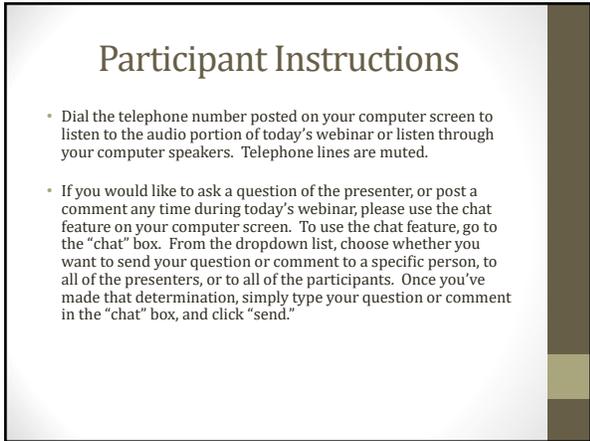




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3

How a Bill Becomes a Law

- Be a Citizen Advocate
- Development and Process of Legislative Bills
 - Legislative Committees
 - General File
 - Select File
 - Final Reading
 - Governor's Approval
 - Veto



4



5

2019 Legislative Composition and Priorities

- 18 New Senators
- **January 9th** – Legislature convenes
- **Jan. 22nd** – deadline for new bill introduction
- **June 6th** – anticipated adjournment date
- Major issues: property tax relief and Medicaid expansion funding



6

Tips for Talking with Senators

- Remember that they are people too and they want to talk to you.
- Be polite/respectful even if their opinion differs from your own. "Agree to Disagree."
- Tell stories about how what you do impacts your patients every day. Tie in current Legislation when applicable to help Senators understand how a new bill may or may not impact what you do.
- If Senators start talking on tangents, politely re-direct them by say something like, "Senator that is really interesting, but what I would really like to discuss is....."
- Smile and be happy that you are meeting with them.
- Ask the senator if they have a loved one, friend or someone else they know who has home care services
- Share success stories – tell them how patients' quality of life has improved; savings to the state
- Invite the senator on a home care visit in their district to experience firsthand the services being provided to their constituents (members will need to follow up with senator's scheduler).

7

Lobbying Tips

- **Be an Information Source**
- **Make a Specific "Ask"**
- **Make your Connections Known**

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Nowka & Edwards monitors bills that affect:

- Your licensure
- How you are reimbursed
- Home and community-based services
- Patient populations (home health, hospice, private duty)
- Changes to the tax code (both negative and positive) that can affect home care and hospice providers or those you serve
- Medicaid program issues

• Each week a list of bills is being monitored. Their status in the legislative process is posted on the Nebraska Home Care Association website in the advocacy section - members only area. Email updates are sent to the membership when the association submits a letter or testifies at a specific hearing.

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Home Care Overview

- Key talking points with state senators:
 - Explain the types of services your agency or company provides and how it helps our state's citizens remain independent in the comfort and safety of their homes. Emphasize what you do and your extensive training to provide highly skilled, quality care to patients with a variety of healthcare needs including those with complex, long-term care. Explain why it's important to protect your scope of practice and how you help Nebraskans save a significant amount of money by preventing emergency room stays and re-hospitalization.
 - Share your agency's or company's costs to provide care for skilled nursing, PT, OT, ST, and companion care services for Medicaid clients and what the current reimbursement is. Explain what's included in your agency's or company's operating costs.
 - Share with your senator a one-page concise document that demonstrates how reimbursement rates for your agency or company are, in some cases, lower than your actual cost for services.

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Home Care Overview

- Key talking points with state senators:
 - Explain home care providers deliver health care and services to constituents that help them avoid re-hospitalization and institutional care, which creates more cost to the state.
 - Explain the differences between home care and home health to newer senators.
 - Emphasize what you do and your extensive training to provide highly skilled, quality care to patients with a variety of healthcare needs including those with complex, long-term care. Explain why it's important to protect our scope of practice.
 - We reduce long-term care costs through our expertise, and keep people in the safety and comfort of their home where they want to be. We help constituents have improved quality of life and increased independence.
 - Share examples of how your agency has helped patients' in the senator's legislative district to improve their health and quality of life.

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Priority Issues

- **Medicaid Waiver, Private Duty Nursing and Home Health Services Rates**
- **Study through the Nebraska Department of Health and Human Services to determine actual costs of services compared to the current Medicaid reimbursement rates.**
- **Performance Improvement Project (PIP) to study increasing access to private duty nursing for medically complex patients.**

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Priority Issues

- Medicaid Expansion
- Heritage Health
- Paid Vacation and Sick Time for Family Caregivers
- Public Health Dental Hygienist Services in the Home

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Legislative Day Logistics



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