

Medi-Sota, Inc.

Education Program Overview

Jennifer Johnson BSN, RN, PHN



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Mission Statement

- *"An alliance of rural health care organizations working together to effectively provide value to members and strengthen the delivery of health care in the Medi-Sota service area."*

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The Team

- Deb Ranallo, Director
- Jennifer Gearman, Executive Assistant
- Pamela Lehmann, Recruiter
- Jennifer Johnson RN, Education Coordinator
- Officers:
 - President: Brad Burris, CEO, Pipestone County Medical Center
 - Vice President: Todd Sandberg, CEO, Riverwood Healthcare Center, Aitkin
 - Treasurer: Erik Bjerke, CEO, Madison Healthcare Services
 - Secretary: Nathan Blad, CEO, Olivia Hospital & Clinic, Olivia

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Organizational Structure

- Medi-Sota is a 501 c3 non-profit healthcare organization.
- The membership includes the board chair, chief of staff and administrator/CEO of each facility.
- The CEO's act as the Board of Directors and meet approximately 6 times a year.
- The Nursing Administrators meet quarterly.

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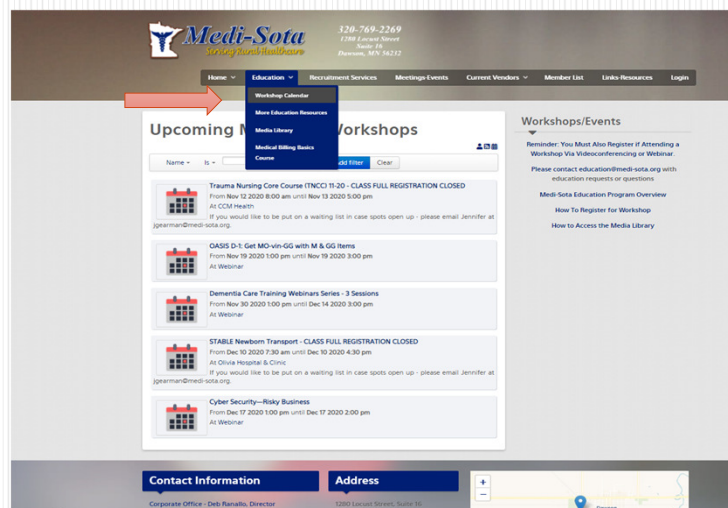
Education Opportunities

- On-site Trainings (Workshops)
- Webinars
- On-Demand Media Library
- Networking Meetings

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How do I find out upcoming workshops?

www.medi-sota.org



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Upcoming Medi-Sota Workshops

The screenshot shows the Medi-Sota website with the following details:

- Header:** Medi-Sota logo, phone number 320-769-2269, address 1280 Locust Street Suite 16, Duluth, MN 55812.
- Navigation:** Home, Education, Recruitment Services, Meetings-Events, Current Vendors, Member List, Links-Resources, Login.
- Main Content:**
 - Upcoming Medi-Sota Workshops:** A list of workshops with filters (Name, Is) and buttons (Add filter, Clear).
 - Trauma Nursing Core Course (TNCC) 11-20 - CLASS FULL REGISTRATION CLOSED:** From Nov 12 2020 8:00 am until Nov 13 2020 5:00 pm. At CCM Health. If you would like to be put on a waiting list in case spots open up - please email Jennifer at jjeanman@medi-sota.org.
 - OASIS D-1: Get MO-vin-GG with M & GG Items:** From Nov 19 2020 1:00 pm until Nov 19 2020 3:00 pm. At Webinar.
 - Dementia Care Training Webinars Series - 3 Sessions:** From Nov 30 2020 1:00 pm until Dec 14 2020 3:00 pm. At Webinar.
 - STABLE Newborn Transport - CLASS FULL REGISTRATION CLOSED:** From Dec 10 2020 7:30 am until Dec 10 2020 4:30 pm. At Olivia Hospital & Clinic. If you would like to be put on a waiting list in case spots open up - please email Jennifer at jjeanman@medi-sota.org.
 - Workshops/Events:**
 - Reminder: You Must Also Register if Attending a Workshop Via Videoconferencing or Webinar.
 - Please contact education@medi-sota.org with education requests or questions.
 - Medi-Sota Education Program Overview
 - How To Register for Workshop
 - How to Access the Media Library

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How do I register for a workshop?

The screenshot shows the registration process for the OASIS D-1 workshop. Red arrows point to the 'OASIS D-1: Get MO-vin-GG with M & GG Items' workshop and the 'Files' section at the bottom.

OASIS D-1: Get MO-vin-GG with M & GG Items

From Nov 19 2020 1:00 pm until Nov 19 2020 3:00 pm
At Webinar

Home care agencies have been using OASIS D-1 since January 1st, 2020, but many questions still are being asked about the M and GG items. It's imperative that our staff is accurately coding all of the items as we are being compared to all of the past agency case settings. Items how to code these items accurately using the guidance and the Q and A's that have come out on a quarterly basis. A quick review of the PQGM model will also be included.

Objectives:

- Learn how to accurately code GG and M items using guidance and Q and A's.
- Link to Q & A's: [CMS OASIS to OASIS 2020 OASIS to OASIS 2020 Final 2020.pdf](#)
- Be able to differentiate why the codes may not always match with the GG and M items.
- Review of PQGM payment model.

Who Should Attend: Home Care RN's, PT's, OT's, SLP's, QA staff, management staff

Presenter: Nancy Bueh, RN, PT, CDS-C, Owner and consultant, B&B Home Care Consulting

Certifying Education: Clock Hours: 2 CEUs: 2 Contact Hours: 2.0

This workshop is designed to meet the continuing education requirements for the MN Board of Nursing. It is the responsibility of the nurse to determine whether these activities meet the current criteria for continuing education.

This session will be held via webinar. Registrants will receive connection information at least 3 days prior to the event.

Registrations must be made no later than for business days prior to the course. The fee should not be charged or cancellation fee made no later than 10 business days that details will be given for all those requesting to cancel. Registrations to cancellations are accepted online.

Files

- Brochure - OASIS 11-19-20

Select the workshop you wish to attend under education.

- Click on register.

Event options are listed under registration.

- Invite others
- Print details
- Save to Outlook calendar

The workshop brochure is available for viewing at the bottom of the page.

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Registration continued

Medi-Sota Event Registration

Name (First) [] (Last) []

Address (Street) []

City (City) []

State (State) []

Zip Code (Zip) []

Work Phone (Phone) []

Home Phone (Phone) []

Email (Email) []

Employing Facility (Facility) []

Choose One Only if Remote Access is Available: ☐ On Site ☐ Remote Site

If more than 1 person is attending the workshop, Please enter the other attendees' names and email in the Comments section below.

Comments []

Are you a member of Medi-Sota, Inc.? ☒ Yes ☐ No

- Fill in the form with the information for the person who plans to attend the workshop. It is important that if you are filling out the form for **someone else**, please use the registrant's email address so they receive the confirmation information as well as other details/handouts for the workshop.
- Choose on site or remote (webinar)
- If more than 1 person is registering for the class, please include that information in the Comments box.

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Registration continued

Are you a member of Medi-Sota, Inc.? ☒ Yes ☐ No

Indicate How Many You Are Registering: Medi-Sota Member - Free

Total \$0.00
This is for Medi-Sota members

Payment: ☒ PayPal ☐ Mail Invoice/Payment

Online Payments Are Available Through PayPal
The amount shown on this can be paid online through PayPal with a Debit or Credit Card. If you need an invoice sent to you for payment, please indicate Mail Invoice/Payment as your option.
Please send any payment questions to Jennifer Johnson at jennifer@medisota.org or at 763-769-2269

Please indicate here if an invoice is needed and who it should be addressed to: []

FT: Denotes a required field

Contact Information
Corporate Office - Debi Randall, Director
Recruiter - Pamela G. Lehmann
Education - Jennifer Johnson

Address
1280 Lincoln Street, Suite 101
Davenport, MN 56002
(507) 769-2269

- **Tickets**-Identify the number of people registering for the workshop, 1 ticket per person.
- **Add ticket**-This will show the amount owed (if any).
- **Payment**-PayPal or Mail Invoice for workshop. Please indicate in the comment box who needs to be invoiced.
- **SUBMIT**-the registered email address will receive a confirmation email for the workshop.

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Medi-Sota's 2020 Workshops

- TNCC
- S.T.A.B.L.E
- Cardiac Rhythm Interpretation
- Leadership for Leads Series
- Cyber-Security
- Dementia Training Series
- Oasis D
- Fundraising
- Safety & Awareness Training
- Eliminating Negativity and Creating an Effective & Healthy Workplace
- Proactively Managing Serious Safety Events
- Recruiting for Retention Hierarchy: Strategically Market Using Candidate Motivations Event
- Understanding Challenging Resident Behavior
- Dementia Training; a 3-part series

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Video Library Login

Medi-Sota
320-769-2269
1280 Locust Street
Suite 10
Dewson, MN 56212

Home Education Recruitment Services Meetings-Events Current Vendors Member List Links-Resources **Login**

Username *

Password *

Remember me ☐

Login

If you have username or password questions, please contact [Jennifer Gearman](#).

Contact Information

Corporate Office - Deb Banalis, Director
Recruiter - Pamela G. Lehmann
Education - Jennifer Johnson

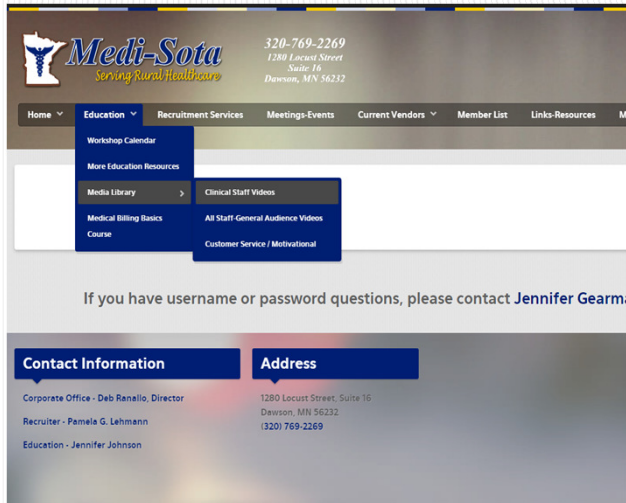
Address

1280 Locust Street, Suite 10
Dewson, MN 56212
(320) 769-2269

For login, passwords and questions on viewing media library videos or requesting VHS videos from Medi-Sota please contact Jennifer Gearman at jgearman@medi-sota.org or 320-769-2269

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Video Library

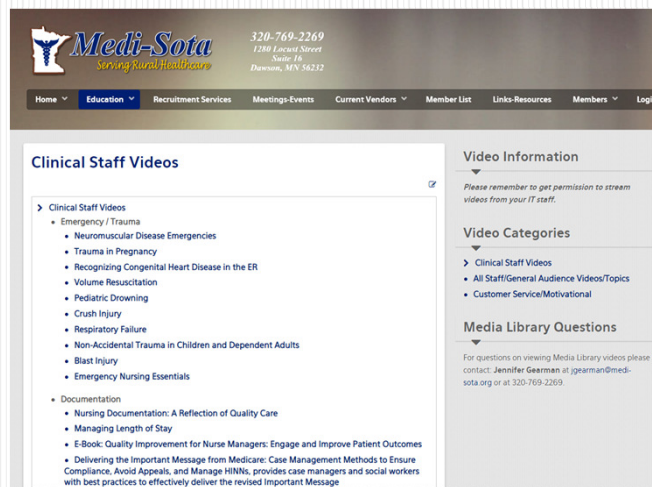


Educational Videos for:

- Professional Staff
- General Audience
- Customer Service
- Motivational Videos
- All staff

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Video Library-Professional Staff



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Professional Staff Video Library continued

- Clinical Care
 - Interdisciplinary Rounding: A Crucial Approach to Improve Patient Outcomes - Webinar 6-4-2015
 - Pain Management (Assess, Document, & Treat)
 - Prevent Tubing Misconnections: Six Steps to Keep Patients Safe
 - Chest Pain & Dyspnea: Differentiating Cardiac from Non-Cardiac Causes
 - Caring for the Stoma: Caring for the Patient
 - Evidence-Based Pressure Ulcer Management
- Gerontology
 - Teepa Snow: Positive Approach to Brain Change (3 Videos)
 - The Art of Caregiving
 - Filling the Day with Meaning
 - It's All In Your Approach
 - Teepa Snow: Seeing It From the Other Side (4 Videos)
 - Caregiver Stress & Dementia Coping Strategies
 - The Condition of Dementia
 - Becoming Dementia Knowledgeable
 - Managing the Challenges of Early Stage Dementia
 - More Teepa Snow Videos
 - Dementia Care Provision: Reducing Risk by Changing Care Strategies
 - PAC Skills Make the Difference
 - Mouth Care Without a Battle
 - Assessing Nutrition in Older Adults
 - Some Memories Fade...Others Keep Returning
 - CNA Training-Infection Control & Bloodborne Pathogens
- Home Health
 - Bloodborne Pathogens: Protecting Yourself & Others in Homecare - Beacon Health
 - Ethics & Liability for the Home Health Team
 - Homebound Status: The Core of Medicare Coverage
 - Transdisciplinary Competency Skills for OASIS - Helping providers improve OASIS Assessment
 - A Guide to Being a Companion Homemaker: Safety & Housekeeping
 - A Guide to Being a Companion Homemaker: Roles & Responsibilities
- Physical Assessments
 - Performing Respiratory Assessment
 - Performing Cardiac Assessment
 - Performing Head-to-Toe Assessment
 - Assessing Nutrition in Older Adults
- Therapy
 - Cognitive Rehabilitation - Therapy...Therapy...Therapy!
 - TULIPS for Better Parkinson's Care
- Pharmacology
 - Medication Error Prevention: 6 Steps to Improving Patient Safety
 - Prescriptions and Medical Marijuana in the Workplace Webinar
- Infection Control
 - Break the Chain: Your Role in Preventing the Spread of Infection
 - EBOLA - Dr. Lucio Minces Presentation 10-23-2014
 - The Final CMS Worksheet on Infection Control-June 3, 2015
- Operating Room
 - Operating Room Technique and Concepts
 - Management Topics for Perioperative Nursing
 - Prevention of Venous Thromboembolism
 - Stop Smoking in the OR I-Surgical Smoke Safety
 - Perioperative Medication Safety
 - Positioning the Patient-Safe Practices
 - Hand Hygiene, Scrubbing, Gowning, and Gloving
- Obstetrics
 - Preeclampsia/HELLP Syndrome
 - OB Emergencies - 3 Modules
 - Trauma in Pregnancy
 - High - Touch Nursing Care During Labor - 3 Modules
- Communication - Supervision
 - Critical Thinking, Coping, and Communication in Nursing
 - Strengthening Nurse-Physician Relationships: A Guide to Effective Communication
 - Strengthening Nurse-to-Nurse Relationships: A Guide to Ending Horizontal Hostility
 - Disruptive Behavior: Too Great a Cost
 - Practicing Accountability in Nursing
- Other
 - Radiation Safety

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All Staff/General Audience Videos

Medi-Sota
Serving Rural Healthcare

320-749-2269
1388 Lakeland Street
Duluth, MN 55812

Home Education Recruitment Services Meetings-Events Current Vendors Member List Links/Resources Members Login

All Staff/General Audience

- Compliance
 - Anti-Fraud, Stark Law, & Other Health Law Updates Presentation 10-2-20
 - MN Board of Pharmacy Update 9-18-19
 - Changes in Pharmaceutical Waste Management Presentation 6-24-19
 - Advanced 2-Midnight Training: Payment Structure, Regulations and More-Webinar
- Board Governance
 - Board Member Fundamentals: Roles and Responsibilities
 - Financial Fundamentals for Board Members
 - Fundraising for Board Members
 - Fiduciary Responsibilities of Board Members
 - Ensuring Sustainability through Strategic Planning and Evaluations
- Software / Solutions Training
 - HealthcareSource / ResLearning Administrator Training
- Workplace Violence
 - Verbal Judo for Healthcare Workers Diffusing Conflict Through Conversation
 - Emergency Management Training for Frontline Staff
 - Violence in Healthcare - Empowering You to Be Prepared

Video Information

Please remember to get permission to stream videos from your IP email.

Video Categories

- Clinical Staff Videos
- All Staff/General Audience Videos/Topics
- Customer Service/Motivational

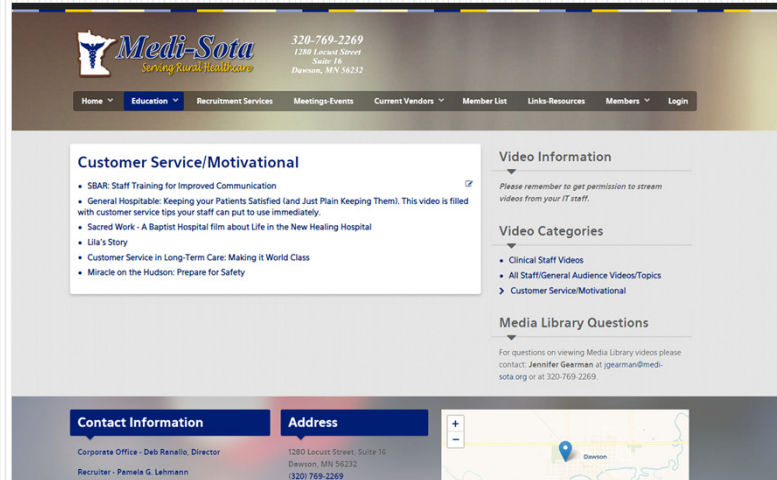
Media Library Questions

For questions on viewing Media Library videos please contact: Jennifer Giesman at jgiesman@medisota.org or at 320-749-2269.

- Billing/Payments
 - Coltech Collections Training Recording 10-25-2018
 - Managing Upfront Collections: Strategies for Effective Cash Collections
 - Managing Patient Payments: Strategies to Improve Upfront Collections
- Coding
 - 2018 ICD 10 Updates Webinar Recording 12-4-2017
 - ICD-10 Coding Proficiency for Home Health: 4 Modules
- Ethics
 - Make the Right Call: Ethics Training in Corporate Compliance
- HIPAA
 - Privacy, Security, and Your Practice: HIPAA Refresher Training for Your Entire Staff
- Other
 - The Opioid Epidemic: How the Medical Industry Created a Public Health Crisis 1/11/2017
 - Patient Flow: An All-Staff Video for Improving Throughput
 - Successful Service Recovery Encounters: Making it Right in Healthcare
 - Clearing the Hurdles of Medicare Secondary Payer June 11, 2015
 - Stay Interviews: A Guide to Retention - Audio Only w/ Handouts

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Customer Service/Motivational Videos



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Total Videos

- 67 Professional Staff
- 25 General Staff/All Staff
- 6 Customer Service/Motivational

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Lorman Webinars

The left screenshot shows the Medi-Sota website header with contact information: 320-769-2269, 7000 Locust Street, Suite 18, Duluth, MN 55812. The navigation menu includes Home, Education, Recruitment Services, Meetings-Events, Current Vendors, Member List, Links-Resources, Members, and Login. The 'Education' menu is expanded, showing options like Workshop Calendar, More Education Resources, Media Library, Lorman Education, Medical Billing Basics, and a 'View' link highlighted with a red arrow. Below the menu, there are sections for 'More Education' and 'Other Education Resources'.

The right screenshot shows the 'Webinars for Medi-Sota Members' page. It features a 'Lorman Education Webinars' section with links to 'Schedule' and 'How to Get Set Up to View Webinars On-Demand'. Below this is a 'More Education' section with a list of webinars, and an 'Other Education Resources' section with links to various training programs.

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Lorman Webinars Schedule

The screenshot shows the 'Lorman Education' page on the Medi-Sota website. The 'February Webinars' section is highlighted, and a red arrow points to the 'Schedule' link. The page includes a registration deadline of February 9, 2021, and a 'CLICK HERE TO REGISTER' button. Below the registration information, there are sections for 'Obtaining and Documenting Valid Consents' and 'Employee Termination and Disciplinary Tips'.

Lorman Education
February Webinars

Please register for the February Medi-Sota Lorman webinars. You must submit registration any time between now and 3:00pm on Tuesday, February 9, 2021. Webinars will be available for viewing no later than February 12th. The webinars are available for On-Demand viewing and you may request to view as many different webinars as you wish.

Registration Deadline: February 9, 2021

Medi-Sota Lorman Webinars
Registration Deadline: February 9, 2021

Obtaining and Documenting Valid Consents

Civil and criminal penalties may attach to the production of information or actions taken without proper authority and consent. The issues surrounding lack of consent and the documentation thereof can reach well beyond state and local rules to federal levels involving Health Insurance Portability and Accountability Act (HIPAA) violations. This topic is aimed at those who deliver patient care and/or manage records concerning private health information to understand the steps necessary to protect the information and those whose information is at risk.

Runtime: 90 minutes
 (CE's: ACHES)

Employee Termination and Disciplinary Tips

Understand how to set employees up for success and how to discipline employees in a way that encourages positive change. Many managers wait too long to document employee performance problems, which can lead to problems when it comes time to terminate the employee. Many managers also struggle to identify when they have the right to terminate employees who are not performing well but are on medical leave or who may have recently raised complaints about the company. This topic will help managers, HR professionals, and business owners understand how to set employees up for success through thoughtful hiring, onboarding, and training, and how to discipline employees in a way that encourages positive change. Learn best practices for employee terminations, to ensure the safety of other employees and to minimize legal risks. This

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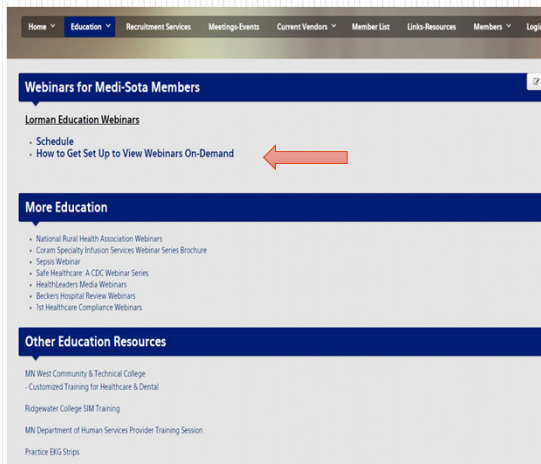
Lorman Webinars – How to Get Signed Up

- Each Month, Medi-Sota Chooses up to 8 Lorman Webinars Based on Member Requests.
- They are available for registration the 2nd to last week of the month.
- Everyone in the Medi-Sota database and those that are already registered for Lorman webinars are sent registration information.
 - Survey Monkey
 - Email Reminders
- Registration Deadline – 2nd Tuesday of the Month
- Webinars are added to accounts after the Registration Deadline and before the end of the week.

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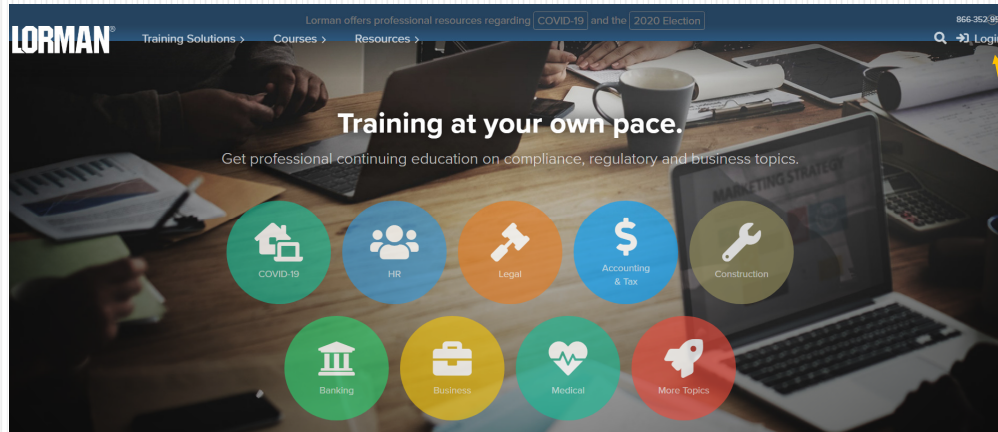
Lorman Webinars Account Set Up

- Go to the Medi-Sota website for step-by-step instructions



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Lorman Webinars Account Set Up

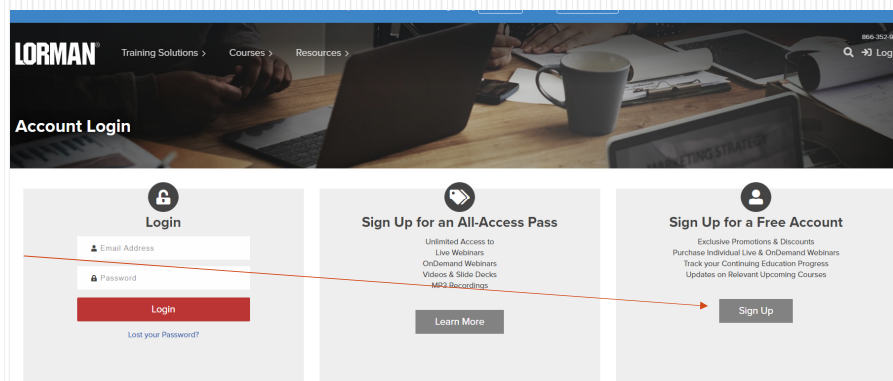


- **Step 1:** Go to: www.lorman.com.
- After going to lorman.com you will see this screen.
- In the upper right hand corner of the screen you will see "Login." Click on "Login."

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Lorman Webinars Account Set Up (continued)

Step 2: You will then be brought to this screen reading "Account Login." Please click "Join Now" under the "Create a Free Account"



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Step 3: From there you will be brought to the page that reads “Create a Lorman Account” Please fill in ALL “Personal Information” boxes.

Step 4: After you have filled in all of the personal information boxes and set up a password, please click the red “Create a Free Account” option on the bottom left of the screen.

Lorman Webinars Account Set Up (continued)

LORMAN Training Plans & Pricing Professionals 866-352-9539 Cart (0) My Account

Professional Email Address

FIRST NAME *
First Name

LAST NAME *
Last Name

PROFESSIONAL TITLE *
Professional Title

PHONE NUMBER *
Phone Number

COMPANY NAME
Company Name

NUMBER OF EMPLOYEES
Please Select

WORK ADDRESS
Work Address

Work Address (continued)

CITY
City

STATE/PROVINCE
State

ZIP CODE *
ZIP Code

PASSWORD
Password

CONFIRM PASSWORD
Confirm Password

Create Free Account

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Viewing Lorman Webinars

LORMAN Enterprise All-Access Pass
Welcome, Jennifer Gearman Training Solutions Courses Resources

866-352-9539 Jennifer

Dashboard

MY ACCOUNT / DASHBOARD
Dashboard

COURSE HIGHLIGHTS

Upcoming Live Webinars	Courses in Progress	Courses & Resources Available
1	10	13,800+

MY TRAINING
Courses
Resources
Learning Paths

ENTERPRISE
Manage Members
Manage Teams

TEAM

This will be your personal home page.
Any webinars you request to watch will be shown here.

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Viewing Lorman Webinars (continued)

You will see all active or unwatched courses here.

You can view a list of completed courses by clicking this tab.

You will see the length of the video, be able to download any course materials, and see how long you have until the CE expires.

Click View to Watch the Webinar

The screenshot shows the Lorman Courses interface. At the top, there are navigation links for 'Courses' and 'Resources'. Below this is a 'MY TRAINING / COURSES' section with a 'Courses' heading. A filter bar includes tabs for 'All Formats', 'Live Webinar', 'OnDemand Course', 'MP3 Download', and 'Online Manual'. A search bar is present with the placeholder 'Search by program title or ID'. Below the search bar, there are status filters: 'STATUS', 'ACTIVE', 'COMPLETED', 'BOTH', and a 'SHOW HIDDEN' toggle. A 'SORT BY' dropdown and an 'ADDED TO LIBRARY' button are also visible. The main content area displays a grid of course cards. The first card is a 'LIVE WEBINAR' titled 'Delegating 101: How to Effectively Delegate', scheduled for Feb. 12, 2021. It shows a duration of 89min and CE credit expiration in 74 days. The second card is an 'ONDEMAND COURSE' titled 'Excel Pivot Tables for HQ Professionals', with a duration of 87min and CE credit expiration in 74 days. The third card is an 'ONDEMAND COURSE' titled 'BI Reporting, Excel Power Pivot and Power Query', with a duration of 59min and CE credit expiration in 6 days. Each card has a 'View' button. A red arrow points from the 'COMPLETED' tab to the 'View' button on the first card.

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Lorman FAQ

- **How do I register to view the webinar?**
 - Members will receive an email each month where they can register via Survey Monkey. Members can also go to the Medi-Sota website for the registration link [HERE](#)
- **When is the registration deadline?**
 - The registration deadline is the **SECOND TUESDAY** of that month.
- **How do I know webinars have been added to my account?**
 - You will receive an email from Lorman and Jennifer Gearman (jgearman@medi-sota.org) that the webinar has been added to your account.
- **How much does this cost Medi-Sota members?**
 - Every webinar is free to Medi-Sota members
- **Is this service available to Non-Members?**
 - No, this is an exceptional cost savings for Medi-Sota members only.

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Lorman FAQ (continued)

- **Can I watch the webinar(s) more than once?**
 - Yes, once you view the webinar you will have unlimited access to the webinar for at least 1 year or until the contract has expired.
- **Can we use these webinars for staff training or in-services?**
 - Absolutely! Remember once you request the webinar you will have unlimited access to this webinar for at least 1 year during the current contract year.
- **Is there a limit to the number of Lorman Webinars a member can view??**
 - You can sign up for as many webinars you like.
 - However, the Lorman contract with Medi-Sota is based on the # of individuals registered to be a part of the Medi-Sota Enterprise Account; therefore, we would like members to be committed when registering for these classes so we can benchmark our numbers for budgeting and negotiating purposes.

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What Questions Do You Have??



Questions are the path to learning

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Contacts

Deb Ranallo	Executive Director	320-769-2269	dranallo@medi-sota.org
Jennifer Gearman	Executive Assistant	320-769-2269	jgearman@medi-sota.org
Jen Johnson	Education Coordinator	507-3829040	education@medi-sota.org
Pamela Lehmann	Healthcare Recruiter	320-226-2238	recruiter@medi-sota.org