

# RAW

REVENUE . ADMISSIONS . WORKFORCE



supported by MIRUS ACADEMY  
FOR INDIVIDUALS IN 2021

#makingagedcarebetter

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# What we believe

*Real-world experience + continuous learning is paramount for professional development and personal growth*

## 57%

LINKEDIN WORKPLACE LEARNING REPORT

of L&D professionals expect to spend more on online learning

## 27%

LINKEDIN WORKPLACE LEARNING REPORT

of L&D professionals say their CEOs are active champions of learning

## 51%

LINKEDIN WORKPLACE LEARNING REPORT

of L&D professionals plan to launch upskill focused programs

## RAW SERIES

Revenue, Admissions + Workforce  
Management for financial sustainability





# ACFI ADVANCED

**CPD Points:**

12 points

**Investment:**

\$795 + GST

**Participants:**

Maximum 10

**Duration + Delivery:**

4 x 3 hour sessions via video conferencing

**Target Audience:**

ACFI Coordinators, clinical management and staff

**RAW Series:**

Revenue Management

**Learning Outcomes:**

- Understand the end-to-end process and timings of ACFI appraisals
- Learn the key ACFI business rules to complete and submit appraisals
- Explore strategies to plan mandatory and voluntary submissions
- Gain a deep understanding of the 12 ACFI questions, coding, assessments & supporting documentation
- Apply the quality checking process to appraisal packs prior to submission
- Understand the validations process including strategies to prepare and appeal downgrades
- Learn how to reconcile Medicare payments





# ART OF ADMISSIONS

**CPD Points:**

12 points

**Investment:**

\$795 + GST

**Participants:**

Maximum 10

**Duration + Delivery:**

4 x 3 hour sessions via video conferencing

**Target Audience:**

Staff who are involved in the admissions process (Admissions Coordinators, Customer Relations, Facility or Care Managers, Reception staff)

**RAW Series:**

Admissions Management

**Learning Outcomes:**

- Understand how aged care is funded, fee structure and support classifications
- Gain awareness of the aged care competitive marketplace
- Understand today's aged care consumer
- Learn how to conduct a prospect needs assessment and evaluate fit
- Gain skills in building consumer relationships and pipeline management
- Learn how to engage prospects in sales discussions
- Understand how best to articulate your organisations value proposition and engage in sales discussions
- Gain insight into closing sales and short list management
- Understand the relationship between admissions and accreditation



## CLIENTS OF MIRUS ACADEMY SAID THIS:

"The facilitator had a thorough knowledge of the course, was patient while answering questions; provided additional information and sent relevant links; punctual and above all LISTENED PATIENTLY!"

### **Recent Participant, 2020**

"I am now very interested in the bigger picture of aged care including per Venn diagram "workforce", " admissions, marketing, revenue etc." Why? because RNs are being replaced by business managers and I would prefer to educate myself."

### **Recent Participant, 2020**

"Doing the course online via Zoom was a new and somewhat challenging experience for a person who is not overly technical ( I don't even have a smartphone!). However, the course facilitator was understanding and very accommodating of my needs. The facilitator's delivery of the training was clear and to the point. She was encouraging of the participants and ensured good interactions between participants despite the limitations of a live online training forum. I finished the course feeling a lot more able to cope with the demands of my new role as an ACFI coordinator."

### **Recent Participant, 2020**

"I would definitely recommend this course to everyone. I look forward to taking more classes with Mirus."

### **Recent Participant, 2020**



## Strength in numbers



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