

2017 Physician and APC Compensation Seminar

OCTOBER 18-19, 2017 • THE ART HOTEL, DENVER, CO

AGENDA

Day 1: Physician Compensation

All seminars will be held in the Ballroom spaces on the 4th floor.

7:00 – 8:00 a.m.

BREAKFAST (FIRE Restaurant & Lounge) / **REGISTRATION**

8:00 – 8:15 a.m.

Introduction and Welcome

8:15 – 8:45 a.m.

MODULE 1: Environmental Overview

- High-level overview of industry trends, including information on the implications of MACRA on physician compensation

8:45 – 9:15 a.m.

MODULE 2: Market Benchmarking

- Review of key market survey benchmarking
 - + Evolving clinical leadership positions and associated benchmarking challenges
 - + Deep dive into data availability and usage including value-based compensation data

9:15 – 10:15 a.m.

MODULE 3: Regulatory Environment (Part 1)

- Deep dive into fair market value and commercial reasonableness
- Case studies and group exercises

10:15 – 10:30 a.m.

BREAK (The Grand Colonnade)

10:30 – 11:00 a.m.

MODULE 3: Regulatory Environment (Part 2)

11:00 – 12:00 p.m.

MODULE 4: Physician Compensation Trends

- Physician compensation and productivity trends
 - + Use of ratios
 - + Value-based compensation trends
 - + Macro compensation and reimbursement trends

12:00 – 1:00 p.m.

LUNCH (FIRE Restaurant & Lounge)

1:00 – 1:30 p.m.

MODULE 5: Governance of Physician Compensation

- Governance of physician compensation including formation of physician compensation committee, charters and responsibilities

1:30 – 2:00 p.m.

MODULE 6: Physician On-Call and Telemedicine Pay

- Physician on-call and telemedicine pay design strategies and challenges

2:00 – 2:45 p.m.

MODULE 7: Physician Practice Valuation

- Overview of current environment and market forces driving practice acquisitions
- Common approaches including fair market value best practices and pitfalls
- Risk considerations when developing a practice acquisition strategy

2:45 – 3:00 p.m.

BREAK (The Grand Colonnade)

3:00 – 4:30 p.m.

MODULE 8: Physician Compensation Design Strategies

- Overview of physician compensation design strategies and processes
- Group case studies

4:30 – 5:00 p.m.

Recap / Closing Remarks / Q&A

5:30 – 8:30 p.m.

Cocktails / Heavy Appetizers / Networking (The Grand Colonnade)

Speakers: Kim Mobley, Jason Tackett and Kyle Tormoehlen

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Day 2: Advanced Practice Clinician (APC) Compensation

All seminars will be held in the Ballroom spaces on the 4th floor.

7:00 – 8:00 a.m. **BREAKFAST** (FIRE Restaurant & Lounge)

8:00 – 8:15 a.m. **Introduction and 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**

- Individual performance, team-based performance
- Specialties and practice settings
- Evolving APC leader

9:45 – 10:00 a.m. **BREAK** (The Grand Colonnade)

10:00 – 10:45 a.m. **MODULE 3: APC Compensation Trends**

- Compensation trends, including premium 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. **Recap / Closing Remarks / Q&A**

Speakers: Zachary Hartsell, Kay Jensen and Sarah Kasner