1. What do Providers need to be READY for "educated & informed" consumer?

How to create Providers who are

READY for educated consumers?

# Major Themes

Concrete plan to implement, step by step procedures

Training, education

Fully staffed, low turn over

Funding

Organization collaboration

Support from communityresidents, staff, administration, doctors, regulatory agencies

Motivation

Accreditation as a Culture Change facility

- They need a concrete plan on how to implement Culture Change in LTC facilities. Create ideas on the role of each staff person.
   Additional trainings for providers. Survey non-profits to solicit their input. More education from AAAs to smaller providers who cannot attend larger scale trainings.
- Culture Change is good for your business. Word of mouth-no matter a provider of what service will have a full answer without working at it. Fully staffed. Less staff turnover. Providers must be educated and informed first.
- Educate, provide a plan to actually implement. Form committees
  with staff and stakeholders. Create time line and set goals. Inservice specific to culture change.
- Education on Culture Change. Each needs an action plan to start or continue Culture Change. Work through with various organizations to make progress. Can organization combine to save membership costs and duplication?
- Funding of long term care.
- Education for direct care workers. Training for all staff, including
  direct care workers, on how to provide facility tours; be able to
  confidently answer consumer questions. More activities to promote
  Culture Change within the facility.
- This is an assumption that consumers are ready for change and that NH providers are educated and informed themselves about that change. Stop perpetuating negative stereotypes of nursing homes and playing the "blame game" just to appease caregiver guilty feelings about not caring for older adults themselves.
- Providers need to be educated and educate their staff. Leaders of providers need to commit to the Culture Change philosophy. Find out what consumers want.
- Motivation. Recognition of need to prepare; ability to communicate openly with the broader community.

- Support from Administrators and CEOs; get the residents input.
   Educate doctors and leaders concerning Culture Change. Educate consumers.
- Ask residents opinion-surveys. Follow thru and implement results.
- Additional education-all levels of staff. Accurate information on web sites (up to date). Southern part of the state needs more education.
- Educate ourselves. Knowing the questions to ask. Support.
   Education through web. What to provide to consumer approved by corporate.
- Providers need to be ready and willing to change (attitude, motivation, and education). To be ready to consider alternative financial picture. Support/incentives from regulators. To consider pilot programs in short term. Have employees (future employees) be consumers in the NH.
- Training; opportunities for discussions with peers. Education about consumer expectations and how to deliver it in a financially viable way. Know what providers want and what provider is not able to do. Help providers know how to educate consumers about their business.
- Provide an education and competency based status/award/certificate
  process for providers. Educate with modules of working session on
  how to and provide educated/working examples. Provide business
  case model, working assistance to providers to "sell" and give
  financial sellable item to board of directors. Get CEO and CFO out
  of the office to spend a day as a resident. Better understanding of
  top management.
- Educate providers with more conferences like today. CMS,
  Governor, ORS need to support with financial resources. Begin
  changes in manageable stages, example- change menu for residents
  and introduce more resident choice. Visit providers who have
  started Culture Change and choose ideas practical for you home to
  begin with a modest financial investment.

• Staff education with organizational charts.

- Education of LTC facilities by GA HC association governing body.
   Should know where we are going before regulatory bodies tell us vision should be shared.
- Standardized education to be provided by agencies such as Council on Aging, Culture Change GA. Start with leadership.
- What is turnover rate of staff? What are employee satisfaction survey results? What information can be provided for state survey? Consumer orientations.
- Required to attend classes for training. Accreditation as a Culture Change facility.
- Additional training, information and education. Incentives (\$) for culture change implementation. Work force assistance for training and retaining staff.
- We need to have more educational opportunities and the medical community needs to be educated about culture change. CMS and regulatory agencies need to more involved in Culture Change and need to work with facilities rather than just go in and write F-tags.
- Providers need to be educated about Culture Change, including raising awareness of existing resources on websites and DVDs.
   Community awareness. Provide examples for providers so they can see how to do is in steps. Culture Change network needs to target administrators.
- Educate ourselves for Culture Change-each CCRC environment.
- This training. Increased pay for staff, increased benefits and support for staff. Autonomy at the local level; people at the facility know the patients and setting, give them more facility level autonomy rather than regional, state or federal control. MDs don't know about levels of care (SNF, ALS). Community education rather than from the corporation. Education is knee jerk when a problem happens, rather than preventative or having nurses

support change?

What's in it for me?

	throughout the community getting together to problem solve.
	Athens
2. What concerns or questions need to be addressed?  Major Themes	How do we implement Culture Change in local facilities? How do we be creative and work around financial limitations? How do we include more corporate responses and understanding to the need for Culture Change?
How do we implement?  How do we fund?	Choices for residents/consumer-food, room decoration, wake- up/sleep time, personal items, bath preferences, change language. Resident safety.
Will regulatory agencies be on board?	<ul> <li>Are we going to all be on the same page with Culture Change?</li> <li>Regulatory agencies and facilities? How many facilities are going to be up and operating under Culture Change?</li> </ul>
How do we address	Encourage small changes to nursing homes. Pass and fund levels of care for personal care homes.
risks/liability?	• If it is a nursing homethe corporation needs to "buy in" and just not look at it as a "profit line".
How do we get support from all partners?	Physical plant of the building to accommodate Culture Change environment. Federal and state funding to increase number of direct care workers in the facility; staffing adequacy. Staff
How can we pass and fund	accepting the change.
LOC for PCHs?	Information dissemination, consistency and accuracy of that
	information and the "nuts and bold" of making Culture Change.
Where does HIPAA fit in?	How will it be funded? How far are providers willing to go to change the culture?
What are staffing specifics?	Definition of Culture Change. Use a more specific word.
	Where do HIPPA rules fit in to culture changes? What changes to
What research is available to	staffing need to occur?
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Staff development; education. Address each person's concern.

The types of population in a facility and what type of care their

Am I going to lose money? What data is available to support

loved ones need. Staffing. Residents' rights and choices.

- change, best practices- staff, and satisfaction ratings? What's in it for us?
- Ask consumer specifically what they're looking for and what their needs are; provider has to probe for information to educate consumer and provider. What info are consumers getting and where is it coming from and is it accurate? What funding source will pay for which aspects of quality LTC? How do we address risk and liability issues while becoming less institutional?
- Clear understanding of how to put process changes in place. As a
  family member/consumer-what can I contribute or bring to the
  provider to be motivated or help in process. Biggest concern is that
  legislators/ CMS (left hand) is in synch with rules/regulatory
  requirements of life safety, state code and complement each other to
  allow process to work. Shut down bad NHs.
- How the surveyors will adjust/react to changes. Residents and families may not be happy with changes. Something needs to be done about highly regulated field. Agencies are worried about paying high fines when they try some of the changes. Education for nursing students regarding geriatric care/nursing home care is lacking.
- Show me the money.

- How are LTC facilities going to learn about Culture Change? They are afraid to make changes due to fear of citations.
- Finance
- Safety and security, privacy, personal care, nutrition, choice.
- Funding to make these changes. Who will go in and show the staff how to implement the changes?
- High turnover and low wages. Turf guarding, politics, powerful
   NH ownership and lobbyists that resist culture change.
- How do we get everyone involved, including physicians, therapists?

	Where does the money come from?
	Awareness for everyone.
	• The cost of implementing staff.
3. What do regulatory	Athens
agencies and legislators	More education and outreach by AAAs on what services are out
need to do?	there to legislators. Educate elected officials on preparing for Culture Change.
Major Themes	Department of Aging-be free standing agency. Focused
Education	people/agency-saves money by being prepared. More aging than
	children. Legislations must be mandated for person centered
A state Department of Aging	services. Education on what are regulations now. "Put teeth in it".
	Accommodate the need for Culture Change. Support facilities that
Funding	change (also financially). Offer more free trainings.
	Needs to be regulatory and financial incentives to make changes.
Support change	Offer grants or low interest loans to nursing homes that want to
	make changes.
Regulation changes	Learn how to work together. Change the staffing requirements
	from 2.5 hours of care per resident to X number of residents per
Change staffing requirements	staff/CNA.
	• For legislators-need to observe/visit a facility and know what it is
Observe/understand SNF	like to live in a nursing home; to be an advocate of Culture Change
living	and lobby for increase funding so providers can afford the adequate
	staff. For regulatory agencies-to re-evaluate and modify regulations
Listen to the community	to consider the efforts of providers to implement Culture Change.
	Allow more flexibility in the implementation of Culture Change per
Take politics out	facility and less rigidity in state and federal regulations.
	Regulatory agencies need to change and embrace Culture Change
Public information on SNFs	philosophy. Regulatory agencies would need to work with
	providers to encourage Culture Change. Legislators need to help
Need to stay overnight in a	with funding.
SNF	• Enable a freer marketplace for innovation (make it more market-

- driven) and let consumers have information to make decisions on providers.
- Modify regulation in LTC facilities with regulatory agencies.
   Legislators need to push to implement changes to allow for Culture Change.
- More supportive of trying new changes (open minded). Allow for more innovation. Provide more financial support for pilot program and current programs.
- Be clear on how they will survey under this new movement.
   Update cost report.
- Monetary fines used for facilities moving toward Culture Change.
   Increase staffing requirements for nursing.
- Get on board. Foster social change ideas. Provide incentives, champion. Be flexible.
- Be creative in their way of thinking and identify way to tweak
  regulation to meet consumers needs/wants. Become informed
  about Culture Change. Listen to consumers, providers and
  advocates about needs to change. Back off and let competition for
  better, friendlier LTC drive the process. Allocate sufficient funding
  to provide for care that fosters independence, self direction and
  community integration and encourage private savings for long term
  care.
- Walk the talk. Provide tax incentives or funds, etc. for older facilities to pay for physical change needed. CMS can identify problem, but can't offer help. Keep attitudes of education and consultation with new QIs/survey process and stop finger pointing.
- Both need to be educated on Culture Change and be given information on how to consider changes without fining facility.
   Offer training opportunities to facility staff at state's expense. Need to be involved in work group sessions and know what the consumer needs and wants.
- Lobby, lobby, lobby.

# Valdosta

- Regulatory agencies should be giving facilities info on how far this
  can go with regulations; communicate more, not just follow survey
  items;-be less objective and more helpful.
- Allocate funds. Education.
- Apply culture change to state rules and laws.
- Setting time limits.
- Eliminate regulations not conducive to culture change. New facilities are built around culture change aspects. Take politics outconflict of interest. Provide public information about NH ratings to culture change issues.
- Regulatory agencies need to clarify our regulations and you get one
  F-tag, they do not need to write five more for the same
  thing/occurrence. Funds need to be re-allocated to facilities that are
  embracing Culture Change. Money that is generated by the NH
  should be reimbursed to the NH, not the corporation.
- Listen. Need to see the situation first hand. Walk the walk. Live there two days over the weekend to see the care.
- Provide more funding.
- Regulation bodies need to be more consistent. At the Georgia level, regulations often contradict each other. Regulations oppose each other. Answer the phone Aging Regulatory agencies-it is almost impossible to get through. Be more available to their consumers. Be more user friendly. Information hotlines on aging services-user friendly for older or less skilled consumers. Law makers need to be educated. Law makers need to stay in a nursing home.
- 4. What plans does Georgia need to put in place to change the culture of long-term care and make culture change "THE NORM"?

- Georgia can mandate and make it a requirement to implement
- Culture Change in annual increments. More technical attention (internet postings) of facilities that have Culture Change or no

Major	<b>Themes</b>

Mandate change

Step by step instructions for changes

Highlight Culture Change facilities

Education

Public services announcements

Funding

Collaboration among SNFs

Provide support

Less tolerance of noncompliant facilities

Certification process of Culture Change facilities Culture Change.

- Involve key organizations for the Norm to be developed-uniformity.

  All settings-change the cultural norms.
- Give guidelines as to what is considered the norm. Educate all caregivers.
- Major awareness campaign. Public service announcements.
- It needs to be a grass roots initiative. Put the message at every grass roots level. Put the message in the everyday lives of citizens...churches, banks, schools, colleges, rotary clubs, etc. Put it in the utility bills.
- Make it a regulation, but state funding also needs to support this regulation.
- Mandate changes at the legislative level or be able to provide financial neutrality of making Culture Change the norm.
- Would have to influence the corporate people of providers.
   Legislator should stipulate NH reimbursements/funding should be used to support Culture Change.
- Needs to be a priority in LTC. LTC facilities to work together.
- Incentives for changing (sustaining) Culture Change. More resources available for all settings to provide a support network.
- Push a monetary gain of payment rate increase for those participating in not only quality initiatives, put also Culture Change add-ons on cost report, etc.
- Training above funding. Increase advertisement.
- Get on board. Make change acceptable. Pilot training. Get data/do and have research to support.
- Less tolerant of non-compliant facilities. Survey process need to measure education and knowledge of admin/CEO/chain organization of Culture Change and demonstrate evidence of strategic planning and process change to reflect implementation.
- Education, training programs, workshops. More education and geriatric cases in nursing/medical schools. Look at reimbursement

for care provided by facilities and physicians. Consumer education can help push change by providers and regulatory agencies and legislators.

• Multiple generational care giving education.

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- Ombudsman could do special advocacy and educate public and providers. Educate consumers about what facility life should be like-"Platinum Channel" on TV to educate seniors.
- Begin making gradual changes under state rules and laws.
   Financial assistance to help make conformity a reality.
- Possible CMS enforcement.
- Educate and motivate baby boomers and mental health providers to understand culture changes. Co-AGE issue priority-culture change.
- They need to make physicians receive education on Culture Change (make it mandatory).
- Culture Change certified designation for facilities.
- Already in progress with new survey process and MDs.
- Education of MDs, lawmakers. Provide education to less educated consumers on the movement.
- 5. How should an educated consumer "introduce" culture change to a Provider who does not know that "IT" is?

# Major Themes

Have resources available

Educate on rights of the resident, process involved in

- Distribute Pioneer Network materials i.e. checklist and flyers/brochures.
- Have resources available, mentor program.
- Educate them that what we as providers want is not the norm. Take them back to what is normal for them.
- I plan to send copies of today's material to my Dad's nursing home.

  As and demand these questions.
- Start the discussion.
- As a consumer, I will simply state to the provider what my expectations are.

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Put them in the position of the consumer

Provide examples

Start family council

Slowly

- Educate consumers about their rights as a resident of a NH and support the enforcement of those rights.
- Present Culture Change in a positive way. Specifically ask for what they want (specific suggestions such as "I want to bath when".
- Introduce the provider to other facilities that are in the Culture Change process. Discuss culture desires of the family member with provider staff.
- Visit other facilities that are doing Culture Change (family members, videos). Ask questions.
- Be upfront with your expectations on the initial tour.
- Checklist. Pioneer Network information.
- Present the 16 questions. Put themselves in the place of the consumer. We will all become consumers.
- Take materials and resources to facility, have discussion about it.
   Might leave feeling very discouraged, depending on response. Start family council and educate other families to start the discussion.
- Flyer. Tell about website and webinars. Encourage information be placed in newsletters, blogs, face book.
- "You're outdated; you need to get in real time."

- Share information and literature with the providers-face to face.
   Share at Georgia Associations; work through family council associations.
- Attend culture change symposium on behalf of the providers.
   Continual education of culture change.
- Take the list of key questions that consumers will be asking.
   Advise them to contact Pioneer Network in Culture Change.
- Giving information, web-site, history and current movement.
   Satisfaction surveys. Public postings and ratings.
- Direct them to web sites, Pioneer Network and encourage them to go to training workshops on Culture Change.

# Culture Change Survey Results- September 8, 2010 Athens, GA September 10, 2010 Valdosta, GA

Ask the questions provided to us today, bring brochures about it, share web sites and other resources. Share their resources-websites, pamphlets, in-services, symposium. Slowly, a little at a time, gently, respectfully. Be prepared with examples, experiences, success stories and references. Provide information about how it can be done in their area. What do Consumers need **Athens** to become educated and More literature and educational sessions. informed? Know the choices, vested interest, and communities offer educational resource programs; acknowledge community wide Major Themes those providers who provide culture change environments. Take Training and research the scary out of it. Refer consumers to online resources or facilities. Offer them to ask Public awareness campaign specific question on how facilities are implementing Culture Change. Visit facilities Public awareness, traveling road trip and educate consumers. Ask the right questions. Research. Information sheet with Reality show about SNF living checklist. Take advantage of seminars like this. Educate families about Community wide education Culture Change. Info resources Online resources Websites that introduce Culture Change. Visit facilities that have this implemented. Attend all care planning, TV show. Public Service Announcement. family council meetings Community education with accurate and current information. Advertisement, brochures, Culture Change network of Georgia, professional organizations. • Get involved. Become motivated. Care. Information. Opportunity to have a voice. More media and documentary programming i.e. - reality shows,

documentaries, computer games.

- Flyers. Promote the website and webinars. Invite speaker from network to speak to their clubs, organizations and churches.
   Encourage sharing information in their newsletters.
- Starting with admission-education, education, education.

### Valdosta

- All types of media. Face to face church groups, Senior Centers,
   Ladies groups, Red Hats, Gray Hats, Hard Hats
- Online resources. Local marketing done by organizations to understand how they embrace consumers. Visit nursing homes in person. Get involved in community to better understand needs.
- Include literature about culture change in the Medicare literature.
   Public Service Announcements. Media input.
- Make this a part of AAA/ADRC I&A outreach. Ombudsman talk with NH consumers.
- Our state Ombudsmen and Health Department need to have community education on Culture Change and the need for more.
- TV show-reality show in LTC facility. Get Oprah involved.
   "Make yourself at home". LTC facility "Extreme make-over".
- They need to attend pre-admission conferences, care plan conferences, family council and research for themselves.
- Read, read, read. People and nurses don't want to talk about working with older adults. They don't want to read or train about working with older adults.

## 7. Other

- A positive message and choice-does the consumer want to live in a nursing home or at home with home and community based services.
   Our group believes that changing the language is so very important and free.
- Thank you for this training today.

# Culture Change Survey Results- September 8, 2010 Athens, GA September 10, 2010 Valdosta, GA

- We're democracy-not socialism, so if we highly value individualism we will continue to show each other as consumers to protect ourselves from the psychological issues we are not prepared to confront regarding aging and our own mortality.
- You need to fund more conferences like this.

- Speakers bureau
- State regulatory agencies need to work with facilities to bring about
- Culture Change, answering questions when asked, and be less critical and more partnered.
- Private rooms should be an option for Medicaid waiver and subsidized plans. Not just reimbursement for semi-private. We need out best and brightest RNs. In skilled nursing-increase pay, stipends and support.