



I am writing this to recommend Lisa Ramsey and her company Medi-Cal Consulting Services, Inc. to individuals and providers in the Long Term Care profession. I have had the privilege of working with Lisa and her company for many years and have seen them help many individuals and providers through the most complex and challenging Medi-Cal eligibility issues imaginable. Lisa and her company get results where others have failed. They get positive results quickly where others have been struggling for long periods of time.

Lisa and her team often work with individuals, who find themselves in a nursing home setting and need to start the application for Medi-Cal eligibility for the first time. In many cases, those individuals do not understand the process and/or have limited resources and support. These individuals may not be able to get through the Medi-Cal application and eligibility process. When this happens, the nursing facility often incurs lost revenue, sometimes a very significant amount of lost money.

Lisa also works with SNFs and helps them to understand the Medi-Cal application and eligibility process so that they can avoid the many costly problems that can occur. Lisa can teach groups of people or work with individual facility staff. Lisa is an excellent teacher and can help staff gain higher levels of understanding in these important areas. Once you start working with Lisa she will be available to you and your organization on a continuing basis. Think of Lisa as a coach that will help you look at the situation and work through the issues. Lisa will be a great resource for any Long Term Care organizations large or small.

Lisa & Medi-Cal Consulting Services Helping a Chain of Nursing Homes

One fairly large chain of nursing homes was having a growing problem with “*Medi-Cal Pending*” patients.

Lisa was asked to conduct a training session for the appropriate staff from this nursing home chain and provided a day of extremely valuable information. The participants went back to their facilities with new knowledge and tools which helped them immediately address many of the Medi-Cal eligibility issues they were facing. They also went back with another valuable resource, Lisa and her company. As time passed the facility staff called on Lisa to help with a variety of issues, some small that were resolved with a quick phone call, others larger requiring a much more detailed analysis. In addition, the facility staff developed an awareness of the issues and were able to ask the right questions and know when to call for assistance on more complex cases. The bottom line is that the organization was able to address Medi-Cal eligibility issues more quickly and efficiently and cash flow in this area improved significantly.

Lisa & Medi-Cal Consulting Services Helping an Individual Beneficiary

In a different case, Lisa was called in to help an individual Medi-Cal beneficiary who had an extremely complex case. Two other experts in this area including an attorney had attempted to help this person obtain Medi-Cal eligibility and had not succeeded. This process was ongoing for over two years before Lisa got involved in the case. The resident who had not obtained Medi-Cal eligibility owed the facility nearly \$300,000. It was so bad that the facility had to



take the person to court and was awarded a judgment against the person. The beneficiary and their spouse could have lost everything if Medi-Cal eligibility was not obtained.

Fortunately, Lisa and her company came into the picture and worked very hard and succeeded. I could leave the story there but there are a couple of details that illustrate how Lisa went above and beyond the call of duty in this case. The beneficiary's spouse, like many family members did not understand the situation or the details and was not very helpful or cooperative. Lisa was able to build a rapport with the person and even visited the person's home to help physically gather the documents and data needed to complete the application and finalize the Medi-Cal eligibility.

Once this was achieved, the facility was able to bill for two years of uncollected funds and the beneficiary was able to save their home and resources needed for the spouse still living in the community. This was a great outcome for all involved.

As you can see I highly endorse Lisa and Medi-Cal Consulting Services team. If you are in the Long Term Care profession, you need to develop a relationship with Lisa and her team. Once you do, you will be glad you did. If you have additional questions about Lisa's work please feel free to call me at 714-323-5968.

A handwritten signature in cursive script that reads "Michael Lesnick".

Michael Lesnick
Axiom Healthcare Group

18627 Brookhurst St. #341 Fountain Valley, CA 92708
Voice: 714-594-5720
Cell 714-323-5968
Fax: 714-656-0535
Email - MikeL@AxiomHC.com