

AAOE Program of the 2008 Joint Meeting

Business Operations & Finance

To view complete course descriptions or to register go to www.aao.org/meetings/

Courses in **RED** endorsed by Young Ophthalmologist Committee
 Courses in *italic*: top 10 rated AAOE course in 2007
 Courses with an **ORANGE** flag are eligible for CE credit from AAPC
 Courses in **GREEN** are free
 Courses in **BOLD** are new this year



AMERICAN ACADEMY
 OF OPHTHALMIC EXECUTIVES
 Solutions for Practice Management

Course #	Course Title	Instructor(s)	Day/Time
SPE04	Using Critical Financial Thinking to Improve the Management of Your Practice	Ann Hulett CPE, CMPE	Saturday, 9:00am-12:00pm
SPE07	Strategic Planning for Practice Executives: Positioning Your Practice for Success	Derek Preece MBA Ann Hulett, COE, CMPE	Saturday, 1:00-4:00pm
201	<i>Hiring An Ophthalmologist for Your Practice</i>	Rick Koval MPA, CMPE	Sunday, 12:15-1:30pm
217	Using RVUs to Manage Your Practice	Justin Chamblee CPA	Sunday, 2:00-3:00pm
214	HMO/Payer Contracts: You Can Negotiate!	Mike Parshall	Sunday, 2:00-3:00pm
227	Practice Valuation: What's Your Practice Worth?	Mark Abruzzo JD	Sunday, 2:00-4:15pm
237	Purchasing Capital Equipment	Kevin Corcoran CPC	Sunday, 3:15-4:15pm
250	<i>Conquering Patient Flow Problems</i>	Derek Preece MBA	Sunday, 3:15-4:15pm
269	<i>What Every Ophthalmologist Should Know About Strategic Planning</i>	Greg Brinton MD Derek Preece MBA	Sunday, 4:30-5:30pm
340	<i>Anatomy of a Partnership Deal</i>	Jeffrey Sansweet JD	Monday, 9:00-10:00am
342	Get A Clue: A Guide to Protecting Your Practice from Embezzlement	Rainey Thompson MBA	Monday, 9:00-10:00am
341	Efficient ASC Management Practices	Ann Hulett CPE, CMPE	Monday, 9:00-10:00am
344	Pediatric Ophthalmic Practice Solutions: A Panel Discussion	Charla Ferchow	Monday, 9:00-10:00am
357	Managing Your Practice's Billing Operation	Ron Rosenberg MPH	Monday, 9:00-11:15am
366	An Administrator's Role in Hiring an Ophthalmologist	Lauren Mangan	Monday, 10:15-11:15am
SPE26	<i>Using Benchmarks to Improve Your Practice</i>	Derek Preece MBA	Monday, 10:15-11:15am

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379	Retina Specific Panel Discussion: Ask Your Peers	Warren Laurita MBA Jeffrey Brockett Angela Chambers RN Deborah Curran Cheryl Seda	Monday, 10:15am-12:30pm
394	Acquiring Practices: Buying Strangers, Friends & Enemies	Daniel Bernick JD	Monday, 11:30am-12:30pm
SPE27	Mid-Sized Practice Interactive Discussion	Laurie Sanchez COE	Monday, 11:30am-12:30pm
392	So Much Information, So Little Understanding: Demystifying Practice Management Reports	Marcia White MPA Tami McDaniel	Monday, 11:30am-12:30pm
411	The Seven Deadly Sins of Selling Your Solo Practice	Richard Koval MPA, CMPE	Monday, 2:00-3:00pm
423	Monitoring Practice Financial Performance	Ron Rosenberg MPH	Monday, 2:00-4:15pm
424	Built to Last or Crash? Assuring Practice Longevity through Succession Planning	Michael Parshall	Monday, 2:00-4:15pm
SPE37	Large Practice Interactive Discussion	Sandra Curd COE, COA, OCS	Monday, 3:15-4:15pm
460	Partnership Pitfalls: Preparing for the Unexpected	Robert Landau JD Robert Wade JD	Monday, 4:30-5:30pm
463	ASCs: Regulatory Opportunities and Challenges	Craig Jeffries Esq	Monday, 4:30-5:30pm
SPE38	Academic Practice Interactive Discussion	Gaye Baker OCS	Monday, 4:30-5:30pm
459	Developing and Maintaining Expense Controls for a Single and Multi-Office Practice	Mark O'Conner MBA	Monday, 4:30-5:30pm
535	Management Techniques to Maximize Clinical & Practice Quality	Chandak Ghosh MD MPH	Tuesday, 9:00-10:00am
539	What Your Practice Agreements Should Say About Governance, Compensation, Payouts and More	Mark Kropiewnicki JD Daniel Bernick JD	Tuesday, 9:00-10:00am
538	Retina Specific Patient Flow	Peggy Lindsey MD Sandy Brock David Harris III	Tuesday, 9:00-10:00am

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537	Financial Reporting to Physicians - What Physician Owners Want and Need to Know	Ron Rosenberg MPH	Tuesday, 9:00-10:00am
577	Using Financial Data in Ophthalmic Practice Management	George Stern MD	Tuesday, 10:15am-12:30pm
575	Designing Medical Space: How to Create Efficient, Effective and Patient Friendly Office Space	Richard C Haines Jr.	Tuesday, 10:15am-12:30pm
576	How to Successfully Add Other Specialties to Your Ophthalmic ASC	John Marasco AIA	Tuesday, 10:15am-12:30pm
591	Credentiailling Your Provider	William Koch COA, CPC, COE	Tuesday, 11:30am-12:30pm
SPE41	<i>Small Practice Interactive Discussion</i>	Julia Perry COT	Tuesday, 12:45-1:45pm
601	Income Division for Group Practices: Structuring Appropriate Physician Compensation	Robert Landau JD Robert Wade JD	Tuesday, 12:45-3:00pm
596	Anatomy of Your First Employment Agreement	Jeffrey Sanssweet JD	Tuesday, 12:45-1:45pm

