



2019 Practice Management Conference
 "Practice Management Round Up"
 June 5-7, 2019

How to register:
Online Website: www.njmgma.com
Fax 609.450.7011

Mail: **NJMGMA**
 P.O. Box 3403
 Hamilton, NJ 08619

Section 1: REGISTRATION INFORMATION

Mr. Ms. Dr.

First Name _____ Last Name _____ Suffix _____

Organization _____ Title _____

Address _____

City _____ State _____ Zip Code _____

Phone _____ Fax _____ E-Mail Address _____

Guest's Name (if applicable) _____

Guest's Address (if different from above) _____

NJMGMA¹ MGMA¹ Other State MGMA Chapter (please specify) _____

Is this your first time attending our conference? Yes No

To receive the special \$85/night rate at the Tropicana call 1-800-247-8767 by May 5, 2019 and use code HMGMA19.

Section 2: REGISTRATION FEES

Register Online @ www.njmgma.com

Pre-Conference: Public Speaking 101	\$25
Pre-Conference: Roundtables of Receivables	\$25
Pre-Conference: Roles and Responsibilities Roundtable	\$25
Pre-Conference: Gemba Walk: Starting Your Lean Journey	\$25

ATTENDEES:

General Member	\$329
3 or more attending w/general member	\$279
Affiliate member	\$495
National Member Only	\$449
Non-Member	\$599
ACHE Member	\$429

For sponsorship, marketing, and advertising opportunities please visit www.njmgma.com/pmc-2019 or call 609-208-3279

Section 3: PAYMENT INFORMATION

Registration forms **will not** be processed without **FULL PAYMENT** of registration fee.

Enclosed is Check # _____ in the amount of \$ _____ payable to NJMGMA.

Charge \$ _____ to the following credit card: VISA MC AMEX DISCOVER

Card Number _____ Expiration Date _____ SEC Code _____

Billing Address (Please print) _____

Cardholder's Name (Please print) _____ Signature _____

Fees are subject to verification based on member status. Additional funds will be charged to your credit card if the registration amount was miscalculated. By submitting this form, you agree to the terms and conditions stated.

Section 4: CANCELLATION POLICY

IMPORTANT NOTICE: By submitting this form, you agree to the terms and conditions stated above. Requests for cancellation **MUST** be sent in writing by mail. A 50% refund will be granted to authorized requests received **ON OR BEFORE** May 5, 2019. Cancellation refund requests received **AFTER** May 5, 2019 will **NOT** be accepted. No-shows are non-refundable. Email Questions to staff@njmgma.com

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**NEW JERSEY MGMA
 PRACTICE MANAGEMENT
 CONFERENCE 2019**

**Practice
 Management
 Round Up!**

JUNE 5-7, 2019

TROPICANA HOTEL & CASINO
 ATLANTIC CITY, NJ



PRACTICE MANAGEMENT ROUND-UP KEYNOTE PRESENTATIONS

KEYNOTE SESSIONS: THURSDAY, JUNE 6, 2019



Stephen W. Trzeciak

Compassionomics

Stephen W. Trzeciak, MD, MPH - Chief of Medicine,
Cooper University Health Care



Howard Orel

A Prescription for Independent Practice Survival: “The Advocare Experience”

Howard Orel, MD, FAAP -
President & CEO, Advocare

KEYNOTE SESSION: FRIDAY, JUNE 7, 2019



Skip Weisman

Communicating to Create a Championship Work Environment

Communication impacts every aspect of the work environment.

It is vital to get interpersonal communication right in the work environment so that it builds a high-trust, high-respect work environment that leads to championship collaboration and teamwork.

Skip’s most popular keynote provides medical practice managers with a simple three-part framework that leads to championship communication, collaboration, and teamwork, while exploring the seven most common, most

damaging interpersonal communication mistakes that prevent it from developing.

Participants who experience this keynote walk away with a template they can use to facilitate discussions in their workplace to begin building a culture of championship communication that leads to a much more positive, more productive and even more profitable environment.

PMC 2019 Program Learning Objectives

MGMA's Body of Knowledge, a tool developed for practice managers by medical practice managers, helps professionals design and maintains efficient and effective operations that support the delivery of patient-centered care. It also serves as the exam blueprint for NJMGMA members who are pursuing certification and Fellowship through the American College of Medical Practice Executives (ACMPE), the certification and standard-setting entity of MGMA.

Simply put, the Body of Knowledge is the authoritative guide to managing a successful medical group practice and is the most valid and reliable resource available in the field.

The NJMGMA Program objectives for PMC2019 embody the spirit of the Body of Knowledge Competencies; Operations Management, Financial Management, Human Resources Management, Risk and Compliance Management, Organizational Governance, Patient-Centered Care.

This conference will give you high quality educational experiences comprised of the main components essential to the success of today’s practice managers.



“Practice Management Round Up” NJMGMA 2019 Practice Management Conference

Wednesday, June 5, 2019

12:00pm-5:00pm	Exhibitor Set-Up
12:00pm-8:00pm	Registration Open
12:00pm-3:00pm	Pre Conference – Public Speaking 101 Jessica Ellis-Wilson, CMPE, Practical Management
12:00pm-2:00pm	Pre Conference – Roundtables of Receivables - Picture Speed Dating for Accounts Receivables Policies! Susan Childs, FACMPE, Evolution Healthcare Consulting
2:30pm-4:30pm	Pre Conference – Roles and Responsibilities Roundtable Discussions - Think of Speed Dating for Personnel! Susan Childs, FACMPE, Evolution Healthcare Consulting
3:00pm-4:00pm	Pre Conference – Gemba Walk: Starting Your Lean Journey Brian Ramos, MBA, CMPE, Capital Anesthesia Partners, LLC
6:00pm-8:00pm	Reception/Dinner – Welcome Reception Dinner/Exhibit Hall Open

Thursday, June 6, 2019

7:00am-5:00pm	Attendee Registration/Exhibit Hall Open
7:00am-8:00am	Breakfast – New Member/First Time Attendee Breakfast with the Board
8:00am-8:15am	Opening Remarks Donald Callahan, MBA, FACMPE, NJMGMA Terri McSorley, MHA, NJMGMA
8:15am-9:15am	Opening General Session/Keynote Compassionomics Stephen W. Trzeciak, MD, MPH, Cooper University Health Care
9:20am-10:20am	Workshop 101 – How to Maximize Physician Contracts and Compensation in the Value Based Care World Michael Meng, Stellar Health Ben Kraus, Stellar Health
9:20am-10:20am	Workshop 102 – Washington Update Joseph Lazar, Esq., MGMA Government Affairs
9:20am-10:20am	Workshop 103 – Employee Engagement Kimberley Bass, Cooper University Health Care
9:20am-10:20am	Workshop 104 – Everything You Should Know about Medical Board Complaints, Hearings and Investigations Guillermo J. Beades, Esq., Frier Levitt Brian S. Kern, Esq., Frier Levitt
10:20am-10:50am	Break
10:50am-11:50am	Workshop 201 – The Power of Apology Jessica Ellis-Wilson, CMPE, Practical Management
10:50am-11:50am	Workshop 202 – Dashboards, Metrics and KPIs - Oh My? Brian Ramos, MBA, CMPE, Capital Anesthesia Partners, LLC
10:50am-11:50am	Workshop 203 – I’ve Got Your Back! How to Support Your Front Desk and Maximize Revenue Cycle Performance! Susan Childs, FACMPE, Evolution Healthcare Consulting
10:50am-11:50am	Workshop 204 – Succeeding in the Age of Consumerism Kristin Roberts, Phreesia
11:50am-1:05pm	Lunch
11:50am-1:05pm	Lunch – Invest in Your Future: Understand the Path to Certification and Fellowship through ACMPE Edward Gulko, MBA, FACMPE, FACHE, NJMGMA
1:05pm-2:05pm	General Session/Keynote A Prescription for Independent Practice Survival: “The Advocare Experience” Howard Orel MD, FAAP, Advocare
2:10pm-3:10pm	Workshop 301 – Avoiding Human Resources Pitfalls in Your Medical Practice Sheila Mints, Esq., Capehart Scatchard
2:10pm-3:10pm	Workshop 302 – Using Internally Validated Benchmarks to Improve Productivity Mary Rewinski, MBA, FACHE, RV Healthcare Solutions

2:10pm-3:10pm	Workshop 303 – New Jersey EDI Laws Rules & Requirements Overview William DeGasperis, DC, Carisk Intelligent Clearinghouse
2:10pm-3:10pm	Workshop 304 – The Healthy Practice: Strategies to Increase Engagement and Mitigate Staff Burnout Lee Ann Trulio, RN, MDA Advantage Insurance Company
3:10pm-3:40pm	Break
3:40pm-4:40pm	Workshop 401 – Value-Based Care: Strategies for Success Ruth Harris, CMPE, Axia MSO Debbie Puccio, CMPE, Wellcare, Inc. Deborah Weinstein, Englewood Hospital
3:40pm-4:40pm	Workshop 402 – Unwinding Hospital-Affiliated Medical Practices Michael Schaff, Esq., Wilentz, Goldman & Spitzer, P.A.
3:40pm-4:40pm	Workshop 403 – Addressing Sexual Harassment in the #MeToo Era: 6 Critical Compliance Steps for Business Owners Evan White, White Harris PLLC
3:40pm-4:40pm	Workshop 404 – Incorporating End of Life Care (Palliative Medicine) Into Your Practice Alex Binder, MBA, FACMPE, VNA Health Group, Advanced Care Institute
5:30pm-8:30pm	Evening Networking Event

Friday, June 7, 2019

7:30am-2:00pm	Attendee Registration/Exhibit Hall Open
7:30am-8:30am	Breakfast
8:30am-9:30am	Workshop 501 – Recruitment in the Era of Millennials and Jumbo Loans David A. Desimone, CentraState Healthcare System
8:30am-9:30am	Workshop 502 – Medical Release Update Sheila Mints, Esq., Capehart Scatchard
8:30am-9:30am	Workshop 503 – The Collection Quiz Show Jonasz Kanpik, SaVit Collection Agency
8:30am-9:30am	Workshop 504 – The 4 Workplace Conversations: Why There is Only 1 Right Conversation and How to Have More of Them Skip Weisman
9:35am-10:35am	Workshop 601 – How to Prevent a Governmental and Commercial Payer Audits (And What To Do If You Are Audited) Jim Tudor, CPC, PCA, HealthCare Compliance Network
9:35am-10:35am	Workshop 602 – Financial Reporting: Understanding Forecasting, Budgeting, Revenue & Expenses Robert Frediani, MBA, Central California Faculty Medical Group
9:35am-10:35am	Workshop 603 – Creating a Culture of Sensitivity with the LGBTQIA+ Community Kim Brewer, CPA, CMPE, Northampton Area Pediatrics
9:35am-10:35am	Workshop 604 – Key Considerations for Physicians and Medical Practices Under the Landscape of an Expanding Medicinal Marijuana Program in New Jersey Lisa Gora, Esq., Wilentz, Goldman & Spitzer, P.A.
10:35am-11:05am	Break
11:05am-12:05am	Workshop 701 – Confronting Our Conscious and Unconscious Biases Jessica Ellis-Wilson, CMPE, Practical Management
11:05am-12:05am	Workshop 702 – Mastering Patient Flow Mary Rewinski, MBA, FACHE, RV Healthcare Solutions
11:05am-12:05am	Workshop 703 – Out of Network: In the Know Nan Gallagher, Esq., Gallagher Campanella
11:05am-12:05am	Workshop 704 – Increasing Revenue Through Value-Based Care: Putting the Pieces Together Michael Ruiz de Somocurcio, Regional Cancer Care Associates
12:10am-1:10pm	Closing General Session/Keynote Communicating to Create a Championship Work Environment Skip Weisman
1:10pm-2:10pm	Lunch, Raffles and Giveaway Prizes
2:10pm-5:00pm	Exhibitor Break Down

*Program Subject to Change

Earn CEU's from ACMPE, ACHE and HBMA. We are in applied status for AICPA, AAPC and CASC.