

# CURRICULUM VITAE

**Mary Ann Hodorowicz, BS, MBA, RD, LDN, CDE**  
**Registered, Licensed Dietitian and Certified Diabetes Educator**  
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**EDUCATION:** Masters of Business Administration (marketing focus), Loyola University, Chicago, IL. 1984  
American Dietetic Association Administrative Dietetic Internship, 1974  
New York State Department of Mental Hygiene, Poughkeepsie, New York  
Bachelor of Science, Nutrition, Dietetics and Food Service Management, 1973  
University of Illinois, Champaign-Urbana, IL.

## PROFESSIONAL EXPERIENCE:

### CURRENT:

#### **MARY ANN HODOROWICZ CONSULTING, LLC**

***Nutrition, Diabetes Education, Health Promotion and Insurance Reimbursement***

#### **Author, Speaker, Consultant and Coach in:**

- Medical Nutrition Therapy (MNT) in Disease States
- Diabetes Self-Management Education (DSME)
- Nutrition Education
- Health and Wellness Programs
- Medicare and Private Payer Reimbursement for DSME and MNT for Professionals
- Diabetes Prevention
- Health Promotion
- Weight Management



#### **Consultant in MNT, DSME and Weight Management Program Development**

Operations, financial management, curriculum and forms, marketing, outcomes management, quality management, compliance to clinical standards, staff training, insurance (Medicare and private payer) reimbursement and obtaining DSME program recognition from the American Diabetes Association.

### Partial Contract List:

- PESI, Inc. (provider of all-day CEU workshops for healthcare professionals), Content Developer and Speaker, *Comprehensive MNT for Controlling the ABCs of Diabetes: A1C, Blood Pressure and Cholesterol*, 2008 and ongoing
- Elkhart General Hospital, Indiana, Consultant, 2007 to present
  - Redesigning inpatient and outpatient DSME Program
  - Developing outpatient Medicare diabetes MNT Program
  - Developing DSME and MNT training curriculum for inpatient nursing and dietitian staff
  - Revising billing systems and operations to increase Medicare and private payer reimbursement for DSME and MNT
- Present e-Learning Systems, Inc., (Internet-based clinical conferences for diabetes professionals), 2008; developed 2 PowerPoint™ presentations (Medicare reimbursement for diabetes self-management education and medical nutrition therapy) for professional CME and CEU accreditation
  - To access, go to: **[www.presentdiabetes.com](http://www.presentdiabetes.com)**
    - Click on Nutrition, then click on Lecture Hall, and then scroll down to "Diabetes Self Management - How to Increase Your Reimbursement Success"
- Professional Education Services Group, Inc., Content Developer and Speaker on variety of subjects, including reimbursement, motivational interviewing and patient empowerment, 2007 to present

- Fayette County Memorial Hospital, Ohio, Consultant, MNT/DSME Program development and reimbursement, 2007
- Albertsons/Osco/Savon Pharmacies, Speaker on Diabetes Self-Management, 2005 to present
- Barrington Orthopedic Group, IL, Consultant, MNT/DSME Program development and reimbursement, present
- The Dunn Group, Inc., (marketing research company), Consultant, 2007 to present
- Novartis/Nestle Nutrition, Inc., Corporate Consultant, 2006, 2007 to present
- Medgraph, Inc., Consultant, 2007 to present
- Walgreens, Inc, Consultant, 2007 to present
- Hamilton Nutrition, LLC, St. Louis, MO, Consultant, 2007 to present
- American Assoc. of Diabetes Educators, Content Developer of Professional Resources, '05 - 2008
- CVPH Medical Center, Plattsburgh, New York, Consulting on MNT and DSME Programs, 2007
- Phoenix Indian Medical Center, Phoenix, Arizona: Consulting on MNT and DSME Program Development (including Nutrition Care Process), Obtaining Medicare and Private Payer Reimbursement and Step by Step Guide for Dietitians on Making a Nutrition Diagnosis, 2006
- St. Agnes Medical Center, Fresno, California: Consulting on MNT and DSME Program Development (including Nutrition Care Process), Obtaining Medicare and Private Payer Reimbursement, Increasing Referrals and Attendance and Enhancing Program Efficiency, Viability and Quality, 2006
- Coaching numerous RDs in U.S. on establishing/enhancing their private practices, 2004 – current
- Consulting on DSME and MNT Insurance Reimbursement:
  - Centennial Medical Center, Nashville, Tennessee, 2006
  - Mt Sinai Hospital, New York, NY, 2005
  - Wentworth-Dover Hospital, Dover, New Hampshire, 2004
  - ARAMARK, Inc., 2003
  - ServiceMaster, Inc., 2002, 2001
  - Gambro Renal Healthcare, Inc., 2002
  - DaVita Renal Healthcare, Inc. 2002
  - Ingalls Hospital, Harvey, IL. 2002
  - University of Chicago Hospital and Clinics, 2000
- National Kidney Foundation of Illinois, Train the Trainer Program, *Control Your Diabetes for Life* ©, '0
- Mecklenburg County, North Carolina: Train the Trainer Workshop for Dietitians in MNT Research Project on *American Dietetic Association's "MNT Evidence-Based Guides To Practice"* for diabetes and cardiovascular MNT and on "*Control Your Diabetes for Life* ©" (self-authored 10 hour DSME program), 2003 – 2004
- Train the Trainer Workshop: *Control Your Diabetes for Life* ©:
  - Westlake Hospital, Melrose Park, IL, 2002
  - Deaconess Hospital, Oklahoma City, OK, 2002
- Ingalls Hospital, Harvey, IL.: Train the Trainer Workshop: *American Dietetic Association's "MNT Evidence-Based Guides To Practice"* for diabetes and cardiovascular MNT, 2002
- St. Xavier University, Chicago, IL.: Instructor, Low Fat *Lifestyle* Weight Loss Program © (7 sessions), 1997, '98, '99

## Professional Speaker:

### Presentations and/or workshops:

***Bold, italic font = presentation on Medicare and private payer reimbursement for MNT, DSME, diabetes supplies, glucometers, insulin pumps and continuous blood glucose monitoring***

- Illinois Dept. of Human Services and National Kidney Foundation of Illinois, satellite teleconference for health educators (CDEs, RDs, RNs, social workers, case managers, etc.) titled “*Risk and Prevention: Diabetes and Kidney Disease*”; taped Feb. 26, '08 in Springfield, Illinois and airs March 4, '08
- Illinois Regional Annual Meeting of American Dietetic Assoc Dietetic Internships, Hines, Illinois, Jan., 2008. *How to Write a Business Plan for a Nutrition Private Practice or MNT Program; Budget Preparation; Proposal Writing to Get the Gig and Medicare Reimbursement for MNT and DSMT*
- *Critical Connections to Advance Your Career and Your Profession: Performance, Advocacy, Competency and Expertise Sharing*, West Suburban Dietetic Association of Illinois, Jan., 2008
- *Nutrition Diagnosis: Second Step in Nutrition Care Process*, South Suburban Dietetic Association of Illinois, Jan., 2008
- *Empowering and Motivating Your Patients Toward Positive Behavior Change!*, Nov, 2008, New York Association of Diabetes Educators (invitation to speak by Professional Education Services Group, Inc.), Depew, NY
- **9 Newest Medicare Provisions Impacting Diabetes and Renal MNT and DSME Referrals, Utilization and Reimbursement**, Maine Association of Diabetes Educators, October, 2007
- *Empowering and Motivating Your Patients Toward Positive Behavior Change!* Intermountain Health Care Nutrition Update for Dietitians, Salt Lake City, Utah, October, 2007
- **9 Newest Medicare Provisions Impacting MNT and DSME Referrals, Utilization and Reimbursement**, Annual Meeting of American Association of Diabetes Educators, 2007
- *Empowering and Motivating Your Patients Toward Positive Behavior Change!*, Sept., 2007, Annual Pharmacists Conference of The Kroger Company (invitation to speak by Professional Education Services Group, Inc.), Milford, Michigan
- *Novel Ideas for Patient Education: Easy-to-Use ACRONYMS and Simple VISUALS To Make Learning Fun and Teaching Easy*, Annual Meeting of American Association of Diabetes Educators, 2007, St. Louis, MO
- *Marketing Plan for Private Practice Dietitians*, Teleconference of Nutrition Entrepreneurs Dietetic Practice Group of the American Dietetic Association, 2007
- *Finally! A Super Easy, Step-By-Step Guide for Making a Nutrition Diagnosis and Using the Nutrition Care Process*, Clinical Nutrition Managers Conference (Practice Group of American Dietetic Assoc.), 2007, Florida
- *T.A.P. into Person and Professional Potential: A 15 Point Make-Over of Your Traits, Attitudes and Practices Leading to Extraordinary Success*, Clinical Nutrition Managers Conference (Practice Group of American Dietetic Assoc.), 2007, Florida
- Illinois Regional Annual Meeting of American Dietetic Assoc Dietetic Internships, 2007, Illinois *Dietitian's Business Plan for Developing MNT Program, Simplifying and Summarizing MNT Evidence Based Guides for Practice and New Medicare Venues Increasing Utilization of MNT*
- Diabetes Prevention Community Events, Palos Health & Fitness Center, Palos Park, IL., 2006
- *Kids Living Well on Dialysis--Parent Seminar*, National Kidney Foundation of Illinois, 2006
- **Clinical Nutrition Managers Conference (Practice Group of American Dietetic Assoc.), 2006**
- **Annual Meeting of California Dietetic Association**, plus: Simplifying and Summarizing ADA's Evidence-Based Guides for Practice + New Medicare Venues Impacting MNT, 2006
- Diabetes Education Events, Lifescan Company (Johnson & Johnson, Inc.), 2005 – 2006
- *Heart Healthy Eating*, Community Program, Palos Community Hospital, Palos Hts, IL., 2006
- *Diabetes 2005 Update* Physician Program, Palos Community Hospital, Palos Hts, IL, 2005
- *Living Well with Diabetes*, Community Program, Palos Community Hospital, Palos Hts, IL., 2005
- *Kids and Osteodystrophy*, Patient Seminar, National Kidney Foundation of Illinois, 2005
- *Managing Kidney Disease*, National Kidney Foundation of Illinois (speaker for video shown regularly to consumers in NKF's new 'Kidney Mobile' that travels across U.S.), 2005
- **Webinar, American Society of Healthcare Food Service Administrators, 2005**

- ***Illinois Regional Annual Meeting of American Dietetic Assoc Dietetic Internships, 2005, Illinois***  
MNT/DSME Reimbursement, Nutrition Care Process, MNT Evidence-Based Guides for Practice, and Business Plan for MNT Program
- ***Reimbursement for Diabetes Education & Supplies, Roche Diagnostics, 2004 – 2005, Illinois***
- Annual Food and Nutrition Conference and Exhibition, American Dietetic Association, 2004:  
*Using the Nutrition Care Process and Developing a MNT Outcomes Management System: It's Easier & More Essential than You Think!*
- Annual Renal Professional Conference, National Kidney Foundation of Illinois, 2004:  
*Patient Empowerment and How to Enhance Effectiveness and Efficiency of Chronic Care Teams*
- *Living Well on Dialysis--Patient Seminar, National Kidney Foundation of Illinois, 2004*
- ***Annual Meeting of American Society of Healthcare Food Service Administrators, 2004***
- *Primary Biliary Cirrhosis--Patient Program, American Liver Foundation, 2004, Illinois*
- ***Clinical Nutrition Managers Conference (Practice Group of American Dietetic Assoc.), 2004***
- ***Annual Meeting of Arkansas Dietetic Association, 2004***
- *Living Well with Kidney Disease--Transplant Patient Seminar, National Kidney Foundation of IL, 2004*
- *Living Well on Dialysis--Patient Seminar, National Kidney Foundation of Illinois, 2004*
- ***Illinois Regional Annual Meeting of American Dietetic Assoc Dietetic Internships, 2004***  
MNT/DSME Reimbursement, Nutrition Care Process, MNT Evidence-Based Guides for Practice, and Business Plan for MNT Program
- Regional Rally, TOPS of Illinois (Take Off Pounds Sensibly ®), 2004
- ***Professional Educational Event sponsored by Novo-Nordisk Pharmaceuticals, Inc., 2004***
- ***Annual Meeting of Florida Dietetic Association, 2003***
- ***Professional Educational Event sponsored by Roche Diagnostics, Inc., 2003***
- Seminar for Community People with Diabetes, National Kidney Foundation of Illinois, 2003
- ***Illinois Regional Annual Meeting of American Dietetic Assoc Dietetic Internships, 2003***  
MNT/DSME Reimbursement, Nutrition Care Process, MNT Evidence-Based Guides for Practice, and Business Plan for MNT Program
- ***Northeastern Chapter Regional Meeting of American Assoc of Diabetes Educators, 2003***
- ***Regional Meeting of American Diabetes Association, 2003***
- TOPS (Take Off Pounds Sensibly ®) Regional Rally, Illinois, 2002
- ***Annual Meeting of Alabama Dietetic Association, 2002***
- Save Our Seniors MNT Outcome Study, Dept. of Social Services, Senior Nutrition Program, Charlotte, North Carolina, 2002
- ***Annual Meeting of American Association of Diabetes Educators, 2002***
- ***Annual Meeting of American Society of Healthcare Food Service Administrators, 2002***
- ***Annual Meeting of Kansas Dietetic Association, 2002***
- ***Annual Meeting of South Dakota Dietetic Association, 2002***
- ***Annual Meeting of Georgia Dietetic Association, 2002***
- ***Annual Meeting of Indiana Dietetic Association, 2002***
- ***Annual Meeting of Nebraska Dietetic Association, 2002***
- ***Annual Meeting of Alabama Dietetic Association, 2002***
- ***Annual Meeting of Illinois Regional American Dietetic Assoc Dietetic Internships, 2002***
- ***Annual Meeting of Greater Cincinnati Dietetic Association, Cincinnati, Ohio, 2002***
- ***Annual Meeting of American Dietetic Assoc Food & Nutrition Conference & Exhibition, 2001***
- ***Annual Meeting of Kentucky Dietetic Association, 2001***
- ***Regional Dietitians' Nutrition Forums (x3), ServiceMaster, Inc., AZ, FL, IL, 2001***
- ***Annual Meeting of New Mexico Dietetic Association, 2001***
- ***Annual Meeting of Michigan Dietetic Association, 2001***

- *Annual Meeting of Kansas Dietetic Association, 2001*
- *Annual Meeting of American Society of Healthcare Food Service Administrators, 2001*
- *Audio Internet Educational Conference on Outpatient MNT Reimbursement, American Society of Healthcare Food Service Administrators, 2001*
- *Annual Nutrition Forum, University of Medicine and Dentistry of New Jersey, 2001*
- *Annual Reimbursement Workshop of American Dietetic Association, 2001*
- *Annual Meeting of University Health Systems Consortium, Nutrition Practice Group, 2000*
- *Annual Meeting of Illinois Dietetic Association, 1999, 2000, 2001*
- *Government Affairs Workshops, Illinois Dietetic Association, 1998, 1999, 2000*
- *Continuing Education Meeting, Illinois South Suburban Dietetic Association, 1999*
- Healthy Nutrition, Medicare + Choice Enrollees, Advocate Health Care, Chicago, IL
- Healthy Nutrition, American Society on Aging, Local Illinois Chapter
- Senior Talks on Nutrition, Senior Health Care Centers, Bridgeview, IL, 1999 - 2000
- Senior Meetings, Healthy Nutrition, Local Recreation Departments

**Author:**

- 1) Patient Education Slick on Meal Replacements for People with Diabetes, Novartis Nutrition
- 2) Administration on Aging in U.S. Department of Health and Human Services, 2006: 'How To' Manual for Providing Medicare MNT and Therapeutic Diet Meals to Homebound Seniors in Federally-Sponsored Elderly Nutrition Programs (Per SOS Nutrition Demonstration Project in Mecklenburg County, North Carolina, 2005 – 2006)
- 2) *Topics in Clinical Nutrition Journal: Medical Nutrition Therapy Reimbursement Update: 2006*
- 3) Select modules for AADE's online "*Reimbursement Guide for Diabetes Educators*", 2006, 2007
- 4) *Today's Dietitian Magazine: several articles in 2005 – 2007*
- 5) *Journal of Clinical Nutrition: Article on successfully obtaining Medicare and private payer reimbursement for DSME and MNT, 2006*
- 6) American Dietetic Association, Illinois Dietetic Association and ADA Dietetic Practice Groups: several articles for their newsletters and websites, 2004 – 2006
- 7) *A Quick Guide to Medicare MNT and DSME: published by AADE, 2004*

**Editorial and Advisory Boards:**

- 1) Appointed to University of Illinois' External Advisory Board for:
  - Dept. of Food Science and Human Nutrition, 2006 – '09
  - Dept. of Dietetics in the College of Agriculture, Consumer and Environmental Sciences, 2006 – '09
- 2) Appointed to Editorial Board of "*AADE in Practice*", newsletter publication for AADE members, 2007

**Writer, Self-Publisher:**

- 1) *Money Matters in Medical Nutrition Therapy and Diabetes Self-Management Education: Increasing Reimbursement Success in All Practice Settings, The Complete Guide* © 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> ed.(original '99)
- 2) *EZ Forms for the Busy RD* © (CD rom and diskette), 2003
- 3) *Establishing a Successful Outpatient MNT Clinic in Any Practice Setting, The Complete Guide* © 1<sup>st</sup>, 2<sup>nd</sup> editions (original copyright, 1999)
- 4) *Control Your Diabetes for Life* ©, 10 hr comprehensive diabetes self-management education (DSME) program for people with diabetes, and two day (10 hour) DSMT train-the-trainer workshop on same
- 5) Low Fat Lifestyle Weight Loss Program © (7 sessions)
- 6) Short-Term, Cost-Savings MNT Outcomes Collection Project, by Illinois Dietetic Association's Reimbursement Committee
- 7) Designer of the "Complete Private Practice Tool Kit" for the 'Nutrition Entrepreneurs' Dietetic Practice Group of the American Dietetic Association
- 8) Your Step-By-Step Guide for Establishing a Hospital-Based Outpatient MNT Clinic
- 9) Heart Healthy Eating and Lifestyle Plan
- 10) Just for Women: 5 Star Healthy Eating Plan
- 11) Nutrition and Aging: Take Care of Yourself, The Best is Yet to Come

## 12) Healthy Nutrition for the Alzheimer's Patient—A Caregiver's Guide

### PREVIOUS SALARIED EMPLOYMENT (Non-Consultant):

#### **Certified Diabetes Educator and Nutrition Therapist: November, 2005 – March, 2008 (0.5 FTE)**

Outpatient Diabetes Education Program and Nutrition Clinic, Palos Community Hospital, Palos Heights, IL

- Educate patients in American Diabetes Association recognized Diabetes Self-Management Education Program
- Furnish Medical Nutrition Therapy to patients referred by physicians (am also Medicare provider for MNT)
- Educate patients in multi-session weight management program and lipid diet counseling program
- Give presentations to staff physicians and community on diabetes and MNT for various disease states

#### **Certified Diabetes Educator: January, 2003 – November, 2005 (0.5 FTE)**

Diabetes Center, Little Company of Mary Hospital and Health Care Centers, Evergreen Park, IL.

- In 2002, appointed to President-chartered Committee to design new **Diabetes Center**, impetus for which was the successful ten hour Diabetes Self-Management Education Program I developed and taught for three years prior. Diabetes Center opened January, 2003. In first year, my achievements were:
  - Obtained American Diabetes Association Education Program Recognition of DSME program (Medicare reimbursement requirement)
  - Developed group and individual Medicare MNT program, protocols of which are compliant to American Dietetic Association's "*MNT Evidence-Based Guides for Practice for Diabetes*" (Medicare reimbursement requirement)
    - Collaborated with IT Dept. to develop customized software for data collection and analysis
    - Wrote policies and procedures
  - Created all clinical, educational and billing forms
    - Developed marketing materials with Public Relations and Marketing Dept.
    - Developed charge description master with Finance Dept., billing procedures and reimbursement report

Positions at Little Company of Mary Hospital and Health Care Centers, Evergreen Park, IL.

#### Manager and Nutrition Therapist, Outpatient Medical Nutrition Therapy Clinic, April, 1987 – December, 2002 (0.5 FTE)

- As a 0.5 FTE, designed new **MNT Clinic** in Food and Nutrition Services Dept.; developed and taught:
  - Diabetes Self-Management Education Program (ten hours, individual and group)
  - Diabetes, Renal and Cardiovascular MNT programs (multiple sessions, individual and group)
  - Weight Management - Behavior Modification Program (seven sessions, individual and group)
- Collaborated with IT Dept. to develop customized software for data collection and analysis
- Worked with Finance Department to establish systems for successful insurance reimbursement:
  - Average annual insurance revenue: \$30,000 (0.5 FTE). Over 90% of MNT third party claims paid by end of second year of operations (60-75% reimbursement rate on individual claims)
- Worked with Marketing Dept. on creation of MNT Clinic's marketing plan
- Collaborated with medical staff (referral source) on clinical and medical issues for MNT Clinic

#### Assistant Food and Nutrition Services Director, 1984-1987 (Full-Time)

- Responsible for 5 kitchen supervisors and 2 department secretaries
- Responsible for inpatient food service operations, which included employee supervision, scheduling, tray line, budgeting, sanitation, employee inservice education and management information systems.

#### Chief Clinical Dietitian, 1977-1984 (Full-Time)

- Supervised approximately 10 registered dietitians and 22 dietitian assistants each year
- Responsible for comprehensive nutrition therapy and nutrition counseling of 400 inpatients, according to protocols by the American Dietetic Association and Joint Commission of Accreditation of Hospitals
- Converted all manual diet office operations to customized electronic system in conjunction with IT Dept.
- Responsible for inpatient menu development; converted paper menu system to electronic

- Designed and completed Cost-Benefit Study of Step I American Heart Association Diet Provided by Registered Dietitians at Little Company of Mary Hospital and Health Care Centers
  - Required excellent skill in: personnel supervision; written and oral communication with employees, medical staff and hospital administration; policy and procedure development; management information technology; intra-department work/systems flow between food service and clinical nutrition staff

American Dietetic Association Dietetic Traineeship Director and Education Dietitian, 1976-1980 (Full-Time)

- Responsible for trainee application and selection process; program curriculum, testing and quarterly trainee evaluations; budget; trainee rotation in divisions of Food and Nutrition Services Dept.; and American Dietetic Association program certification compliance. Two trainees/each 12 month program; 4 programs completed.

**PRIOR TO LITTLE COMPANY OF MARY HOSPITAL:**

Inpatient Clinical Dietitian, Gottlieb Hospital, Melrose Park, Il. ARA Food Service Company, 1974-1976 (Full-Time)

**PROFESSIONAL MEMBERSHIPS, POSITIONS and HONORS:**

- American Dietetic Association (ADA)
- Appointed by President of ADA to:
  - Legislative and Public Policy Committee, 3 year term (2007-2009)
  - Medical Nutrition Therapy Coding and Coverage Committee, 3 year term (2007-2009)
- Appointed into "Cambridge Who's Who Among Executives and Professionals", 2007
- Illinois Dietetic Association (IDA) and Reimbursement Chair, 2002 - 2007
- Clinical Nutrition Managers (CNM), Dietetic Practice Group, ADA and Reimbursement Coordinator, 2006 - 2007
- Nutrition Entrepreneurs (NE), Dietetic Practice Group, ADA and Reimbursement Chair, 2001 - 2007
- Diabetes Care and Education (DCE), Dietetic Practice Group, American Dietetic Association
- Dietitians in Business and Communications, Dietetic Practice Group, American Dietetic Association
- American Association of Diabetes Educators
- American Diabetes Association
- Wellness Council of America

**TASK FORCE MEMBERSHIPS:**

- Development of universal referral form for MNT/DSME (members of American Dietetic Association, American Diabetes Association and American Association of Diabetes Educators), 2004 – '05
- Save Our Seniors MNT Diabetes and Hypercholesterolemia Research Study (Dept. of Social Services, Senior Nutrition Program, Charlotte, North Carolina), 2004
- Medicare MNT Instructional Document Project (members of American Dietetic Association, American Diabetes Association and American Association of Diabetes Educators), 2001
- Medicare MNT Task Force of American Dietetic Association, 1999 - 2001