

How To Build And Manage Nursing Budgets

Financial Training Institute, Inc.

Specializing in Financial Training and Consulting for Healthcare Professionals Since 1984

Learning Objectives

- Build Acuity into Budgets and Reports
- Build a Supply and Expense Budget
- Build a Salary and Expense Budget
- Build a Capital Expenditure Budget
- Read and Analyze Budget Reports
- Apply Budget Principles and Concepts
- Control Nursing Service Budgets
- Analyze and Explain Budget Variances

Fee Includes

- Lunch • Refreshments
- 7.2 Contact Hours • .7 CEU's • Workbook
- Excel Spreadsheets • Validated Parking
- Certificate of Completion

2012 Cities & Dates

Charleston WV – Feb 21	Baltimore – Feb 23	Philadelphia – Feb 27
Charleston Conference Center Hotel 400 Second Avenue	Fairfield Inn & Suites – BWI Airport 1020 Andover Road	Hampton Inn - Airport 8600 Bartram Avenue
Richmond – Feb 22	New York/L I – Feb 24	Boston – Feb 28
Hampton Inn - Airport 421 International Center Drive	Holiday Inn - Plainview 215 Sunnyside Boulevard	Courtyard Marriott 72 Grover Street - Worcester

To Enroll

Call Toll-Free 800-536-3271 Or Fax Your Registration To 631-929-4926
Or Email To fti48@optonline.net

Your Unconditional Guarantee: We will gladly refund your tuition if you are not satisfied. No questions asked.

Find Out If This Workshop Is For You

Are You Responsible For ...?	Yes	No
• <i>Planning or managing nursing service budgets or staffing plans</i>		
• <i>Preparing proposals justifying staffing needs utilizing financial and statistical data</i>		
• <i>Analyzing and explaining variances to budgets or staffing plans</i>		
• <i>Reading and analyzing financial and statistical reports</i>		
• <i>Managing FTE and labor hours for overtime, per diem, on call, or contract labor</i>		
• <i>Utilizing financial and statistical reports for planning or managing budgets and staffing plans</i>		
• <i>Building budgets for salaries, supplies, and capital</i>		

Could You Benefit More By Knowing “How To” ...?	Yes	No
• <i>Utilize a worksheet for quantifying, analyzing, and explaining budget variances</i>		
• <i>Build a budget whereby resource needs are matched with clinical service outcomes</i>		
• <i>Identify the true direct care giving hours from a budget report that includes indirect care hours</i>		
• <i>Calculate and factor acuity into budgets, staffing plans, and report variance analysis</i>		
• <i>Read and analyze a financial and statistical operating report and know what questions to ask</i>		
• <i>Develop budgeting goals, objectives, strategies, and assumptions</i>		
• <i>Budget and control FTE’s, hours, and costs for contract labor, overtime, call, and per diems</i>		
• <i>Budget for salaries, expenses, and capital expenditures</i>		
• <i>Apply a user friendly worksheet to budget for replacement coverage and benefit hours</i>		
• <i>Convert extra nursing activities into equivalent patient statistics</i>		
• <i>Speak the budgeting language by mastering the key financial terms, principles, and concepts</i>		
• <i>Convert staff to patient ratio into hours per unit</i>		

You Will Receive The Following ...?		
<ul style="list-style-type: none"> • <i>Worksheet for Calculating Required FTE Hours</i> • <i>Worksheet for Budgeting Contract Labor</i> • <i>Cause of Variance Checklist</i> • <i>Worksheet for Budgeting Coverage Hours</i> • <i>List of Key Budget Questions to Ask Finance</i> • <i>Illustrative Explanation of Variance Report</i> • <i>Glossary of Financial and Statistical Terms</i> • <i>Explanation of Variance Worksheet</i> • <i>Goals and Objectives Worksheet</i> 	<ul style="list-style-type: none"> • <i>Budget Planning Checklist</i> • <i>Variance Analysis Worksheet</i> • <i>Staffing Plan Tracking Report</i> • <i>Budget Assumption Worksheet</i> • <i>Weighted Statistics Worksheet</i> • <i>Capital Equipment Justification Worksheet</i> • <i>Worksheet for Budgeting Benefit Hours</i> • <i>List of Questions to Ask on Reading Reports</i> • <i>Budget Review Checklist</i> 	<ul style="list-style-type: none"> • <i>Nursing Operating Report</i> • <i>Payroll Analysis Report</i> • <i>Salary Analysis Report</i> • <i>Overtime Analysis Report</i> • <i>Unit Indicator Report</i> • <i>Daily Productivity Report</i> • <i>Acuity Index Report</i> • <i>PTO Hours & FTE Report</i> • <i>FTE Checklist</i>

What You Will Discover At This Seminar...	
<ul style="list-style-type: none"> • <i>18 ways to report hours per unit</i> • <i>6 ways to report FTE</i> • <i>12 ways to report labor cost per unit</i> • <i>24 ways to report cost per unit</i> • <i>3 ways to determine minimum fixed staffing needs</i> 	<ul style="list-style-type: none"> • <i>4 ways to report labor hours</i> • <i>3 ways to calculate length of stay</i> • <i>2 ways to report benefits</i> • <i>3 ways to report census</i> • <i>2 ways to calculate % of occupancy</i>

About Your Trainer ... Frank Capone

- *CPA, MBA, Fellow in Healthcare Financial Management Association.*
- *Has designed and conducted hundreds of workshops for thousands of healthcare professionals since 1984.*
- *Eighteen years of hands-on experience as a chief financial officer in healthcare*
- *Consistently scores over 90% on workshop, workbook, and trainer evaluation.*
- *Has presented programs for the HFMA, AACN, ASHET, associations, and several leading colleges and universities.*
- *Has written training manuals for major international seminar companies.*

Topical Outline

Budgeting Principles and Concepts

- *Accounting Methods: Cash vs Accrual*
- *Cost Behavior: Fixed vs Variable*
- *Cost Classification: Direct vs Indirect*
- *Salary, Hour, and Expense Accruals and Reversals*
- *Determining Materiality Thresholds*
- *Types and Cost Components of Labor Costs*
- *Nature and Types of Revenues and Expenditures*
- *Matching Dollars, Hours, and Statistics*
- *Nature and Types of Capital Expenditures*

Managing a Nursing Budget

- *Quantifying and Analyzing Budget Variances*
- *Identifying and Explaining Causes to Budget Variances*
- *Writing Explanations to Budget Variances*
- *Designing Nursing Reports to Manage Budgets*
- *Reading Financial and Statistical Budget Reports*
- *Tracking Resource and Clinical Service Indicators*
- *Monitoring Contract Labor Hours, FTE, and Dollars*
- *Tracking Hours Per Unit and Salary Per Hour*
- *Managing Overtime Hours and Dollars*

Building a Nursing Budget

- *Applying 10 Key Steps to Budgeting Planning*
- *Utilizing Budget Planning and Review Checklists*
- *Developing Goals, Objectives, and Strategies*
- *Documenting Budget Assumptions*
- *Securing Budget Buy-in at Budget Review Time*
- *Building a Salary, FTE, and Non-Salary Budgets*
- *Determining Minimum Staff Needs*
- *Budgeting for Coverage and PTO Hours*
- *Budgeting for Overtime and Contract Labor*
- *Building a Capital Expenditure Budget*

Budget Applications in Healthcare Statistics

- *Calculating Full Time Equivalent (FTE)*
- *Determining True "Productive Hours" per Unit*
- *Calculating and Applying Acuity Index into Budgeting*
- *Reconciling Productive Hours With Care Giving Hours*
- *Calculating Contract Labor Dollars, Hours, and FTE*
- *Classifying FTE: Productive vs. Non Productive*
- *Calculating and Applying Accrued Hours and Dollars*
- *Designing Nursing Activity and Tracking Logs*
- *Calculating and Applying Weighted Patient Statistics to Budgets*
- *Converting Extra Nursing Activities into Adjusted Statistics*

Testimonials: What Participants Say About ...

<i>Workshop</i>	<i>Workbook</i>	<i>Trainer: Frank Capone</i>
<p><i>"This workshop is definitely a must for every nurse manager and is so practical and easy to understand and apply."</i></p> <p style="text-align: right;"><i>...Nurse Manager</i></p>	<p><i>"I particularly liked the sample budget forms, worksheets, checklists, glossary, and reports that are specific to nursing."</i></p> <p style="text-align: right;"><i>...VP - Nursing</i></p>	<p><i>"Frank understands the real nursing budget issues and delivers the training in a very practical, engaging, and entertaining way."</i></p> <p style="text-align: right;"><i>...Nurse Director</i></p>

On-Site Training: Bring This Workshop To Your Facility

This workshop along with other financial workshops for non-financial professionals can be presented at your facility for a per person cost far less than the normal cost of attending a public seminar. By having a training program on site, you participate in identifying the specific training requirements, through a skill needs assessment survey. The workshop is tailored to your needs by having your principles, practices, forms, and reports included in the training program.

Results That My Training Workshops Aim to Achieve:

- Better understanding and analysis of financial and statistical reports
- Increased accuracy in planning and managing budgets
- Accurate analysis and explanation of budget variances
- Confidence in speaking financial and budget terminology
- More informed bottom line decision making

What Workshop Fee Includes:

- Training conducted by an experienced trainer with 18 years as a healthcare CFO and 24 years as a professional training consultant.
- Custom designed workbook includes glossary, checklist, forms, worksheets, exercises, and illustrations.
- CEU's and certificates of completion.
- Permission to video/audio tape the program for client attendees.
- Specific skill needs assessment tailored to the topic selected by client.
- Evaluation summary of workshop and return of evaluations with assessment to client.
- Preparation of workshop announcement and registration form.
- Permission to use budget and report forms and worksheets from workbook.
- Computer software of reports, forms, and worksheets included in the workbook.

Registration Information	Hours 9am – 8pm est Register by phone, fax, mail, or Email	Phone (800)536-3271 Fax: (631)929-4926 Email: fti48@optonline.net	Times	Workshop – 8:30AM – 4:00 PM
	Workshop Fees & Discounts		Refund & Credit Policy	A full refund of a paid registration will be made if notification is received by phone/fax/email at least 48 business hours prior to the starting time of the workshop.
\$295 for 1 person \$495 for 2 people \$695 for 3 people \$895 for 4 people 5 people or more pay only \$195 each		A partial refund of a paid registration (less \$50) will be made if notification is received within 48 business hours.		
5% discount is allowed if payment is received with a postmark date 30 days prior to workshop Purchase orders and major credit cards are accepted Advanced payment is appreciated but not required		Prepaid registrants who do not notify FTI of a cancellation within the specific notification period can have full registration fee credited toward a future workshop or receive a partial refund (less \$50).		

BMB	Date	<input type="text"/>	City	<input type="text"/>
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Financial Training Institute, Inc.
P.O. Box 952, Wading River, NY 11792
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- Seminar Cities & Dates**
- Charleston – Feb 21
 - Richmond – Feb 22
 - Baltimore – Feb 23
 - New York / Long Island – Feb 24
 - Philadelphia – Feb 27
 - Boston – Feb 28

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What Nursing Professional Say About The Training

- “This seminar is excellent for nurse executives who administer nursing division budgets”
- “Most practical budget and finance workshop especially with its focus on real nursing issues”
- “The training manual is an excellent reference and learning tool”

**BOARD OF NURSING (CEU's)
Continuing Education Units**

Financial Training Institute is approved as a provider of 7.2 contact hours by the California Board of Nursing (#11048). Most state boards recognize this approval.

We recommend that you register by phone, fax or email or prevent the possibility of being closed out since the workshop group is usually limited to 30 people. We will email you a confirmation letter and directions to the workshop. You do not have to bring the confirmation letter with you. Walk-in registrations on the workshop date are welcome on a space available basis. You are also welcome to bring your budget forms, reports, and questions if you wish.