but also allow me to build a professional network and bring new tools and techniques to apply in our organization.

View the conference education listing online. List all sessions you plan to attend as well as the session objectives and indicate how the session will benefit you and your organization. An example is below.

My Session List:

**Title:** Transforming the Course: Enhancing the Patient Care Team for Optimal Transitions in Care

**Abstract:** Patients and family caregivers need a care team that is on their side and is both for them and with them. To achieve that professionals and para-professionals—in partnership with the patient and family—must all be engaged, learning and working together regardless of care setting. It is this engagement and inclusive relationship that fosters the opportunity for significant improvement in the quality of care delivery and outcomes. Dr. Naylor will review the important process to support and sustain effective engagement of patients and family caregivers throughout transitions in health and health care.

**Learning Objectives:**

1. Illustrate the context for transitional care in the current healthcare system, and examine the basis for transitional care as an approach toward improving the quality of health care in the U.S.
2. Discuss the significance of findings/study results (health outcomes) from the evidence base.
3. Describe the essential role of the health care team in providing safe, effective transitional care.

**Anticipated ROI:** The presenter for this session is one of the country’s most well-respected thought leaders in enhancing the care and outcomes of chronically ill adults and their families.
The following portion from her respective bio provides insight into learnings from which all healthcare professionals can benefit.

**Presenter:** Mary D Naylor, PhD, FAAN, RN
Marian S. Ware Professor in Gerontology; Director of NewCourtland Center for Transitions and Health

Mary D. Naylor, Ph.D., RN, FAAN, is the Marian S. Ware Professor in Gerontology and Director of the NewCourtland Center for Transitions and Health at the University Of Pennsylvania School Of Nursing. Dr. Naylor is the architect of the Transitional Care Model (TCM), designed to positively impact the care and outcomes of chronically ill older adults who are navigating fragmented systems of care. In collaboration with a multidisciplinary team of clinical scholars and health services researchers, she has tested the TCM and translated the evidence generated within health systems and communities throughout the US and across the globe.

From teaching to research there are students from undergraduates to post-doctoral fellows that have had the opportunity to be mentored by Dr. Naylor and members of the NewCourtland Center for Transitions and Health, the research center which she directs. Additionally, she leads a seminar as part of the course of study for first year undergraduate students: The Nature of Nursing Practice (N101) and Situating the Practice of Nursing (N102). Dr. Naylor credits the perspectives of students with energizing the work and contributions of the NewCourtland Center in enhancing the care and outcomes of chronically ill adults and their family caregivers.
[date]

Dear [your supervisor's name]:

In order to provide [name of your facility] with the most current information on professional concepts, advances, educational tools and resources, evidence-based guidelines, performance measures, and standards of practice in health care case management, I would like to attend the 27th Annual Conference & Expo of the Case Management Society of America in Austin, TX June 26-30, 2017.

As the sole health care event designed to deliver clinical, professional, regulatory and personal growth for care management professionals, CMSA’s Conference & Expo offers continuing education from more than 8 certifying bodies through concurrent sessions, symposia, poster presentations, keynote sessions, and educational tracks on topics in transitions of care, health care reform, integrated care management, patient engagement and more.

In addition, this event provides opportunities to share best practices, discuss professional challenges, local chapter activities, and network with other healthcare case managers, both civilian, military and other related professionals.

The sessions that are of particular relevance for our work include:

[List the sessions that will provide the greatest benefit to your place of employment. The list of sessions appears in the conference brochure and is posted on http://www.conference.cmsa.org]

Handouts for all the sessions, including those I cannot attend, will be available online at http://www.conference.cmsa.org to all meeting registrants.

I’ll also be able to experience the latest state-of-the-art technology in health care products and services at the 200+ booths in the CMSA Expo Hall.

Costs

[List transportation costs, registration fee, cost of meals, and the price per night of the hotel room.]

CMSA’s 27th Annual Conference & Expo will allow me to discover new and emerging techniques in advancing care delivery, quality and coordination. I plan to pass on the
information that I have learned at the conference to other members of our [unit/team/department], and my notes will be available for reference following the conference.

Thank you for your consideration of my request.

Sincerely,
[your name]
CMSA 27th Annual Conference & Expo  |  June 26-30 2017  |  Austin, TX  |  www.cmsa.org/conference  |  @CMSANational  |  #CMSA2017
WHY YOU NEED TO BE PART OF CMSA’S 27TH ANNUAL CONFERENCE & EXPO

Invitational Ancillary Events

Networking Opportunities

Military & Government Events

Symposia

Concurrent Sessions

Kickoff Event
Taste of Austin
(Food Truck Style!)

Exciting Keynotes

Interesting Poster Sessions

VIP Enhancement

Fun Destination Activities

Conference App

Exciting Exhibit Hall

BUILDING CAMARADERIE AMONGST THE MOST ACTIVE AND ENGAGED CASE MANAGEMENT COMMUNITY!

COME SEE WHAT EVERYONE IS TALKING ABOUT, YOU DON’T WANT TO MISS THIS!