

Medicaid Waiver & Other Government Programs

Additional Revenue Stream Opportunities

Medicaid Waiver Programs provide home care assistance programs to people on **Medicaid**. The first thing you need to do is verify the reimbursement rate for Medicaid in your state. You can find the contact information for each state office here www.medicaidwaiver.org. Click on your state and scroll down to where it says (on the left side): “How do you become a provider?”

You can also do a Google search for “How to become a Medicaid Waiver Provider in Texas” (and input your state). The main question to ask the state Medicaid Provider Enrollment Teams is: “How do I apply to Medicaid Waiver to provide long term Personal Assistance Services to the elderly and also those with mental disabilities?”

- 1) Verify Hourly Rate of Pay for Medicaid – usually will say “rate per unit of time”. A unit of time can be a 15 minute increment.
- 2) Verify Payment Terms i.e. Net 90 Days.
- 3) Complete the state application that can be found at the above website.
- 4) Submit the requested documents/policies with the application (see attached policies).
- 5) Most applications take 90+ days to get approval.

Also keep in mind that this is not just for the Elderly – there are programs for those with Developmental Disabilities of all ages (i.e. Autism, Cognitive Developmental Retardation, etc.). Most state Medicaid Programs will require you to apply for one program at a time so apply for the one that seems to offer the best rates and have the highest population of users. For example, in California there is not program for the Elderly that a home care agency can sign up for – but there are programs for those with developmental disabilities of all ages named “DDS Waivers.” **You can also add information to your website home page or have a separate Medicaid Waiver brochure made – to market this revenue stream.** Our marketing materials design vendor can edit your existing home care brochure’s content (not images) to include information about Medicaid if you wish. They will charge you \$50 to create that and put it into a printable PDF that you can then take and print with www.gotprint.com. Or you can choose your own vendor to create such for you.

While Waiting For Approval

While waiting for approval you can start marketing to people in your community that “You can help them qualify for public funding to pay for in home care services.”

If you have someone who is interested you need to do the following:

- 1) **Sit down with them and discuss their financial situation.**
 - a) **What assets/income do they have?**

If they have less than \$2,000 in assets (money in savings, stocks, 401K, etc.) and they are living only on Social Security then they may be a fit for getting Medicaid approved.

NOTE: They can still own a home if they are living in it.

- b) **If they comply with the above then help them fill out a Medicaid application.** You can get a copy of the application from your Medicaid Social Services office. See link to find yours: <https://www.payingforseniorcare.com/resources/state-medicaid-offices.html>. This will lead to you other links like the following for California Medi-Cal Office Locations: <http://www.dhcs.ca.gov/services/medi-cal/Pages/CountyOffices.aspx> You can also Google “Medicaid Offices, My city Name” to find your local office. Talk to the people down there in the local Medicaid Office and get to know them – they will be a great resource for you!
- c) **Once their application is submitted it takes about 45-60 days** for them to be approved for Medicaid. Once they get approved you will need to **call up the Medicaid hotline for your state and have the applicant on the phone with you.** You can then ask Medicaid if the person will qualify for “Medicaid Waiver In Home Aide Services.” In California that number is: 1-800-541-5555. They will ask for the SSN of the applicant and some other personal information like their date of birth and name before they give out information on their eligibility for benefits.
- d) **If the applicant will get approved for Medicaid Waiver In Home Aide Services** – then direct them to take the necessary next steps in your state to get signed up with that program. It usually requires they visit their doctor and have the doctor do a physical exam and then write the number of hours of care they need at home on their exam. This form is then submitted back to Medicaid. **Once they are signed up and approved they will then be able to designate your agency as their provider (assuming you are approved).** If you are not yet approved then you can hand them over to another home care agency that you have made friends with. Once you are approved you will keep all your clients but this allows you to start helping people right away (even before you are approved as a Medicaid Provider) and therefore start getting the word out in your community that you can assist people with getting on the Medicaid In Home Care Program if they don’t have any money to pay for their care.

It obviously requires some time and effort to help someone get on this program – but the more you do it the better you will become at assisting people and it will become a pipeline of business for you. This allows you to work with Medicaid Clients without getting a referral from a Medicaid Social Worker. You also need to market to your local Medicaid Social Workers to get referrals from them – **but this allows you to also go to the public directly!** Going to Adult Day Care centers, etc. can be good places to market the benefit.

See also this list of state Medicaid Waiver Programs:

Arkansas

<http://humanservices.arkansas.gov/ddds/Pages/waiverServices.aspx>

California

<http://www.dhcs.ca.gov/services/medi-cal/Pages/Medi-CalWaiversList.aspx>

Colorado

<https://www.colorado.gov/hcpf>

Connecticut

<http://www.ct.gov/dds/site/default.asp>

<http://ct.gov/opapd/cwp/view.asp?a=1756&q=330894>

<http://www.ct.gov/dss/cwp/view.asp?a=2353&q=305170>

Florida

<http://apdcares.org/about/>

Georgia

<https://dch.georgia.gov/waivers>

Kansas

[https://www.kdads.ks.gov/commissions/csp/home-community-based-services-\(hcbs\)](https://www.kdads.ks.gov/commissions/csp/home-community-based-services-(hcbs))

Illinois

<http://www2.illinois.gov/hfs/MedicalPrograms/HCBS/Pages/default.aspx>

Indiana

<http://www.in.gov/fssa/ompp/2549.htm>

Massachusetts

<http://www.mass.gov/eohhs/provider/insurance/mashealth/mfp-demonstration-and-abi-mfp-waivers/home-and-community-based-services-waivers.html>

Maryland

<https://mmcp.dhmh.maryland.gov/longtermcare/sitepages/community%20first%20choice.aspx>

Michigan

http://www.michigan.gov/mdhhs/0,5885,7-339-71547_2943_4857-16263-,00.html

Minnesota

http://www.dhs.state.mn.us/main/idcplg?IdcService=GET_DYNAMIC_CONVERSION&RevisionSelectionMethod=LatestReleased&dDocName=id_000852

Nevada

http://adsd.nv.gov/Programs/Seniors/HCBW/HCBW_Prog/

New Jersey

<http://www.njmmis.com>

New York

https://www.health.ny.gov/health_care/medicaid/reference/lthhcp/

<http://www.opwdd.ny.gov/>

Ohio

<https://aging.ohio.gov/resources/providerinformation/>

Pennsylvania

<http://www.dhs.state.pa.us/dhsorganization/officeofdevelopmentalprograms/>

http://www.dhs.state.pa.us/dhsorganization/officeoflongtermliving/S_001665

South Carolina

<http://www.ddsn.sc.gov/providers/medicaidwaiverservices/Pages/default.aspx>

Tennessee

<https://www.tn.gov/tenncare/article/statewide-waiver-program>

Texas

<http://www.dads.state.tx.us/providers/HCS/index.cfm>

<http://www.dads.state.tx.us/providers/TxHmL/index.cfm>

<http://www.dads.state.tx.us/providers/CLASS/index.cfm>

Virginia

http://www.dmas.virginia.gov/Content_pgs/ltc-home.aspx

Other Programs That Pay For Senior Care Services

<https://www.medicare.gov/contacts/> - Great Website that shows many Government entities connected with Senior Care Services state by state.

Program of All-inclusive Care for the Elderly (PACE)

PACE is a Medicare and Medicaid program that provides care to seniors in the home. The program provides services such as home care, counseling, meals, transportation, and many other care services.

To be eligible, you must be 1) 55 or older 2) live in the service area of PACE 3) need nursing home-level of care, and 4) be able to live safely in the community with help from PACE.

If you have Medicaid, there is no monthly premium for the long-term care portion of the benefit. If you have Medicare, you'll pay a monthly premium to cover the long-term care benefit. There is no deductible or copay for care provided by your PACE team. For more information, go to Medicare's [PACE page](#).

To find a PACE plan in your area: <https://www.medicare.gov/find-a-plan/questions/pace-home.aspx>

Then contact the organizations that support the PACE Program. In California you have organizations like AltaMed.

State and Local Services

Each state has an elder affairs/aging department with programs to support seniors, including home health and home care. For example, New Hampshire's [ServiceLink](#) is a comprehensive community-based resource for seniors who are looking for home care, housing, financial support, food assistance and many more services.

To find home health and home care in your area, click on your state's link below.

[Alabama - Department of Senior Services](#)

[Alaska - Division of Senior and Disabilities Services](#)

[Arizona - Aging and Adult Administration](#)

[Arkansas - Division of Aging and Adult Services](#)

[California - Department of Aging](#)

[Colorado - Division of Aging and Adult Services](#)

[Connecticut - Aging Services Division](#)

[Delaware - Division of Services for Aging and Adults with Physical Disabilities](#)

[District of Columbia - Office on Aging](#)

[Florida - Department of Elder Affairs](#)

[Georgia - Division of Aging Services](#)

[Hawaii - Executive Office on Aging](#)

[Idaho - Commission on Aging](#)

[Illinois - Department on Aging](#)

[Indiana - Division of Aging](#)

[Iowa - Department of Elder Affairs](#)

[Kansas - Department for Aging and Disability Services](#)

[Kentucky - Department For Aging & Independent Living](#)

[Louisiana - Governor's Office of Elderly Affairs](#)

[Maine - Office of Elder Services](#)

[Maryland - Department of Aging](#)

[Massachusetts - Executive Office of Elder Affairs](#)

[Michigan - Office of Services to the Aging](#)

[Minnesota - Board on Aging](#)

[Mississippi - Council on Aging](#)

[Missouri - Division of Health and Senior Services](#)

[Montana - Office on Aging](#)

[Nebraska - Health and Human Services - State Unit on Aging](#)

[Nevada - Division for Aging Services](#)

[New Hampshire - Bureau of Elderly and Adult Services](#)

[New Jersey - Department of Health and Senior Services](#)

[New Mexico - Aging Network Division](#)

[New York - Office for the Aging](#)

[North Carolina - Division of Aging and Adult Services](#)

[North Dakota - Aging Services Division](#)

[Ohio - Department of Aging](#)

[Oklahoma - Department of Human Services](#)

[Oregon - Seniors and People With Disabilities](#)

[Pennsylvania - Department of Aging](#)

[Rhode Island - Department of Elderly Affairs](#)

[South Carolina - Lieutenant Governor's Office on Aging](#)

[South Dakota - Office of Adult Services & Aging](#)

[Tennessee - Commission on Aging and Disability](#)

[Texas - Department of Aging and Disability Services](#)

[Utah - Division of Aging & Adult Services](#)

[Vermont Department of Disabilities, Aging and Independent Living](#)

[Virginia - Department for the Aging](#)

[Washington - Aging and Disability Services](#)

[West Virginia - Bureau of Senior Services](#)

[Wisconsin - Bureau of Aging and Disability Resources](#)

[Wyoming - Aging Division](#)

What Do You Need To Apply?

You will first need to get an NPI Number (National Provider Identification Number) before you can apply to be a Provider of Services for a government program.

Visit this website: <https://nppes.cms.hhs.gov/?forward=static.npistart#/>

You will FIRST need to create an Identity & Access Management System (I&A) account before you can apply for your NPI number. Click on “Create Or Manage an Account” and follow the instructions to create an I&A account.

Then: Apply for the Healthcare Organization NPI (the tan colored box, not the blue box)

Then click on “Create Login for NPPES Only and Apply for an NPI for a Healthcare Organization”

Then you will need the following information to fill out the application:

Information Required for Organizations

Organization Name

Employer Identification Number (EIN)

Name of Authorized Official for the Organization

Phone Number of Authorized Official for the Organization

Organization Mailing Address

Practice Location Address and Phone Number

Taxonomy (Provider Type): **In Home Supportive Care - 253Z00000X**

Contact Person Name

Contact Person Phone Number and E-mail

Do not report an SSN or IRS TIN in the EIN field

The application will take 2-4 days to process. You will receive an NPI number back via email if you apply online.