June 2, 2020

**Introduce yourself – explain who you are and who you serve.**

- Today’s skilled nursing facilities have significantly evolved over time to provide both long-term comprehensive care and short-term rehabilitation services.
- Residents come to us older and sicker: as health care changes, facilities increasingly provide care previously delivered in a hospital.

**Highlight the quality care you provide to your residents.**

- Facilities operate under the regulation of the Centers for Medicare and Medicaid (CMS) with oversight from LARA.

**Michigan outranks the national average in important indicators of quality as measured by CMS.**

- Average length of stay continues to decrease for both long-term and post-acute residents.
- Michigan exceeds the national average in the successful rehabilitation of residents.
- Michigan facilities have successfully decreased antipsychotic use below the national average.
- Direct care staffing and RN staffing levels in Michigan facilities exceed the national average.

**Share the challenges you face.**

- **COVID-19 has brought significant challenges to nursing facility residents and staff**
  - Tell your facility’s COVID-19 story – both challenges and positive outcomes.
  - At the onset of the pandemic, nursing facilities remained a low priority for personal protective equipment (PPE) and testing.
  - The most effective way to prevent the spread of COVID-19 in facilities is through universal testing of staff and residents.
  - Hundreds of nursing home residents are recovering from COVID-19 and returning home.
  - We ask for your support in getting these vital resources to Michigan’s nursing facilities.

**Share the positive outcomes residents and staff have experienced in the facility.**

- Highlight the relationships formed between direct care workers and residents and their families.
- Introduce the legislator to staff and residents.
  - Set time for Q&A – seniors vote, and the staff and residents are oftentimes constituents.

*If HCAM does not attend the visit – please let them know you are a member, and direct them to contact Richie Farran at RichFarran@hcam.org or 517-627-1561 with any further questions or concerns.*