Budgeting is a critical development tool for all organizations regardless of size, industry or life cycle stage. Budgeting helps management establish the financial road map for the next fiscal year and then identify when the agency is off course. As home health and hospice agencies face the risk of payment cuts, budgeting is one tool that can assist management in controlling costs and making appropriate adjustments on the fly. This webinar will overview different budgeting techniques and implementing a budget in the home care setting.

Program Objectives By the end of the presentation, the participant will be able to:

- Describe the benefits of using a budget
- Describe the budgeting process
- Identify the different approaches to budgeting
- Identify how to implement a budget in the home care setting

Presenter

Mark P. Sharp, CPA, Partner, BKD, LLP

Mark is a Partner with BKD's National Health Care Group and serves as the firm-wide leader of BKD's Center for Excellence for Home Care and Hospice Services. He has more than 15 years of experience assisting home care and hospice providers with strategic planning, financial management, audits, accounting, cost reports, operating budgets, agency start-up and mergers and acquisitions. As a nationally recognized home care consultant, Mark serves on the Home Care and Hospice Financial Managers Association's Workgroup, and currently participates on various home care and hospice topics at national, regional and state home care conferences. He has authored many industry articles and is regularly quoted in industry periodicals such as Eli's Home Care Week, Hospital Home Health and Home Health Law.

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