

AGA PRACTICE SKILLS WORKSHOP: PATHWAYS TO SUCCESS

An Add-On Session to the AGA Clinical Congress — Sunday, Jan. 17, 2010

Exclusively for trainees and young GIs

The Practice Skills Workshop is a one-day course that addresses the needs of trainees and young gastroenterologists. The course focuses on practice skills related to building GI careers, whether in academic or private practice. The workshop brings together content that covers reimbursement strategies, practice options, evaluating and negotiating job opportunities, and compliance issues.

Program

- 6:30–7:30 a.m. **Continental Breakfast**
- 7:30–7:40 a.m. **Introduction, Goals and Objectives**
John I. Allen, MD, MBA, AGAF and Joel V. Brill, MD, AGAF
- 7:40–8:40 a.m. **Practice Options: Where Should I Go???**
Lawrence R. Kosinski, MD, AGAF; Nicholas J. Shaheen, MD, MPH, AGAF; Kimberly M. Persley, MD; Rahul S. Nayak, MD, MBA
- 1) Academic Practice
 - Life in Academics
 - Is Research a Viable Option?
 - Do I Need More Specialized Training?
 - 2) Private Practice – Evaluating Your Choices
 - Hospital-based Practice: Employed + Affiliated
 - Multi-specialty Practice
 - GI Solo/Small Practice
 - 3) The Mega Practices – Benefits and Fears
- 8:40–9:45 a.m. **Evaluating a Job**
Kimberly M. Persley, MD; Lawrence R. Kosinski, MD, AGAF; Rahul S. Nayak, MD, MBA; Nicholas J. Shaheen, MD, MPH, AGAF
- 1) How to Interview a Practice and Understand Their Offer
 - 2) Analyzing a Practice – Future Potential
 - Geographics/Demographics
 - Service Area
 - Payer Mix
 - Competition
 - Future Growth
 - Governance
 - Single Owner
 - Corporate Model
 - Routes to Partnership
 - 3) Ancillary Revenue Streams – Why is this Important?
 - Does it have an ASC?
 - How is Anesthesia Managed?
 - Pathology
 - Clinical Research
 - Infusion Services
 - Imaging
- 9:45–10:15 a.m. **Panel Discussion and Interviewing Techniques**
Kimberly M. Persley, MD; Lawrence R. Kosinski, MD, AGAF; Rahul S. Nayak, MD, MBA
- 10:15–10:30 a.m. **Break**

Registration Information

- Trainees** Free with clinical congress registration.
- Young GIs** Add this to your clinical congress registration for \$115 (by Dec. 18); \$140 (after Dec. 18 and onsite).

Course Directors

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Program continued

10:30–11 a.m. **Interpreting and Negotiating Employment and Compensation Contracts**
Craig J. Bakken, CMPE, CEO

- 1) Terms and Conditions of Employment
- 2) Restrictive Covenants
- 3) Termination Provisions
- 4) Illness and Disability
- 5) Becoming a Partner
- 6) When Should You Consult a Lawyer?

11–11:45 a.m. **Compliance and Keeping Out of Trouble**
Joel V. Brill, MD, AGAF

- 1) Documentation and Billing
- 2) Most Common Coding Errors in GI
- 3) Audits (RAC, CERT, Insurers)
- 4) Stark and Physician Self-referral
- 5) Anti-kickback
- 6) Healthcare Fraud
- 7) Medical Directorships

11:45 a.m.–12:30 p.m. **Lunch**

12:30–1 p.m. **Details, Details, Details**
Craig J. Bakken, CMPE, CEO

- 1) Becoming a Medicare Provider
- 2) Obtaining Licenses and Permits
- 3) Becoming an Insurance Network Provider
- 4) Hospitals and ASC Privileges
- 5) Becoming a Medicaid Provider
- 6) Using Social Media in the Practice

1–1:30 p.m. **Alphabet Soup of Healthcare**
Joel V. Brill, MD, AGAF

- 1) HMO/PPO/EPO
- 2) PHO/IPA
- 3) CMS/Payers
- 4) CPT/ICD
- 5) ACO
- 6) HIPAA
- 7) PQRI
- 8) Accreditation, Certification, Privileging
- 9) DHOR

1:30–2 p.m. **Healthcare Reform and You: The Future is Now**
John I. Allen, MD, MBA, AGAF

- 1) National Quality Initiatives and Payment Reform
- 2) Electronic Medical Records
- 3) Data Registries and Value-Based Purchasing
- 4) Physician Accountability

2–2:30 p.m. **Panel Discussion: Reflections on Transitioning into Practice**
*John I. Allen, MD, MBA, AGAF; Lawrence R. Kosinski, MD, AGAF;
Kimberly M. Persley, MD; Rahul S. Nayak, MD, MBA; Joel V. Brill, MD, AGAF*

2:30 p.m. **Adjourn**

