

HOME101

Understanding and Developing Home Care Budgets



Do you want a better understanding of the key drivers of profitability in the home care sector?

This program has been designed to enhance the financial skills and acumen of staff involved in the Home Care budget process and combines practical financial management with the key elements of running a home community care business. With a focus on the CDC financial model and the financial impacts of deregulation, HOME101 empowers managers to take control of their budget and drive profitability.

Seminar Overview

- Understanding the Home Care business model
- Key influencing factors of the Home Care business model
- The revenue cycle and establishing program parameters, including occupancy targets
- The importance of a care plan and the impact on the Consumer Directed Care (CDC) budget
- Impact of Consumer Directed Care decisions on the business model
- Understanding individualised program costings, including administration fees and care management fees
- Understanding staff costs
- Rostering principles
- Setting administration costs
- Understanding income tested fees and their impact on the budget
- Strategies to expand the Home Care business, including the pros and cons of providing incentives and discounts
- Managing third party contractors
- Managing WHS in the Home Care operating environment
- Pros and cons of waiving basic daily fees
- Managing consumer expectations and assisting them to understand and manage their budgets

Suggested Participants

- Care Managers
- Case Managers
- Admissions and Placement Officers
- Finance Staff
- Administration Staff
- Area Managers
- Regional Managers
- Board Members
- Executive Team Members
- Internal and External Auditors

Cost

Webinar

\$299 + GST each

Face-to-Face Inhouse Sessions available upon request

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