



Financial Survival Boot Camp
Wednesday, June 16, 2009

7:30am - 8:30am	Registration and Breakfast	
8:30am - 8:50 am	Welcome	Ray Saputelli, CAE
8:50am - 9:20am	<p>The Imperative Need to Improve Financial Performance in Primary Care</p> <p>Battening down the hatches waiting for the storm to pass is no longer an option if you want to survive. While short term survival may focus on cash flow, long term survival is only assured through the effective application of resources.</p>	Robert Eidus, MD, MBA
9:20am - 10:20am	<p>I'm a Doctor, Not a Business Manager</p> <p>In today's environment you must be both if you want your practice -- otherwise know as a "small business" -- to succeed. This session will provide an overview of the basic functions of business management: planning, organizing, staffing, leading/directing, and controlling/monitoring.</p>	Robert Eidus, MD, MBA
10:20am - 10:30am	Break	
10:30am - 11:30pm	<p>Focus on the Revenue Cycle</p> <p>How do you improve access to your practice, respond to healthcare consumerism, accelerate cash flow and improve payor performance? These four areas are a part of the revenue cycle. This session will help you understand the cycle and leverage that knowledge to improve your cash flow.</p>	Robert Eidus, MD, MBA
11:30pm - 12:15pm	<p>Focus on Expenses</p> <p>Survival means reducing costs and improving efficiency. Compensation and staffing are usually the first focus for expense adjustment, but have you considered information system investments; budgeting, accounts-payable, and purchasing processes? This session will help you get control of the hidden expenses you may be missing.</p>	Robert Eidus, MD, MBA
12:15pm - 1:00pm	Lunch	
1:00pm - 2:00pm	<p>Change Management: Why Medical Practices have Difficulty with Change</p> <p>When a practice decides to change to improve performance, those involved start out with energy and enthusiasm. But before long it all becomes "just to hard" and the change becomes mired between the old and the new, with no meaningful change taking place. Discover how to prepare your practice for change to ensure success.</p>	Robert Eidus, MD, MBA
2:00pm - 3:00pm	<p>Application of Operations Management to Eliminate Bottlenecks and Rework</p> <p>Patient flow, process management, identification and streamlining of key processes. This session will focus on the integration of these processes and show how they apply to success in practice.</p>	Robert Eidus, MD, MBA
3:00pm - 4:30pm	<p>Solving Operation Management Problems</p> <p>Through this interactive case study you will learn how to apply the principle learned throughout the day to your own practice and leave with a plan of action to transform your own practice</p>	Robert Eidus, MD, MBA
4:30pm - 4:45pm	Concluding Comments	Ray Saputelli, CAE