

More Cutting-Edge Seminars

NEW! EMPLOYED PHYSICIAN NETWORK (EPN) MANAGEMENT

Learn how to employ, contract & compensate your physicians in this executive management program. Find out how to develop or strengthen your hospital's Employed Physician Network from the C-Suite/Executive Director's perspective.

2-Day Course—14.0 CME

Feb. 23-24, 2009 Las Vegas, NV
April 20-21, 2009 San Francisco, CA
Sept. 21-22, 2009 Chicago, IL
Nov. 9-10, 2009 Las Vegas, NV

Agenda

- Developing a Long-term Perspective and Action Plan For Your Networks Rather Than Facing the Day-to-Day Challenges of Practice Operations
- Developing Your EPN's Structure, Strategies, Goals and Governance
- Department of the Hospital or separate LLC
- Provider vs. Non-Provider Based Billing
- Primary Care, Specialists and Surgeons
- Evolving Hospital/Physician Relationships
- Joint Commission and Other Accreditations
- Physician Productivity and Compensation Work Session
- Emerging Models and Physician Goals in the New Era
- P4P—Pay For Performance's Impact; PQRI Initiatives
- Call Coverage, Service Line Management and Medical Directorship
- FMV Reviews
- Conducting a Thorough Due Diligence/Valuation Analysis
- Where has all the Goodwill Gone?
- Financial and Operational Performance Repercussions on Value
- Compensation's Impact the Numbers
- Multiple Methodologies to Complete
- Negotiating Characteristics
- Information Technology Considerations
- A "Career Defining" Decision
- Performance Based Contracting – averting risk
- Stark Donations for EHRs
- Community Health Records (CHRs)
- Physician Readiness
- True Revenue Cycle Management for the EPN
- Coding Reviews, Documentation Analysis
- Billing Procedures, Collection Protocols
- Centralized vs. Individual Practice Billings
- Financially Preparing for a New Practice Startup
- Pro Forma Development

Growing Volume and Preparing to Break even • Benchmarking EPN Performance • Ramping up to Support Compensation • Regulatory/Legal Trends in Employment • Contractual Issues; Stark's Impact • Defining Fair Market Value • Ancillary Service Considerations...and much more!

PHYSICIAN RECRUITMENT LEGAL ISSUES, CONTRACTS AND POLICIES

With recent court decisions and new laws, it's time to revisit the rules—and your assumptions—about the legal aspects of recruiting medical staff. All you need to know is right here.

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- Physician Recruitment Legal Challenges and Opportunities
- Stark Law Recruitment Exceptions
- What is Your Risk Tolerance
- Anti-Kickback Statute
- Retention Incentives
- Physician Recruitment Contracts—Thorough, Legal and Fair
- Physician Duties and Obligations
- Ownership of Medical Records
- Immigration and Physician Recruitment Workshop
- Understanding the New Regulations So We Can Effectively Pursue International Providers
- Physician Recruitment Policies
- Practice Start-Up Activities and Loan Policies
- Pay-Off of Physician Medical School Loans
- Determination of Whether the Physician is Contracted or An Employee
- Purchase of Liability Coverage
- Financial Analysis: Evaluating if Recruiting a Physician is Financially Feasible
- Calculating Payor Mix, Overhead, Fixed and Variable Costs
- Tax Implications
- Physician Retention: Developing Your Own 3-Year Plan
- See What Research Has Shown On Why Doctors Leave
- Creating a Plan for Each Physician and Assign the Personnel, Budget and Responsible Management to Make it Happen...and much more!

NEW! ADVANCED PHYSICIAN RETENTION/RELATIONS

This program is designed to help hospitals/health systems with existing physician relations programs to move to the next level of needed activities, communications and results.

2-Day Course—14.0 CME

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Agenda

With the shortage of physicians, retaining current physicians from revenue and quality of care standpoints, and capitalizing on competitive opportunities

- Clarifying administrative goals and objectives for the program
- Self development to excel
- Helping staff "buy-in" to the concept of service
- Creating a physician loyalty/productivity matrix
- Customizing measurement and tracking tools for your organization
- Working with the physician recruitment team
- Coordinating/communicating with service line sales teams
- Becoming a revenue generating department vs. a cost center
- Defining physician alignment strategies
- Working with hospital employed physicians
- Helping new physicians to hit the ground running
- It's not just about money...and much more!

EXECUTIVE ACADEMY FOR PRACTICE ADMINISTRATORS

Master the business of medicine in this advanced training program. Even if you've run a practice for years, you'll discover the latest ideas and trends.

5-Day Interactive Course—32.0 CME

Feb. 23-27, 2009 Las Vegas, NV
April 20-24, 2009 San Francisco, CA
Sept. 21-25, 2009 Chicago, IL
Nov. 9-13, 2009 Las Vegas, NV

Get details at www.ePracticeManagement.org

PHYSICIAN COMPENSATION & PRODUCTIVITY

You'll leave this seminar knowing what will work best in your practice regarding medical staff salaries, bonuses, benefits, retirement and profits.

2-Day Course—14.0 CME

Sept. 24-25, 2009 Chicago, IL

Get details at www.ePracticeManagement.org

PRACTICE MANAGEMENT BOOT CAMP

Learn to gain control of your practice and reduce risk in this powerful fast-track program. The ready-to-use Operations Checklist gives you a valuable new perspective on your job.

2-Day Crash Course—14.0 CME

Jan. 22-23, 2009 Miami, FL
Feb. 2-3, 2009 San Antonio, TX
March 19-20, 2009 Cincinnati, OH
April 6-7, 2009 Clearwater, FL
May 7-8, 2009 Las Vegas, NV
June 8-9, 2009 San Diego, CA
July 16-17, 2009 Baltimore, MD
Aug. 13-14, 2009 Lexington, KY
Sept. 10-11, 2009 Atlanta, GA
Oct. 15-16, 2009 Phoenix, AZ
Nov. 2-3, 2009 Nashville, TN
Dec. 3-4, 2009 Tampa, FL
Dec. 10-11, 2009 Chicago, IL

Get details at www.ePracticeManagement.org

PRACTICE MANAGEMENT INTENSIVE TRAINING and CAPPM Certification

Learn most efficient and effective ways to grow a profitable practice while delivering high-level patient care. This program is surprisingly comprehensive.

5-Day Intensive Course—32.0 CME

Feb. 23-27, 2009 Las Vegas, NV
April 20-24, 2009 San Francisco, CA
June 22-26, 2009 Philadelphia, PA
Sept. 21-25, 2009 Chicago, IL
Nov. 9-13, 2009 Las Vegas, NV

Get details at www.ePracticeManagement.org