

# PRACTICE MANAGEMENT™ 2019

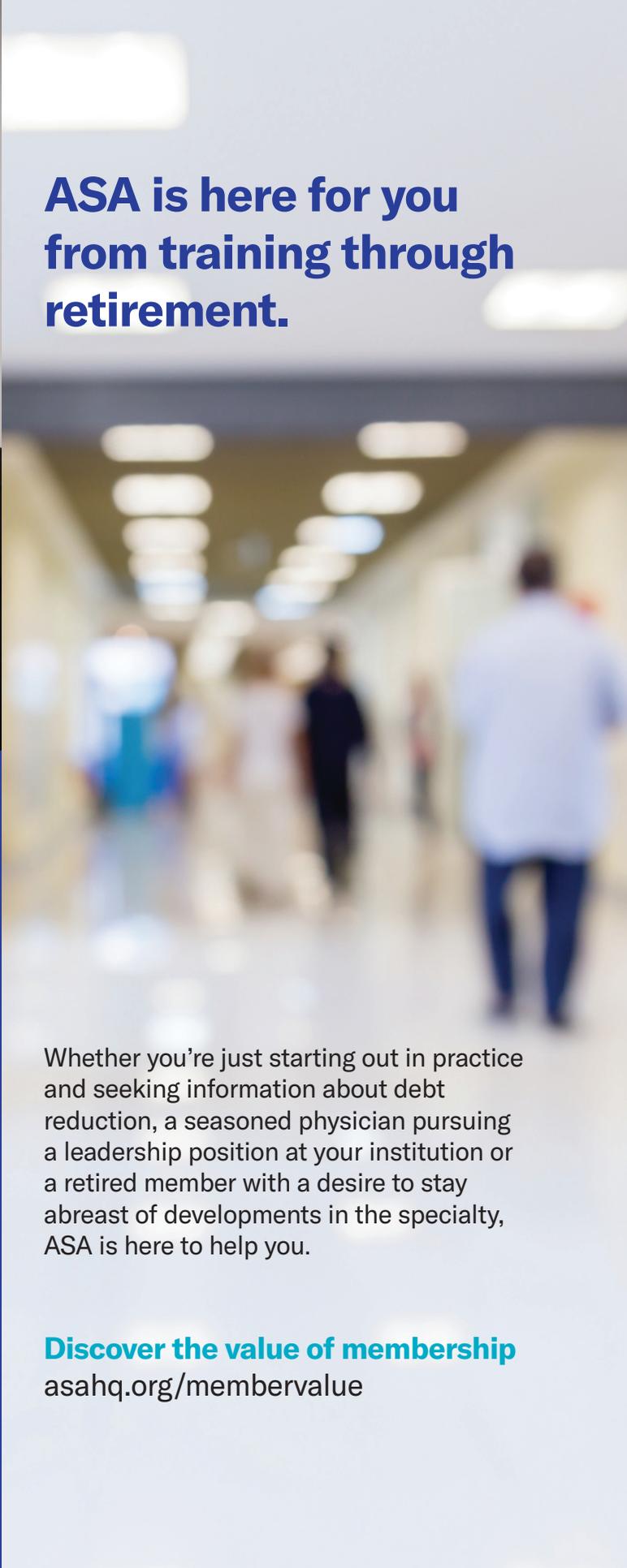
## MEETING & EXHIBIT GUIDE



American Society of  
**Anesthesiologists™**



## ASA is here for you from training through retirement.



“ASA membership has enabled me to present research and improve my public speaking skills. It has also allowed me to obtain valuable information about the important advancements in the area of anesthesiology and pain management.”

Teresa Kusper, D.O., M.B.S.  
Fellow/Resident

Whether you're just starting out in practice and seeking information about debt reduction, a seasoned physician pursuing a leadership position at your institution or a retired member with a desire to stay abreast of developments in the specialty, ASA is here to help you.

**Discover the value of membership**  
[asahq.org/membervalue](https://asahq.org/membervalue)



## Dear Friends,

Welcome to PRACTICE MANAGEMENT™ 2019! On behalf of the American Society of Anesthesiologists (ASA) and the ASA Committee on Practice Management, I'm excited to welcome you to Las Vegas for a weekend of exceptional learning and thoughtful discussion. You'll further your knowledge about practice management principles; meet face-to-face and network with physician anesthesiologists, practice administrators and quality directors to discuss current trends and challenges; and explore the latest cutting-edge products and technology.

During your time here, be sure to:

Hear from Wayne M. Sotile, Ph.D., about physician behavior and resilience for high performers as he delivers his keynote address, "Thriving Physicians - The Key to Resilient Medical Organizations."

Join your colleagues at the Welcome Reception in the Connection Center on Friday, January 18 from 5:30 – 7 p.m. and discover the latest products, solutions and services from exhibitors and Industry Supporters.

Learn from leaders in the specialty about topics relevant to the challenges you face at roundtable and panel discussions, which will be held throughout the weekend.

Dive into research in practice management by attending poster sessions from 9 a.m. – 3:30 p.m. on Friday and Saturday.

Attending these events and educational sessions will provide you with a well-rounded conference experience. At PRACTICE MANAGEMENT 2019: *Defining the Future*, you will learn where the specialty is headed and prepare for the future of anesthesia practice management. You'll explore current trends and leave Las Vegas with tools to assess operations and financial management at your practice as well as develop leadership and organizational skills. I'm confident you'll leave with an action plan reflecting changes you can make to optimize your practice.

I look forward to learning alongside you this weekend!

**Alexander S. Choi, M.D., M.P.H., FASA**  
Chair, ASA Committee on Practice Management



Join the conversation  
**#ASAPM19**

**Host Hotel**

Paris Las Vegas  
3655 S. Las Vegas Blvd., Las Vegas, NV 89109  
(702) 946-7000

**Registration**

*Paris Las Vegas, Convention Center, Paris Foyer*

Thursday, January 17	3 – 6 p.m.
Friday, January 18	6:30 a.m. – 6:30 p.m.
Saturday, January 19	6:30 a.m. – 5 p.m.

**Connection Center (Exhibit Hall)**

*Paris Las Vegas, Convention Center, Rivoli and Vendôme*

Friday, January 18	9 a.m. – 3:30 p.m. and 5:30 – 7 p.m.
Saturday, January 19	9 a.m. – 3:30 p.m.

**Educational Sessions**

*Paris Las Vegas, Convention Center*

Friday, January 18	7 a.m. – 5:30 p.m.
Saturday, January 19	7 a.m. – 5 p.m.
Sunday, January 20	7 – 11:30 a.m.

**Food & Beverage Services**

*Paris Las Vegas, Convention Center*

<b>Friday, January 18</b>	
Breakfast, Paris Foyer	6:30 – 7 a.m.
Refreshment Break, Connection Center	9 – 9:30 a.m.
Lunch, Connection Center	11:30 a.m. – 1 p.m.
Refreshment Break, Connection Center	3 – 3:30 p.m.
Welcome Reception, Connection Center	5:30 – 7 p.m.
<b>Saturday, January 19</b>	
Breakfast, Paris Foyer	6:30 – 7 a.m.
Refreshment Break, Connection Center	9 – 9:30 a.m.
Lunch, Connection Center	11:30 a.m. – 1 p.m.
Refreshment Break, Connection Center	3 – 3:30 p.m.
<b>Sunday, January 20</b>	
Breakfast, Paris Foyer	6:30 – 7 a.m.
Refreshment Break, Paris Foyer	9 – 9:30 a.m.

**Leadership Spokesperson Training Program**

*Paris Las Vegas, Convention Center, Loire*

Friday, January 18	9 – 11 a.m. and 1 – 3 p.m.
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**Poster Viewing**

*Paris Las Vegas, Convention Center, Rivoli and Vendôme*

Friday, January 18	9 a.m. – 3:30 p.m.
Saturday, January 19	9 a.m. – 3:30 p.m.

**Presenter Ready Room**

*Paris Las Vegas, Convention Center, Burgundy*

Thursday, January 17	3 – 6 p.m.
Friday, January 18	6:30 a.m. – 5 p.m.
Saturday, January 19	6:30 a.m. – 5 p.m.
Sunday, January 20	6:30 – 11 a.m.

**ASA Meetings**

<b>Thursday, January 17</b>		
Ad Hoc Committee on Small- to Medium-Sized Groups	10 a.m. – Noon	Chablis
Committee on Practice Management	1 – 5 p.m.	Loire
<b>Saturday, January 19</b>		
Committee on Large Group Practice	11:30 a.m. – 1 p.m.	Loire
Small- to Medium-Group Practices Focus Group	Noon – 1 p.m.	Chablis

## Admission Requirements

### BADGES REQUIRED

Admission to all activities will be granted by the conference badge only. All Friday Educational Sessions are stand-alone events and require a separate purchase from the Main Conference registration. The appropriate ribbon is required for access to each of these events.

### Ribbons

Members and individuals serving ASA and/or contributing to the conference receive ribbons recognizing their contribution and support. Ribbons can be obtained at Registration.

### Tickets

Attendees receive two drink tickets for the Welcome Reception. Refreshments offered in exhibitor booths during this reception do not require tickets. Attendees also receive two tickets for the Connection Center (Exhibit Hall) raffle prize drawing.



### ASA® My Meeting App

Visit [asahq.org/PMapp](http://asahq.org/PMapp) to download the ASA My Meeting app to gain access to critical meeting materials. Schedule meet-ups with other attendees; search and view exhibitors,

products and descriptions; and receive meeting notifications and real time alerts about must-see events.

## Educational Handouts/Slides

Handouts or slides for each presentation will be provided through the ASA Education Center just prior to the start of each session. Access them by visiting [education.asahq.org/totara](http://education.asahq.org/totara).

## Emergency Procedures

Remain calm when reporting an incident. Please dial "0" from any hotel phone or (702) 946-4911 from your personal phone. In the event of an emergency, the hotel alarms, both visual and audible, will sound. An announcement will follow stating that the alarm you are hearing is being investigated and to remain where you are and calm until further notice. This same announcement will repeat as the alarm is being investigated. If the alarm is resolved or false, the announcement will state that the alarm has been "investigated and resolved" and to return to your normal operations. In the event that there is credibility to the alarm, the announcement will state that the hotel is being evacuated and to proceed to the nearest emergency exit.

## Policy Statements

### Cell Phones and Other Devices

Please place your cell phones and other electronic devices in silent mode.

### Children at the Meeting

Children under 16 years of age, unless carried in a carrier or stroller, will not be allowed into sessions or the Connection Center (exhibit hall).

### Copyright

All of the proceedings of PRACTICE MANAGEMENT 2019, including poster presentations, are intended solely for the benefit of the attendees of the meeting. No statement or presentation is regarded as dedicated to the public domain. Any statement or presentation is to be regarded as limited publication only, and all property rights in the material presented, including common law copyright, are expressly reserved to the speaker or to ASA. Any sound reproduction, transcript or other use of the material presented to the conference without the permission of the speaker or ASA is prohibited to the full extent of common law copyright in such material.

### Disclaimer

Materials and information presented during PRACTICE MANAGEMENT 2019 represent the personal viewpoint of the individual presenter and do not represent the opinions, positions or viewpoints of ASA. By registering to attend the conference, participants acknowledge that they are voluntarily participating in the ASA-sponsored medical educational program and waive any right to make any claim, including any claim for injury or damages, against ASA for reliance on materials or information presented during the conference. ASA does not assume any responsibility for any expenses incurred by participants without prior written authorization from ASA.

### Photography/Videotaping

No photography, videotaping or audio recording is permitted in sessions, other than those taken by the official meeting photographers. By attending or participating in ASA meetings and other activities, you acknowledge that photographs and audio/video recordings may be taken. You grant permission to ASA and other third parties to distribute, publish and utilize such images and recordings of you (both now and in the future) in any medium.

**PRACTICE MANAGEMENT OnDemand***Paris Las Vegas, Convention Center, Paris Foyer*

Purchase the OnDemand product at the sales counter to revisit all the presentations you attended during this year's meeting or participate in the sessions you missed. Easily claim credit on your computer, tablet or smartphone.

**Session Polling**

**NEW!** During select sessions, attendees will have the opportunity to ask questions and respond to live polls through our new audience response system. Download the ASA My Meeting app and click on the "Session Polling" icon.

**Wi-Fi**

ASA is offering complimentary Wi-Fi throughout all common areas, meeting rooms and within the Connection Center (exhibit hall).

**The Wi-Fi network name (SSID) is: PM19**

**The Wi-Fi network password is: #ASAPM19**

*Note: The password is case sensitive.*

Thank you to ASA's Committee on Practice Management for their contribution and dedication to another successful conference!

Alexander S. Choi, M.D., M.P.H., FASA, Chair

Lillian Kanai, M.D., M.B.A., FASA, Vice-Chair

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Stephen P. Long, M.D.

Aman Mahajan, M.D., Ph.D.

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James R. Mesrobian, M.D., FASA

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Sam L. Page, M.D., FASA

Brian M. Parker, M.D.

Mary Dale Peterson, M.D., M.H.A., FASA

Phillip Richardson, M.D., M.B.A., FASA

Scott T. Roethle, M.D., FASA

Robin H. Schwartz, M.B.A., M.D., FASA

Saadia Sherwani, M.D.

Michael B. Simon, M.D., M.B.A., FASA

Stanley W. Stead, M.D., M.B.A., FASA

Erica Stein, M.D., FASA

Gary R. Stier, M.D., M.B.A.

William D. Sumrall III, M.D.

Joseph W. Szokol, M.D., FASA

Christopher A. Troianos, M.D.

Ms. Carrie Twichell, CAA

Salvatore G. Vitale, M.D.

Samuel H. Wald, M.B.A., M.D., FASA

Edward A. Yaghmour, M.D., FASA

## Credit Claiming Information

To claim credit, participants must review the information, participate in the activity and complete the meeting evaluation.

To complete the evaluation, claim credits, and print a certificate for the main conference and any pre-conference sessions, follow the steps below:

1. Log in to the ASA Education Center at [education.asahq.org](http://education.asahq.org).
2. ASA members log in using your ASA member ID (email on file with ASA) and password.
3. Nonmembers log in using your Education Center account information.
4. PRACTICE MANAGEMENT 2019 will be listed on the “My Courses” page.
5. Select the course link to complete the evaluation(s) and claim credits.
6. Under “My Transcript” certificates may be printed at your convenience.

ASA members have access to “My Transcript,” an exclusive member benefit, to view a complete record of ASA credits earned.

### Accreditation and Designation Statements

The American Society of Anesthesiologists is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians.

The American Society of Anesthesiologist designates this live activity for *AMA PRA Category 1 Credits™*. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

Main Conference: 11.25 *AMA PRA Category 1 Credits™*

Fundamentals of Practice Management: 8 *AMA PRA Category 1 Credits™*

AAE - Undeniable Value - Beyond Showing Up: 8 *AMA PRA Category 1 Credits™*

Touchpoint Series 1: Making Cent\$ of the Perioperative Surgical Home: Why You Can't Afford NOT to Pursue the Quadruple Aim: 2 *AMA PRA Category 1 Credits™*

Touchpoint Series 2: O.R. Quality & Management: 2 *AMA PRA Category 1 Credits™*

Touchpoint Series 3: Quality Reporting - Beyond MACRA: 2 *AMA PRA Category 1 Credits™*

Touchpoint Series 4: Value Proposition: Providing Alignment Between the Practice and the Consumer: 2 *AMA PRA Category 1 Credits™*

Touchpoint Series 5: Leadership Development - Tools You Can Use: 2 *AMA PRA Category 1 Credits™*

Touchpoint Series 6: Health System Consolidation - Strategies for Anesthesiology Practices: 2 *AMA PRA Category 1 Credits™*

Touchpoint Series 7: Strategies for Protecting Your Practice's Assets: 2 *AMA PRA Category 1 Credits™*

Touchpoint Series 8: Negotiating Payer Contracts - Pitfalls & Strategies and How to Overcome Them: 2 *AMA PRA Category 1 Credits™*

The American Society of Anesthesiologists is authorized to award (10) hours of pre-approved ACHE Qualified Education credit for this program toward advancement, or recertification, in the American College of Health care Executives. Participants in this program who wish to have the continuing education hours applied toward ACHE Qualified Education credit must self-report their participation. To self-report, participants must log into their MyACHE account and select “My Education Credit” to log hours earned.

Qualified ACHE hours are available for ACHE members (only) working to obtain or maintain the FACHE credential.

<b>Friday, January 18   MAIN CONFERENCE</b>			
Time			Location
6:30 a.m. – 6 p.m.	Registration		Paris Foyer
6:30 a.m. – 5 p.m.	Presenter Ready Room		Burgundy
<b>9 a.m. – 3:30 p.m.</b>	<b>Connection Center (Exhibit Hall) Open</b>		<b>Rivoli and Vendôme</b>
9 a.m. – 3:30 p.m.	ePoster Viewing		Rivoli and Vendôme
<b>5:30 – 7 p.m.</b>	<b>Welcome Reception in the Connection Center</b>		<b>Rivoli and Vendôme</b>
<b>Saturday, January 19   MAIN CONFERENCE</b>			
Time			Location
6:30 a.m. – 6 p.m.	Registration		Paris Foyer
6:30 a.m. – 5 p.m.	Presenter Ready Room		Burgundy
6:30 – 7 a.m.	Continental Breakfast		Paris Foyer
Time	Session	Speaker(s)	Location
7 – 7:15 a.m.	Introduction	Alexander S. Choi, M.D., M.P.H., FASA	Concorde
<b>7:15 – 8:15 a.m.</b>	<b>Keynote Address: Thriving Physicians - The Key to Resilient Medical Organizations</b>	<b>Wayne M. Sotile, Ph.D.</b>	<b>Concorde</b>
8:15 – 9 a.m.	Winter Is Coming - Lessons from Westeros in Dealing with Inevitable Changes in Health care	Stanley W. Stead, M.D., M.B.A., FASA	Concorde
<b>9 a.m. – 3:30 p.m.</b>	<b>Connection Center (Exhibit Hall) Open</b>		<b>Rivoli and Vendôme</b>
9 a.m. – 3:30 p.m.	ePoster Viewing		Rivoli and Vendôme
<b>9 – 9:30 a.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
9:30 – 10:15 a.m.	MACRA & Regulatory Update	Sharon Merrick, M.S., CCS-P, Matthew Popovich, Ph.D.	Concorde
10:15 – 10:45 a.m.	DC Update	Manuel Bonilla, M.S.	Concorde
10:45 – 11 a.m.	ASA President’s Address	Linda Mason, M.D., FASA	Concorde
11 – 11:30 a.m.	ASA Leadership Town Hall	ASA Leadership	Concorde
<b>11:30 a.m. – 1 p.m.</b>	<b>Lunch in the Connection Center</b>		<b>Rivoli and Vendôme</b>
1 – 1:15 p.m.	FAER Presentation		Concorde
1:15 – 2:15 p.m.	Closing the Gap in Physician-Hospital Alignment: An Evidence-Based Approach	Richard Priore, Sc.D., M.H.A., FACHE, FACMPE	Concorde
2:15 – 3 p.m.	Improving Value to Drive Financial Performance	Richard Priore, Sc.D., M.H.A., FACHE, FACMPE	Concorde
<b>3 – 3:30 p.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
3:30 – 5 p.m.	Roundtable Discussions (Three 30-minute roundtable sessions)		Champagne 1-2

Sunday, January 20   MAIN CONFERENCE			
Time			Location
6:30 – 7 a.m.	Continental Breakfast		Paris Foyer
6:30 – 11 a.m.	Presenter Ready Room		Burgundy
Time	Session	Speaker(s)	Location
7 – 7:05 a.m.	Introduction	Alexander S. Choi, M.D., M.P.H., FASA	Concorde
7:05 – 8:05 a.m.	How To Maintain Autonomy While Building Market Share and Geographic Scope: Group-to-Group Mergers	Will Latham, M.B.A., Mark Weiss, M.D., J.D.	Concorde
8:05 – 9 a.m.	Positioning Your Group for Success: Strategies to Get the Naysayers on Board	Judith Jurin Semo, J.D., Esq.	Concorde
9 – 9:30 a.m.	Refreshment Break		Paris Foyer
Building a Diverse but Cohesive Workforce for 2020 and Beyond			
9:30 – 10:10 a.m.	Understanding the Generations: Bridging the Gap	Shena Scott, M.B.A., FACMPE	Concorde
10:10 – 10:50 a.m.	Increasing Engagement in a Diverse Workforce	Genie Blough, M.B.A., FACMPE	Concorde
10:50 – 11:30 a.m.	True HR Horror Stories and How to Avoid Them	Patricia A. McCausland, J.D.	Concorde
11:30 a.m.	Closing Remarks	Alexander S. Choi, M.D., M.P.H., FASA	Concorde



Kick off your conference experience at the **Welcome Reception** on Friday, January 18 from 5:30 – 7 p.m., Rivoli and Vendôme.

Enjoy specialty wines, beers, cocktails and hors d'oeuvres while exploring the Connection Center.

<b>Friday, January 18   FUNDAMENTALS OF PRACTICE MANAGEMENT</b>			
<b>Time</b>			<b>Location</b>
6:30 – 7 a.m.	Continental Breakfast		Paris Foyer
<b>Time</b>	<b>Session</b>	<b>Speaker(s)</b>	<b>Location</b>
<b>Leadership and Professionalism</b>			
7 – 7:35 a.m.	Professional Citizenship	Jeffrey Plagenhoef, M.D., FASA	Versailles 3-4
7:35 – 8:10 a.m.	Risk Management & Compliance	Jeffery S. Vender, M.D., FCCM, FCCP, M.B.A.	Versailles 3-4
8:10 – 8:45 a.m.	Navigating Medical Staff Issues	Randall M. Clark, M.D., FASA	Versailles 3-4
8:45 – 9 a.m.	Q&A		Versailles 3-4
<b>9 – 9:30 a.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
<b>O.R. Management 101 – What is Your Groups Value Proposition?</b>			
9:30 – 10:05 a.m.	The Anesthesia Clinical Director-Critical Leadership Role in the O.R.	Aaron J. West, M.D., M.B.A.	Versailles 3-4
10:05 – 10:40 a.m.	O.R. Capacity-Allocating a Valuable Resource-Basics of Block Scheduling	John P. Lawrence, M.D., M.Ed.	Versailles 3-4
10:40 – 11:15 a.m.	O.R. Metrics-Tracking the Right Data-Provider and Hospital Perspectives	Michael B. Simon, M.D., M.B.A., FASA	Versailles 3-4
11:15 – 11:30 a.m.	Q&A		Versailles 3-4
<b>11:30 a.m. – 1 p.m.</b>	<b>Lunch in the Connection Center</b>		<b>Rivoli and Vendôme</b>
<b>The Devil's in the Details...</b>			
1 – 1:35 p.m.	Accreditation & Regulatory Surveys	Donald E. Arnold, M.D., FASA	Versailles 3-4
1:35 – 2:10 p.m.	The Nuts & Bolts of Coding and Payment	Sharon K. Merrick M.S., CCS-P	Versailles 3-4
2:10 – 2:45 p.m.	Contracting with Your Hospital-Negotiating Your Employment Contract	Judith Jurin Semo, J.D., Esq.	Versailles 3-4
2:45 – 3 p.m.	Q&A		Versailles 3-4
<b>3 – 3:30 p.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
<b>Quality in Your Practice</b>			
3:30 – 4:05 p.m.	Measuring Quality Data & Reporting	Matthew Popovich, Ph.D.	Versailles 3-4
4:05 – 4:40 p.m.	Setting Up a Quality Program in Your Department	Spiro G. Spanakis, D.O.	Versailles 3-4
4:40 – 5:15 p.m.	Using IT to Improve Group Quality	Mark Deshur, M.D., M.B.A., FASA	Versailles 3-4
5:15 – 5:30 p.m.	Q&A		Versailles 3-4

<b>Friday, January 18   AAE CONFERENCE: UNDENIABLE VALUE – BEYOND SHOWING UP</b>			
<b>Time</b>			<b>Location</b>
6:30 – 7 a.m.	Continental Breakfast		Paris Foyer
<b>Time</b>	<b>Session</b>	<b>Speaker(s)</b>	<b>Location</b>
7 – 7:30 a.m.	Undeniable Value - A Proposition, A Choice, A Necessity Across All Parts of the Anesthesia Organization	Stephen E. Comess, M.H.S.A., B.S.N.	Versailles 1-2
7:30 – 8:15 a.m.	Leading Value - Creating a Vision of Service - Identifying Initiatives and Opportunities for Improvement	James R. Mesrobian, M.D., FASA	Versailles 1-2
8:15 – 9 a.m.	Leading Value - Levels of Leadership and Tools to Develop	Samuel H. Wald, M.D., M.B.A., FASA	Versailles 1-2
<b>9 – 9:30 a.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
9:30 – 10:15 a.m.	Measuring Value - Internal and External	Susan K. Firestone, M.S.	Versailles 1-2
10:15 – 11 a.m.	Communicating Value - Less Chatter, More Substance	Kerry N. Lowery, CMPE	Versailles 1-2
11 – 11:30 a.m.	Roundtable Discussions		Versailles 1-2
<b>11:30 a.m. – 1 p.m.</b>	<b>Lunch in the Connection Center</b>		<b>Rivoli and Vendôme</b>
1 – 2 p.m.	Returns on Value - Incentives Not Always Financial	Will Latham, M.B.A.	Versailles 1-2
2 – 3 p.m.	Supporting Value - Internal Operating Support	Marie Walton, B.S.	Versailles 1-2
<b>3 – 3:30 p.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
3:30 – 4:30 p.m.	Tragedy Strikes and Anesthesia Rises Beyond Value - Las Vegas Case Study	Stephanie L. Davidson, D.O.	Versailles 1-2
4:30 – 5:30 p.m.	Closing the Value Loop - Expert Panel of the Program's Speakers	Moderators: Blough, Comess, Mesrobian, Wald, Firestone, Lowery, Latham, Walton Davidson	Versailles 1-2

<b>Friday, January 18   TOUCHPOINT SERIES</b>			
<b>Time</b>	<b>Session</b>	<b>Speaker(s)</b>	<b>Location</b>
6:30 – 7 a.m.	Continental Breakfast		Paris Foyer
7 – 9 a.m.	Making Cent\$ of the Perioperative Surgical Home: Why You Can't Afford NOT to Pursue the Quadruple Aim	Lilian Kanai, M.D., M.B.A., FASA, Chris A. Steel, M.D., Solomon Aronson, M.D., M.B.A., FASA, Gary R. Stier, M.D., M.B.A., Roseanne Fischhoff, MPP	Champagne 1-2
7 – 9 a.m.	O.R. Quality & Management	Salvatore G. Vitale, M.D., Jeff Peters, David Young, M.D., John Park, M.D., Paul St. Jacques, M.D.	Champagne 3-4
<b>9 – 9:30 a.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
9:30 – 11:30 a.m.	Quality Reporting - Beyond MACRA	Scott T. Roethle, M.D., FASA, Richard P. Dutton, M.D., M.B.A., FASA, David Martin, M.D., Ph.D., FASA, Donald E. Arnold, M.D., FASA, Aalok Agarwala, M.D., M.B.A.	Champagne 1-2
9:30 – 11:30 a.m.	Value Proposition: Providing Alignment Between the Practice and the Consumer	Edward A. Yaghmour, M.D., FASA, Mark Deshur, M.D., M.B.A., FASA, Avery Tung, M.D., FCCM, Solomon Aronson, M.D., M.B.A., FASA, Mohammed Minhaj, M.D., M.B.A.	Champagne 3-4
<b>11:30 a.m. – 1 p.m.</b>	<b>Lunch in the Connection Center</b>		<b>Rivoli and Vendôme</b>
1 – 3 p.m.	Leadership Development - Tools You Can Use	Samuel H. Wald, M.D., M.B.A., FASA, Jeffery S. Vender, M.D., M.B.A., FCCM, FCCP, Torin Shear, M.D., FASA	Champagne 1-2
1 – 3 p.m.	Health System Consolidation - Strategies for Anesthesiology Practices	James R. Mesrobian, M.D., FASA, Lois Connolly, M.D., FASA, John P. Lawrence, M.D., M.Ed., Brian M. Parker, M.D., Keith J. Chamberlin, M.D., M.B.A., FASA	Champagne 3-4
<b>3 – 3:30 p.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
3:30 – 5:30 p.m.	Strategies for Protecting Your Assets	Patrick H. Allaire, M.D., Cynthia M. Roehr, CPA, Keith J. Chamberlin, M.D., M.B.A., FASA, Lilian Kanai, M.D., M.B.A., FASA	Champagne 1-2
3:30 – 5:30 p.m.	Negotiating Payor Contracts - Pitfalls & Strategies and How to Overcome Them	Alexander S. Choi, M.D., M.P.H., FASA, Ron Howrigan, A.A.	Champagne 3-4

<b>Saturday, January 19   RESIDENTS &amp; FELLOWS TRACK</b>			
<b>Time</b>	<b>Session</b>	<b>Speaker(s)</b>	<b>Location</b>
6:30 – 7 a.m.	Continental Breakfast		Paris Foyer
7 – 7:15 a.m.	Introduction	Alexander S. Choi, M.D., M.P.H., FASA	Concorde
<b>7:15 – 8:15 a.m.</b>	<b>Keynote Address: Thriving Physicians - The Key to Resilient Medical Organizations</b>	<b>Wayne M. Sotile, Ph.D.</b>	<b>Concorde</b>
8:15 – 8:20 a.m.	Resident Track Welcome	Erica Stein, M.D., FASA	Champagne 3-4
<b>Panel A: Basics of Practice</b>			
8:20 – 8:50 a.m.	Understanding Different Types of Anesthesiology Practices	Mark E. Hudson, M.D.	Champagne 3-4
8:50 – 9 a.m.	Q&A		Champagne 3-4
<b>9 – 9:30 a.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
<b>Panel A: Basics of Practice</b>			
9:30 – 10:10 a.m.	Employment Contracts and Pearls	Judith Jurin Semo, J.D., Esq.	Champagne 3-4
10:10 – 10:30 a.m.	Q&A		Champagne 3-4
<b>Panel B: Starting Out</b>			
10:30 – 10:50 a.m.	Basics of Medical Direction and Supervision	Erica Stein, M.D., FASA	Champagne 3-4
10:50 – 11:10 a.m.	Billing and Coding Requirements	Christopher A. Troianos, M.D.	Champagne 3-4
11:10 – 11:30 a.m.	Risk Management and Compliance	Salvatore G. Vitale, M.D.	Champagne 3-4
11:30 – 11:45 a.m.	Q&A		Champagne 3-4
<b>11:45 a.m. – 1 p.m.</b>	<b>Lunch in the Connection Center</b>		<b>Rivoli and Vendôme</b>
<b>Panel C: Demonstrating Value</b>			
1 – 1:25 p.m.	Managing Expectations: What Does My Employer Expect from Me	James R. Mesrobian, M.D., FASA	Champagne 3-4
1:25 – 1:50 p.m.	Added Value Duties	John Lawrence, M.D., M.Ed.	Champagne 3-4
1:50 – 2 p.m.	Q&A		Champagne 3-4
<b>Panel D: Interviewing Skills</b>			
2:00 – 2:20 p.m.	How to Craft a CV: Targeting Your Prospective Group	Lars E. Helgeson, M.D.	Champagne 3-4
2:20 – 2:40 p.m.	Interviewing Skills: What to Do (and Not to Do)	Molly B. Kraus, M.D.	Champagne 3-4
2:40 – 3 p.m.	Q&A		Champagne 3-4
<b>3 – 3:30 p.m.</b>	<b>Refreshment Break in the Connection Center</b>		<b>Rivoli and Vendôme</b>
<b>Panel E: Managing Responsibilities</b>			
3:30 – 3:50 p.m.	Basics of Operating Room Efficiency	Mark Deshur, M.D., M.B.A., FASA	Champagne 3-4
3:50 – 4:10 p.m.	Professional Development: Creating a Solid Foundation	Mohammed Minhaj, M.D., M.B.A.	Champagne 3-4
4:10 – 4:30 p.m.	Your Paycheck is Larger.... Now What?	Edward A. Yaghmour, M.D., FASA	Champagne 3-4
4:30 – 4:40 p.m.	Q&A		Champagne 3-4
4:40 – 5 p.m.	Resident FAER Award Presentation and Closing Remarks	Sam L. Page, M.D., FASA, Erica Stein, M.D., FASA	Champagne 3-4

**Saturday, January 19, 3:30 – 5 p.m. | ROUNDTABLE DISCUSSION TOPICS**

Moderators: Lori Marshall, M.D., FASA and Alexander S. Choi, M.D., M.P.H., FASA

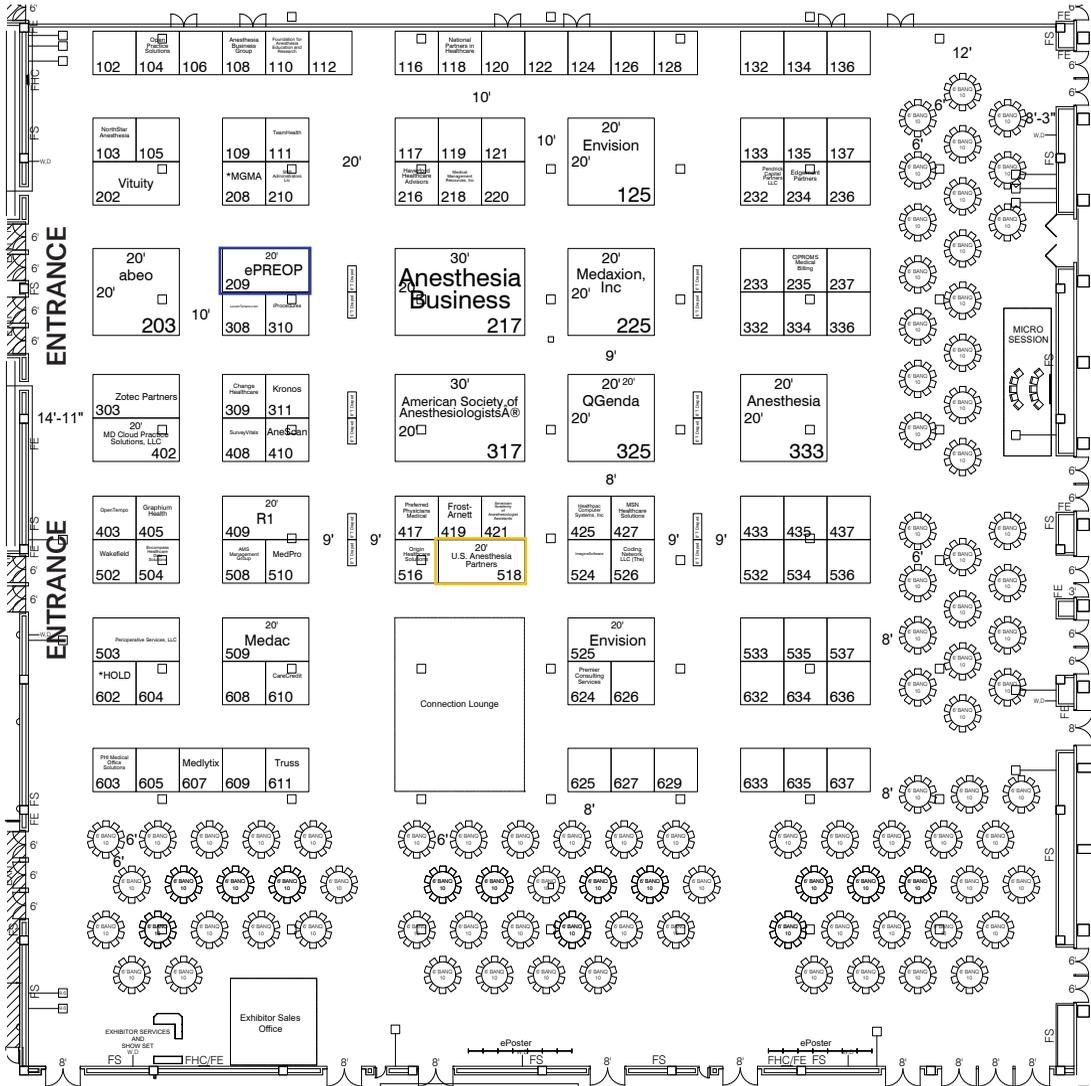
<b>Table #</b>	<b>Topic</b>	<b>Presenters</b>
1	Emotional Intelligence – Developing EI in Yourself and Your Colleagues	Lois Connolly, M.D., FASA, Molly Kraus, M.D.
2	Coding and Compliance	Neal Cohen, M.D., M.P.H., M.S.
3	Small- and Medium-Sized Anesthesia Groups – How to Survive and Prosper?	Patrick Allaire, M.D., Matthew Casey, M.D.
4	Large Anesthesia Groups: How to Maximize Your Group's Potential	William Leighton, M.D., M.B.A., William David Sumrall, M.D.
5	Measuring Patient Satisfaction in Anesthesia	James Mesrobian, M.D., FASA, Melanie Donnelly, M.D., M.P.H.
6	Hot Topics: Legal and Practice Management	Judith Jurin Semo, J.D., Esq.
7	Out-of-Network Billing – Federal and State Regulatory Issues	Michael Simon, M.D., M.B.A., FASA, Manuel Bonilla, M.S.
8	Vital Signs of Your Billing Operations	Genie Blough, M.B.A., FACMPE
9	The Nuts and Bolts of the Perioperative Surgical Home	Robin Schwartz, M.D., M.B.A., FASA, FACHE, CPE, Roseanne Fischhoff, M.P.P.
10	Understanding MACRA – Merit-Based Incentive Payment Systems (MIPS) and Alternative Payment Models (APM)	Gerald Maccioli, M.D., M.B.A., FCCM, FASA, Sharon Merrick, M.S., CCS-P
11	How to Make Bundled Payments Work for My Practice?	Stanley Stead, M.D., M.B.A., FASA
12	Mergers, Acquisitions and Buyouts of Anesthesia Practices: Should I Work for a Conglomerate, Become a Hospital Employee, or Retire?	John Lawrence, M.D., M.Ed., Salvatore Vitale, M.D.
13	Negotiation Strategies: Negotiating Hospital and Group Contracts in a Changing, Challenging, Competitive Environment	Aman Mahajan, M.D., Ph.D., M.B.A., Samuel Wald, M.D., M.B.A., FASA
14	Dealing With the Disruptive Physician	Mary Dale Peterson, M.D., M.S.H.C.A., FASA, FACHE, Joseph Szokol, M.D., FASA
15	CMS Sedation and Anesthesia Requirements for Facilities – Policies and Compliance	Charles Anderson, M.D., M.B.A., FASA, FACHE, CPE, CHCQM
16	Measuring and Benchmarking Clinical Productivity for Individual Physicians	Mark Hudson, M.D., Matthew Popovich, Ph.D.
17	Anesthesia Contracts: Hospital Contract Quality and Productivity Incentives for Groups and Individuals	John LaGorio, M.D., FASA, Phillip Richardson, M.D., M.B.A., FASA
18	Risk Management and Compliance – How Do I Prevent a Problem?	Keya Locke, M.D., Brian Parker, M.D.
19	AQI and Quality Reporting	DeLaine Schmitz
20	Integrating AAs Into Your Practice	Carie Twichell, CAA, Jason Hansen, M.S., J.D.
21	Operating Room Management as the Foundation for Anesthesia Practice Management	Keith Chamberlin, M.D., M.B.A., FASA, Saadia Sherwani, M.D.
22	Strategy Crafting and Strategic Planning – How to Position Yourself or Your Group for Success	Lars Helgeson, M.D., Gary Stier, M.D.
23	Developing Your Leadership Potential: How to Be an Effective Leader in Your Leadership Role	Christopher Troianos, M.D.

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Let abeo help improve your financial and operational performance. We help you more effectively communicate and demonstrate the value you provide to key stakeholders in your local market, coupled with strategic planning to enhance your practice.

Irving, TX | [abeo.com](http://abeo.com)

**AdvantEdge Healthcare Solutions****333**

AdvantEdge provides anesthesia business management solutions that improve decision making, maximize financial performance, streamline operations and eliminate compliance risks. Proven solutions include a billing, coding, analytics, and compliance.

Warren, NJ | [ahsrcm.com](http://ahsrcm.com)

**American Academy of Anesthesiologist Assistants****421**

The national organization dedicated to the ethical advancement of the Certified Anesthesiologist Assistant profession and to excellence in patient care through education, advocacy, and promotion of the Anesthesia Care Team.

Atlanta, GA | [anesthetist.org](http://anesthetist.org)

**American Society of Anesthesiologists****317**

ASA is the leading anesthesiology professional society with more than 52,000 members. Since its founding in 1905, the Society raises and maintains the standard of the practice of anesthesiology through education, advocacy, quality improvement and a focus on patient care. Recognizing the changing field in health care, ASA has developed strategic initiatives such as the perioperative surgical home and quality reporting through ASA QCDR to help our members remain focused on providing the highest quality of care in a patient-centered environment.

Schaumburg, IL | [asahq.org](http://asahq.org)

**AMS Management Group****220**

AMS Management Group combines traditional underwriting methodologies with cutting-edge clinical quality benchmark tools to provide the best valued medical malpractice insurance premiums. Our insurance products offer a solution for all your needs.

Fort Lauderdale, FL | [amsmanagementgroup.com](http://amsmanagementgroup.com)

**AneScan****410**

AneScan EMR streamlines the perioperative workflow. Customized forms and data points creating extraordinary analytics capability. Corrective prompts ensure charge capture, billing accuracy and quality reporting, resulting in significant ROI.

Brentwood, TN | [anescan.com](http://anescan.com)

**Anesthesia Business Consultants****217**

Anesthesia Business Consultants, LLC specializes in billing & practice management services for anesthesia and pain management providers, featuring our proprietary co-sourced MACRA MadeEasy platform.

Jackson, MI | [anesthesiallc.com](http://anesthesiallc.com)

**Anesthesia Business Group****108**

ABG's QCDR collects relevant anesthesia related data to meet QPP/MIPS requirements and provides insight into patient care. The Anesthesia Business Group was also the first private practice Patient Safety Organization for anesthesia listed by AHRQ.

Metairie, LA | [anesthesiabg.com](http://anesthesiabg.com)

**CareCredit****610**

CareCredit, a healthcare credit card accepted at over 200,000 locations nationwide, enables you to help more patients fit rising out-of-pocket costs into their monthly budget.

Costa Mesa, CA | [carecredit.com](http://carecredit.com)

**Change Healthcare****309**

Processing more than 3.1 million cases annually for 3,200+ anesthesiologists, Change Healthcare is uniquely qualified to take your financial performance to the next level.

Alpharetta, GA | [changehealthcare.com/solutions/anesthesia-practices](http://changehealthcare.com/solutions/anesthesia-practices)

**CIPROMS Medical Billing****235**

CIPROMS Medical Billing specializes in anesthesia. Our tailored billing solutions provide both full service and stand-alone options such as software access, provider enrollment, certified medical coding, auditing and comprehensive reports.

Indianapolis, IN | [ciproms.com](http://ciproms.com)

**Coding Network, LLC (The)****526**

The Coding Network provides four primary products: remote coding services (ongoing or temporary), coding compliance audits, coding helpline services and provider documentation training. All of our coders are certified and U.S. based.

Beverly Hills, CA | [codingnetwork.com](http://codingnetwork.com)

**Edgemont Partners****234**

Edgemont Partners is a leading independent investment banking firm and advisor to hospital-based physician groups and management companies, having closed 14 transactions, 6 of which were in anesthesia and generated over \$1 billion in combined value.

New York, NY | [edgemont.com](http://edgemont.com)

**Encompass Healthcare Data Solutions****504**

Encompass Healthcare Data Solutions is a practice management firm serving the healthcare industry by specializing in Provider Recruitment and HR Services, Quality Reporting, Credentialing & Payer Enrollment, and Revenue Cycle Management.

Fort Collins, CO | [encompassmedical.com](http://encompassmedical.com)

**Envision Physician Services****125**

Envision Physician Services is a multispecialty physician group and healthcare management team dedicated to solving healthcare's toughest challenges through clinical leadership and consistent process improvement.

Plantation, FL | [envisionphysicianservices.com](http://envisionphysicianservices.com)

INDUSTRY SUPPORTER

**ePreop, Inc.****209**

ePreop's AnesthesiaValet practice management suite includes Quality Concierge® for CMS QCDR compliance, schedule access, EHR integration, case tracking, patient experience surveys, billing capture and more. Visit Booth #209.

Seal Beach, CA | [epreop.com](http://epreop.com)

**Foundation for Anesthesia Education and Research****110**

The Foundation for Anesthesia Education and Research (FAER) is a 501(c)3 non-profit, and related organization of the American Society of Anesthesiologists. FAER is dedicated to developing the next generation of physician-scientists in anesthesiology.

Schaumburg, IL | [faer.org](http://faer.org)

**Frost-Arnett****419**

Frost-Arnett Company has been a recognized leader in the collection industry for over 100 years. Through aggressive management and leadership, Frost-Arnett Company is in position today to meet the requirements of clients and prospects.

Nashville, TN | [frost-arnett.com](http://frost-arnett.com)

**Graphium Health****405**

Anesthesia Billing, Compliance, and Software that actually cares about providers. Processes & Tools that cut down your paperwork so you can get back to your real passion: Patient Care.

Lehi, UT | [GraphiumHealth.com](http://GraphiumHealth.com)

**Haverford Healthcare Advisors****216**

We are national leaders and experts in providing transaction advisory and practice valuation services.

We can help you understand the value of your practice and what a transaction with a national consolidator means for you and your partners.

Paoli, PA | [haverfordhealthcare.com](http://haverfordhealthcare.com)

**Healthpac Computer Systems, Inc.****425**

Since 1981, Healthpac has been a leading national developer of medical billing and practice management software specializing in anesthesia and pain management.

Savannah, GA | [healthpac.net](http://healthpac.net)

**ImagineSoftware****524**

ImagineSoftware is the leader of billing automation software and revenue cycle management applications for medical billing offices, practices, and hospitals, currently serving over 46,000 physicians. Visit [imagineteam.com](http://imagineteam.com) for further insight.

Charlotte, NC | [imagineteam.com](http://imagineteam.com)

**iProcedures, LLC****310**

iProcedures, Best in KLAS for Anesthesia, delivers innovative solutions to fill critical gaps in electronic perioperative documentation, which enables users to collect, share and analyze the critical data necessary to improve overall performance.

Tampa, FL | [iprocedures.com](http://iprocedures.com)

**Kronos Incorporated****311**

Kronos EZCall is a leading automated physician scheduling solution that creates flexible and fair schedules for smarter staffing.

Lowell, MA | [kronos.com/products/kronos-ezcall](http://kronos.com/products/kronos-ezcall)

**LocumTenens.com****308**

Since 1995, LocumTenens.com has placed physicians and advanced practice professionals in understaffed healthcare facilities and operates the largest, free online job board for the industry.

Alpharetta, GA | locumtenens.com

**MD Cloud Practice Solutions, LLC****402**

MD Cloud™ offers a completely integrated IT solution for Anesthesia practice management, including modules for scheduling, electronic billing and quality data capture, analytics and reporting as well as HIPAA-compliant communication of PHI.

Dallas, TX | mdcloudps.com

**Medac, Inc.****509**

Specializing exclusively in anesthesia and pain revenue cycle management, Medac is the nation's premier, independently-owned anesthesia billing and practice management company.

North Augusta, SC | medac.com

**Medaxion, Inc.****225**

Medaxion provides anesthesia practices with amazingly easy to use mobile information solutions. Real-time relay of clinical, charge and quality data drives practice-wide performance improvements.

Nashville, TN | medaxion.com

**Medical Management Resources, Inc.****218**

MMRI celebrates 32 years providing full service revenue management, practice management services, enrollment & credentialing, coding and bookkeeping to the medical community. Our goal is to deliver high quality business services to our clients.

Syracuse, NY | mmri-ny.com

**Medlytix****607**

Medlytix is a technology company specializing in predictive analytics. Utilizing sophisticated data mining and scoring strategies, we greatly enhance revenue cycles and collections for 1,400 leading hospitals and physician groups across the country.

Roswell, GA | medlytix.com

**MedPro Group****510**

MedPro Group is the national leader in customized insurance solutions for physicians, healthcare professionals, hospitals and healthcare facilities.

Full carrier information is available at medpro.com.

Fort Wayne, IN | medpro.com

For more information, download the ASA My Meeting App at [asahq.org/PMapp](http://asahq.org/PMapp)

**Medusind****503**

Medusind provides comprehensive practice management and billing services to anesthesia groups nationwide. Our highly experienced staff is focused on optimizing your revenue cycle and providing the ongoing support you need to thrive in today's healthcare industry.

Newark, DE | medusind.com

**MGMA****208**

MGMA is the leading association for healthcare executives. MGMA is committed to advancing leaders and their practices by equipping them with essential education, legislative information, data & career resources that improve operational efficiencies.

Englewood, CO | mgma.org

**MSN Healthcare Solutions****427**

MSN is a national, privately held company providing revenue cycle, practice management, and business intelligence services to 150+ Clients combining industry leading technology with unmatched experience and outstanding customer service.

Columbus, GA | msnllc.com

**National Partners in Healthcare****118**

National Partners in Healthcare is a physician-centric services organization. We build lasting collaborative partnerships with anesthesiologists and CRNA's, facilities and payors, while delivering outstanding quality care to our patients.

Richardson, TX | nphllc.com

**NorthStar Anesthesia****103**

With more than 150 successful transitions in 20 states, NorthStar Anesthesia offers competitive compensation, professional development and leadership opportunities within a broad network.

Irving, TX | northstaranesthesia.com

**Open Practice Solutions****104**

Open Practice Solutions is pleased to introduce OpenPM; a cloud-based billing and practice management solution built to meet all the requirements for anesthesia billing. Control and automation of the revenue cycle combined with outstanding support.

Stow, OH | openpracticesolutions.com

**OpenTempo****403**

OpenTempo leads the market in workforce optimization solutions to support anesthesiology departments and practices. We provide clinical resource scheduling, advanced analytics, and proactive services to maximize operational and clinical efficiency.

Williston, VT | [opentempo.com](http://opentempo.com)

**Origin Healthcare Solutions****516**

Origin Healthcare Solutions is a leading anesthesia-dedicated revenue cycle acceleration company headquartered in Rutherford, NJ. Founded in 1990, Origin serves over 4,000 anesthesia professionals and wants to discuss how it can help your group. Contact Joe Mercer at 877-562-9820 or [JMercer@OriginHS.com](mailto:JMercer@OriginHS.com).

Rutherford, NJ | [originhs.com](http://originhs.com)

**Pendrick Capital Partners LLC****232**

The Market Leader in Medical Debt Purchasing. Pendrick Capital will purchase your collection agency patient accounts receivable for immediate cash, to generate and accelerate your cash collections. Call Pendrick Capital today to get a free quote.

Alexandria, VA | [pendrickcp.com](http://pendrickcp.com)

**PHI Medical Office Solutions****603**

With PHI Medical Office Solutions, you will expertly take control of your medical billing services without having to worry about cost efficiency while extending improved practice management.

Shawnee, KS | [phimedos.com](http://phimedos.com)

**Preferred Physicians Medical****417**

PPM provides malpractice coverage unique to anesthesia practices. With a national reputation for aggressive defense of our clients and proactive, anesthesia specific risk management, PPM's sole focus is you and protecting your professional reputation.

Overland Park, KS | [ppmrrg.com](http://ppmrrg.com)

**Premier Consulting Services****624**

Premier is a physician-lead consulting company that assists healthcare institutions and anesthesia groups in enhancing patient care and increasing profitability. Our team provides analysis, advice, and support designed to help our clients thrive.

Alpharetta, GA | [premierconsultingservices.com](http://premierconsultingservices.com)

**QGenda****325**

QGenda is the #1 cloud-based, automated provider scheduling software. Build your schedule with the highest quality, transparency, flexibility, and fairness possible. Increase access to the most up-to-date and accurate schedule for all your clinical team members anytime, anywhere, on any device. Leading physician groups, academic medical centers, hospitals, and health systems use QGenda to optimize their workforce and provide the best possible patient care.

Atlanta, GA | [QGenda.com](http://QGenda.com)

**R1****409**

R1 RCM (formerly Intermedix) provides our clients with a vast range of services to support all disciplines in anesthesia management including revenue cycle management, practice management and data analytics.

Chicago, IL | [healthcare.intermedix.com/specialties/anesthesia](http://healthcare.intermedix.com/specialties/anesthesia)

**Shift Administrators LLC****210**

ShiftAdmin is a web-based schedule management system serving 44,000+ providers. The system includes a powerful schedule generator that is easy to use. Its features include call trading, schedule requests, extensive stats, payroll, reporting & more.

Columbia, SC | [shiftadmin.com](http://shiftadmin.com)

**SurveyVitals****408**

Manage your patient experience and online reputation from a single platform with SurveyVitals. Automated digital surveys and real-time analytics provide a 360° view into the health of your organization. We help you Get Better™.

Boise, ID | [surveyvitals.com](http://surveyvitals.com)

**TeamHealth****111**

At TeamHealth our purpose is to perfect our physicians' ability to practice medicine, every day, in everything we do.

Knoxville, TN | [teamhealth.com](http://teamhealth.com)

**Treose****525**

Treose is a workforce scheduling application that provides healthcare administrators and staff with a new way to work by automating the management of schedules, time, and attendance using only a web browser from a desktop, tablet, or smartphone.

Baton Rouge, LA | [treose.com](http://treose.com)

**Truss****611**

Overland Park, KS-based Truss is a privately held insurance brokerage offering employee benefits, human resources consulting, insurance, retirement planning, risk management solutions, and surety bonds.

Overland Park, KS | [trussadvantage.com](http://trussadvantage.com)

CONFERENCE SUPPORTER

**U.S. Anesthesia Partners****518**

US Anesthesia Partners is a single-specialty physician services organization that offers collaborative partnerships to anesthesiologists looking for clinical autonomy, business experts and a strategic partner. By unifying high-caliber anesthesia practices, we enhance our collective ability to deliver high quality care to patients and significant value to our customers.

Fort Lauderdale, FL | [usap.com](http://usap.com)

**Vituity****202**

Physician owned since 1975, Vituity offers rewarding careers and partnerships with comprehensive support, education, and opportunities for growth. Our 3,000 doctors and clinicians provide integrated acute care to over 6.3 million patients annually.

Emeryville, CA | [vituity.com](http://vituity.com)

**Wakefield & Associates****502**

Wakefield & Associates' primary focus is on healthcare AR and partnering with facilities to provide Accounts Receivable Services that augment their internal practices, improves customer service, and increases recovery on active and bad debt accounts.

Knoxville, TN | [wakeassoc.com](http://wakeassoc.com)

**Zotec Partners****303**

Zotec Partners is the industry leader in specialized anesthesiology billing and practice management services. The company currently serves more than 60 anesthesiology practices with more than 1,000 anesthesiology providers.

Carmel, IN | [zotecpartners.com](http://zotecpartners.com)

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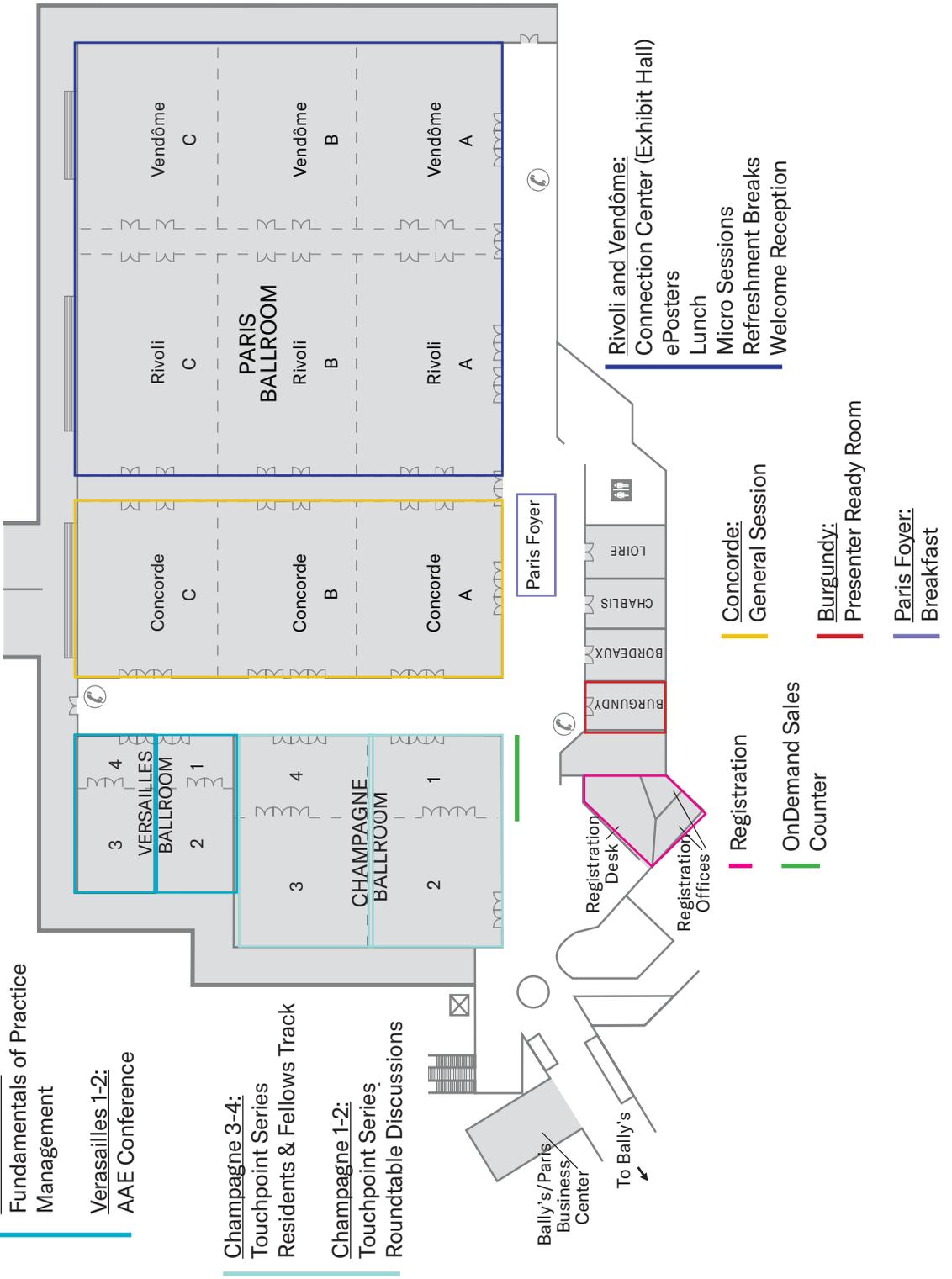
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