

# 2016 Physician Compensation Training Seminar

OCTOBER 26-27, 2016 • THE ART HOTEL, DENVER, CO

## 201 AGENDA AT-A-GLANCE

### Day 1 201: Advanced Training in Physician Compensation

201 training will be held on the 4th Floor in the North Ballroom

7:00 – 8:00 a.m. FIRE Restaurant & Lounge	<b>BREAKFAST</b>
8:00 – 8:15 a.m.	<b>Introduction / Welcome</b>
8:15 – 8:45 a.m.	<b>MODULE 1: Environmental Overview</b> <ul style="list-style-type: none"><li>• High-level overview of industry trends, including information on the implications of MACRA on physician compensation</li></ul>
8:45 – 10:15 a.m.	<b>MODULE 2: Regulatory Environment</b> <ul style="list-style-type: none"><li>• Deep dive into fair market value and commercial reasonableness</li><li>• Case studies and group exercises</li></ul>
10:15 – 10:30 a.m. The Grand Colonnade	<b>BREAK</b>
10:30 – 11:00 a.m.	<b>MODULE 3: Market Benchmarking</b> <ul style="list-style-type: none"><li>• Review of key market survey benchmarking<ul style="list-style-type: none"><li>+ Evolving clinical leadership positions and associated benchmarking challenges</li><li>+ Deep dive into data availability and usage including value-based compensation data</li></ul></li></ul>
11:00 – 12:00 p.m.	<b>MODULE 4: Physician Compensation Trends</b> <ul style="list-style-type: none"><li>• Physician compensation and productivity trends<ul style="list-style-type: none"><li>+ Use of ratios</li><li>+ Value-based compensation trends</li><li>+ Macro compensation and reimbursement trends</li></ul></li></ul>
12:00 – 1:00 p.m. FIRE Restaurant & Lounge	<b>LUNCH</b>
1:00 – 1:45 p.m.	<b>MODULE 5: Governance of Physician Compensation</b> <ul style="list-style-type: none"><li>• Governance of physician compensation including formation of physician compensation committee, charters and responsibilities</li></ul>
1:45 – 2:15 p.m.	<b>MODULE 6: Physician On-Call Pay</b> <ul style="list-style-type: none"><li>• Physician on-call pay design strategies and challenges</li></ul>
2:15 – 2:30 p.m. The Grand Colonnade	<b>BREAK</b>
2:30 – 4:30 p.m.	<b>MODULE 7: Physician Compensation Design Strategies</b> <ul style="list-style-type: none"><li>• Overview of physician compensation design strategies and process</li><li>• Group case studies</li></ul>
4:30 – 5:00 p.m.	<b>Recap / Closing Remarks / Q&amp;A</b>
5:30 – 9:30 p.m. Palettes at the Denver Art Museum	<b>Cocktails / Dinner / Networking</b> <ul style="list-style-type: none"><li>• Short five minute walk (2 blocks)</li><li>• Address: 100 W 14th Avenue Pkwy, Denver, CO 80204</li></ul>

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## APC AGENDA AT-A-GLANCE

(\*Note: All attendees from the 101 and 201 training seminars join together for day two training)

### Day 2 Advanced Practice Clinician (APC) Compensation Training

APC training will be held on the 4th Floor in the Broadway Ballroom

7:00 – 8:00 a.m.  
FIRE Restaurant & Lounge

#### BREAKFAST

8:00 – 8:15 a.m.

#### Introduction / Welcome

8:15 – 9:00 a.m.

#### MODULE 1: Environmental Overview

- What providers are considered APCs?
- Current recruitment/retention challenges

9:00 – 9:45 a.m.

#### MODULE 2: Evolving Role of the APC

- Physician extender
- Independent provider
- Team-based contributor

9:45 – 10:00 a.m.

#### BREAK

The Grand Colonnade

10:00 – 10:45 a.m.

#### MODULE 3: APC Compensation Trends

- Compensation trends, including special pay practices and incentive pay
- APC leadership positions
- Benefits trends

10:45 – 11:30 a.m.

#### MODULE 4: APC Compensation Strategies

- The evolution to a professional services model consistent with the evolution of the APC role within the industry
- Consistency versus variability across this provider group

11:30 – 12:00 p.m.

#### Q&A / Wrap-up