Healthcare delivery is transforming at an accelerating rate, but opportunities in the field of gastroenterology remain strong for private practice physicians to claim ownership of their practices and their careers. Managing challenges to independence will be even more important during these changing times, but that alone will not be enough for success. Faculty of the 2018 Practice Management Course delivered presentations about new and innovative ways to improve the operations, enhance productivity, and guarantee success for one’s practice.

SESSION 1: MACRO TRENDS IN THE HEALTHCARE LANDSCAPE

Reading the Tea Leaves – A Legislative Update
Hon. Earl Pomeroy
Discuss the current political climate and policy priorities shaping the healthcare legislative process and the potential impacts of the 2018 elections.

How Will the ACG Help Us Deal With Change?
Irving M. Pike, MD, FACG, ACG President
Identify how to access relevant ACG materials, services, and activities that support practice growth and development.

Practice Models: Are Clinically Integrated Networks the Answer?
Frank J. Chapman, MBA
Evaluate possible adoption of the clinically integrated network practice model.

SESSION 2: REVENUE OPTIMIZATION PRACTICES

Quick Tidbit #1: Fee Schedule Optimization
How to Jumpstart the Revenue Cycle in the Era of Rising Deductibles
David J. Zetter, PHR, SHRM-CP, CHCC, CPCO, CPC, COC, PCS, FCS, CHBC, CMUP, PESC, CMAP, CMAPA, CMMP
Discuss how practices can organize their revenue cycles to allow earlier collection of revenue.

Revenue Losses: Undercoding and Denials – Tips and Tricks
Shelley L. Colon, MHA, CMPE
Identify and adopt tools to limit and prevent revenue losses due to undercoding and denials.

SESSION 3: GROWING VALUE IN YOUR PRACTICE

Quick Tidbit #2: No-Show Patients: To Charge or Not to Charge?
Incorporating Efficiency and Best Practices in the Endoscopy Center
Jay N. Yepuri, MD, MS, FACG
Propose strategies for improving efficiency and optimizing work flow in the endoscopy center.

Advanced Practice Providers – The Value-Added Proposition
Daniel J. Pambianco, MD, FACG
Recognize job training trends for Advanced Practice Providers that can add value to the gastroenterology practice.

Negotiating Payer Contracts in the Age of Cost and Quality
Costas H. Kefalas, MD, MMM, FACG
Apply strategies to improve payment for services.

What Practices Need to Know About Finance
Ian Ellis and Brent Koch
Explain different types of retirement plans and understand your practice and personal liability.
SESSION 4: PATIENT-CENTERED CARE DEVELOPMENT

Quick Tidbit #3: Password Protection Policies

Generational Differences in the Expectations of Employees, Patients, and Practitioners
Eva Szigethy, MD, PhD
Identify the differences in healthcare priorities for stakeholders from various generations.

Employee Engagement Improves Patient Satisfaction
Suriya V. Sastri, MD, FACP
Explain strategies to enhance employee engagement.

Patient-Centered Care: Growing Your Practice Culture
Amy S. Oxentenko, MD, FACP
Describe the concept of patient-centered care, and develop strategies for staff development that support this care.

SESSION 5: PROFESSIONAL DEVELOPMENT UPDATE

Quick Tidbit #4: Identity Theft

Practitioner Satisfaction: Lessons From the RAND Research Report
Christina M. Surawicz, MD, MACG
Describe the process for the optimization of practitioner satisfaction and wellness.

Planning for Retirement – The “Big Picture”
Harish K. Gagneja, MD, FACP
Identify successful retirement planning strategies and review alternative employment models that can be a “win-win” for medical practices.

Leadership: Creating a Written Personal Development Plan
Louis J. Wilson, IV, MD, FACP
Discuss the PDP as a way to build and maintain a successful practice.