

SullivanCotter Physician Compensation Training Seminar

June 17-18, 2014

The Inverness Hotel and Conference Center
Denver, Colorado

Can your organization navigate today's physician compensation challenges?

With more hospitals employing physicians, today's health care professionals require a unique set of skills and knowledge to navigate this complex environment. This trend toward physician alignment and employment requires health care professionals in a variety of disciplines, such as human resources, legal, compliance and finance, to have specialized expertise to manage this evolving field. Sullivan, Cotter and Associates, Inc. has developed a physician compensation training and development program geared toward those responsible for administering and designing physician compensation as well as managing and negotiating physician contracts.

Please join us to learn more about the underlying concepts and regulations governing physician compensation as well as appropriate market pricing methodologies for various physician employment situations. Commercially available market data surveys will be discussed, including the data elements and market segments represented in the surveys.

Sessions feature hands-on exercises and interactive learning. Analysts, managers and executives involved will gain knowledge and sound compensation principles to develop and administer physician compensation in their organization.

How to Register:

[Click here](#) to register online

Or contact Rebecca Hamilton
RebeccaHamilton@sullivancotter.com
248.204.9529

Who Should Attend:

Professionals involved in physician compensation and benefits

- Legal
- Compliance
- Finance
- HR
- Physician management

Learning Objectives:

- Update on current and emerging trends in physician compensation
- Provide high-level understanding of physician compensation concepts and principles
- Training on proper application and use of market survey data
- Reinforcement of best practices through interactive exercises and case studies
- Overview of physician compensation in not-for-profit practice environment

Seminar Fee:

\$1,200 per participant

Our physician compensation training and development program focuses on key topic areas such as:

- Regulatory environment, including summary information on Stark Law, the Anti-Kickback Statute, IRS rebuttable presumption and the impact on health care organizations in determining fair market value for physician compensation arrangements.
- Market benchmarking of physician compensation, including best practices as it relates to benchmarking techniques, use (and abuse) of market survey data and key survey sources.
- Emerging physician compensation plans and strategies, including a number of variables that may compose physician compensation.
- Physician on-call pay arrangements and how to identify when you have a risk.
- Governance of physician compensation arrangements, including an overall governance guideline.
- Emerging physician compensation trends and strategies.
- Alignment approaches for independent physicians, including professional services arrangements, income support arrangements and co-management arrangements.

Agenda:

Day One: 8:30 a.m. to 4:30 p.m.

- Breakfast
- Regulatory/compliance considerations
- Overview and usage of market survey data
- Lunch
- Physician market pricing (case studies)
- On-call pay
- Gourmet dinner with seminar presenters – time and details to follow

Day Two: 8:30 a.m. to Noon

- Breakfast
- Total compensation illustration analysis
- Physician compensation strategies
- Environmental assessment and physician compensation trends

About Sullivan, Cotter and Associates, Inc.

SullivanCotter is the leading independent consulting firm in the assessment and development of tailored total compensation and reward programs for the health care industry. For more than 20 years, the firm has provided executive, physician and employee compensation and governance counsel to a wide variety of health care and higher education organizations, public charities, associations and foundations. A recognized leader in compensation benchmarking trends and analyses, SullivanCotter has also developed the most widely recognized physician and health care executive compensation surveys in the United States. Building from this unparalleled data, the firm works closely with executives, boards and compensation committees to devise innovative solutions to attract and retain talent while satisfying business objectives and regulatory requirements.

For more information, visit www.sullivancotter.com or call 888.739.7039.

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