

June 15 & 16, 2017 • The Saratoga Hilton, Saratoga Springs, NY

PLEASE PRINT

First Name _____ Last Name _____

Title _____

Are you a member of New York MGMA: Yes No

I will attend with a New York MGMA member from my office as part of the Registration Special

Name of Member _____

Company _____

Address _____

City/State _____ Zip _____

Telephone _____

Email _____

SPECIAL NEEDS

Check here if you have a disability that requires accommodations to participate.

Check here if you have dietary restrictions and note below if you wish to request a special meal.

CONCURRENT SESSIONS Please select which session you want to attend with a checkmark on the line provided.

A. Top Ten Risks B. The Final Handoff

WELCOME RECEPTION

I will / will not attend the June 14, 2017 Welcome Reception.

REGISTRATION FEES Conference: June 15, 2017, 7:00 a.m. - June 16, 2017, 12:00 p.m.

Online/Postmark/Fax Date	Member Rate	Non- Member Rate
Register through April 30, 2017 (Early Bird)	\$219	\$299
Register on or after May 1, 2017 (Standard)	\$259	\$339
ACHE, AHIMA, AAPC, HFMA, HBA, NY Medical Society (Register through June 14, 2017)	\$289	
One-Day Conference (June 15)**	\$199	\$259
One-Day Conference (June 16)**	\$99	\$159

**One-Day Conference allows admittance to State Conference sessions on specified date ONLY.

Enter your total registration fee \$ _____

METHOD OF PAYMENT

Register and pay by credit card online at www.newyorkmgma.com.

Check enclosed payable to "New York MGMA"

Charge my credit card: Visa Master Card American Express Discover

Credit Card # _____ Expiration Date _____ CVV# _____

Cardholder's name _____

Billing address _____

Signature _____

REGISTRATION ACCEPTED VIA:

- Credit card payments accepted online at www.newyorkmgma.com or Fax 410.527.0270
- Mail to: New York MGMA, Executive Plaza II, 11350 McCormick Rd., Suite 1006, Hunt Valley, MD 21031 (Please make checks payable to "New York MGMA").

REGISTRATION SPECIAL

New York MGMA Members can register additional individuals from their practice to attend the conference at the discounted Member Rate. Simply complete and return all registration forms together.

REGISTRATION INFORMATION

The conference registration fee includes handouts, conference guide, breakfast and morning refreshments, lunch and afternoon refreshments and full access to the Exhibit Hall and all conference education sessions.

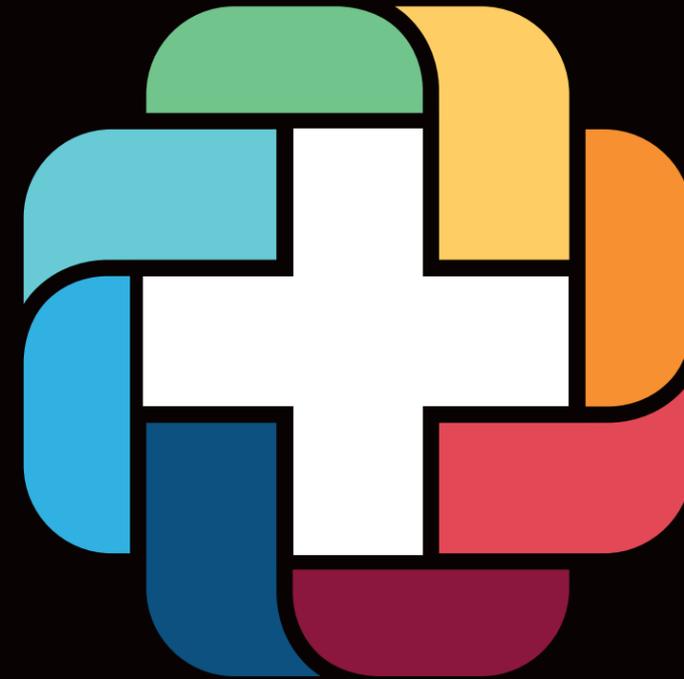
CANCELLATION POLICY

Cancellation of conference registration must be faxed or sent via email on or before May 19, 2017 and is subject to a \$65 processing fee. No partial or full refund will be made after this date or for failure to attend.

QUESTIONS

Phone: 410.527.0780

Email: info@newyorkmgma.com



2017 NEW YORK MGMA STATE CONFERENCE

LEADING
in the new
HEALTHCARE

JUNE 15 & 16, 2017

THE SARATOGA HILTON, SARATOGA SPRINGS, NY



Medical Group Management Association

New York

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Medical Group Management Association

New York



KEYNOTE SESSION — JUNE 15, 2017 — 8:30 A.M.



Strengths-Based Leadership: Leveraging Talent for Organizational Outcomes

Laurie Baedke, FACHE, FACMPE

How can leaders tap in to the true potential of their organization's greatest asset, their employees? Today, a company's market value depends less on its tangible assets and more on its human capital. Great leaders and great organizations must not only accommodate the fact that each employee is different, they must capitalize on these differences. They must watch for clues to each employee's natural talents and then position and develop each employee so that his or her talents are transformed into bona fide strengths. By changing the way healthcare organizations select, measure, develop, and channel the careers of their people, they can build an entire culture around the strengths of each individual.

During this highly interactive workshop, we will use the results of your personalized StrengthsFinder assessment to learn more about your unique talents and strengths, and understand how to leverage them for performance and engagement. The program provides leaders with knowledge and strategies to create, implement, and sustain a high-performance culture, wherein they teach all employees to identify, deploy, and develop their strengths, and wherein they design and build each role in the organization to create top performance capacity.

SESSION I — 10:30 A.M.

Mastering the Habits of Successful Leaders

Laurie Baedke, FACHE, FACMPE

This dynamic and interactive session examines the habits and attributes of peak performers gleaned from healthcare leadership studies in healthcare and other industries. Making even modest changes in habits is shown to produce significant performance impact. Attendees will walk away with a practical action plan to put these practices to work to achieve greater success and engagement in their personal and professional lives.

1. Discover eight habits and attributes of peak performers
2. Learn how to lead with or without formal authority
3. Develop an action plan for your personal and professional life, career path, and organizational success.

SESSION II — 11:30 A.M.

Business Meeting

James Barker, President, New York Medical Group Management Association

Join the state leadership in an interactive discussion of the New York MGMA.

SESSION III — 1:00 P.M.

“Speed Dating” with your Peers

Discuss challenges and opportunities with your peers. You can “speed date” as many times as you would like during this session, as you choose from these topics: Risk Management, Patient-Centered Care, Challenges in Running a Practice, How to Endure Healthcare, Bring the Team Together to See the “Big Picture”, Manage Revenue During Turbulent Times.

CONCURRENT SESSIONS — 2:30 P.M.

Top Ten Risks of the Physician Office Setting

Martin, Kaiser, Risk Management Consultant, MLMIC Services, Inc.

Rewrite second sentence: The office surveys conducted by MLMIC found that the highest number of recommendations to reduce potential risk liability were focused on ten areas. Adoption of the recommendations offered during the presentation will assist in the development of a well-rounded risk management program that can reduce the risk of patient injury. In the event of litigation, they will also contribute to a strong defense.

- To identify the top ten professional liability risks in the today's medical practice.
- To review risk management strategies to reduce potential liability exposure in the office practice setting.
- To implement office policies and procedures that will help develop a well-rounded risk management program.

The Final Handoff - How Boomers Can Help the Next Generations Succeed

William Henderson, FACMPE, Instructor, Albany Medical College

This session will allow you:

- To identify what critical knowledge a ‘soon to retire’ healthcare leader has that needs to be passed on to the Millennials and Gen-Xer's
- To show a modified version of mentoring (and ‘reverse mentoring’) can provide ‘the vehicle’ for establishing a positive environment for the handoff.
- To discuss a specific case study in which this methodology was successfully utilized to ‘hand off’ career critical information

SESSION IV — 4:00 P.M.

Meeting the Practice Challenges of Healthcare Consumerism

Lauri Miro, MBA, RN, PCMH CCE, Vice President of Consulting Services, The Halley Consulting Group

The healthcare industry is experiencing dynamic change and during periods of dynamic change, what worked yesterday, just doesn't work anymore! Providing high quality clinical care is essential – but not enough! Excellent customer service is critical – but not enough! High productivity, alone, will not save us! And failing to engage all stakeholders, including patients, in our response to dynamic change, is a prescription for disaster! Meeting the Practice Challenges of Healthcare Consumerism provides a high-level overview of significant industry trends playing out in communities large and small. The topic includes a discussion of dynamic market trends and what it means to be a Primary Care Provider of Choice for consumers who increasingly demand excellent service and patient care.

SESSION V — JUNE 16, 2017 — 8:00 A.M.

How Much Do you Know?

Amy LaGrange, FACMPE, New York ACMPE Representative
Natalie Cizek, CMPE, MGMA Liaison

Do you wonder about how much you really know? Do you wonder where you stand among your peers? Do you wonder about the value of ACMPE certification? Wonder no more! Join this interactive and fun session to find out all you really know.

SESSION VI — 9:00 A.M.

The State of Healthcare in America – A Washington Update

Mollie Gelburd, Associate Director, Government Affairs, Medical Group Management Association

This update will provide timely information on the status of pertinent healthcare issues under consideration and finalized by Congress and federal regulatory agencies, including recently finalized implementation details for transitioning to the new Merit-Based Incentive Payment System (MIPS) and alternative payment models (APMs). Attendees will learn about breaking legislative and regulatory developments affecting medical groups, gaining a deeper understanding of these changes and their impact on the day-to-day activities of medical group practices. Additionally, attendees will learn what resources are available to clarify these federal initiatives.

WORKSHOP — 10:30 A.M.



Engaging Providers for Practice Transformation

Lauri Miro, MBA, RN, PCMH CCE, Vice President of Consulting Services, The Halley Consulting Group

This session will focus on engaging providers to drive performance from the practice level up through the organization, sharing best practices and principles. The discussion will focus on what a transformed practice looks like relative to provider, employee, and patient engagement, service and clinical quality, financial stability. It will cover governance principles which engage providers, and an appropriate implementation management framework. The session will also introduce tools to measure effective collaboration and to manage the performance required for true practice transformation.

When physicians join a health system, the data they receive is often varied or hidden, and they often don't receive adequate information to help them manage their performance. Performance metrics for service, quality, productivity, revenue cycle, financial success should be tailored for both network and practice realities, with reporting that highlights relevant details for both individual practices and individual providers. This session will utilize an interactive case study so participants can apply lessons learned for effective practice transformation and successful deployment of management tools.

- Gain insight on how to implement effective governance methodologies with a management framework that drives performance and facilitates practice transformation.
- Identify key elements evident in a truly transformed practice and apply appropriate tools to facilitate transformation and drive performance.
- Through the interactive case study exercise, identify mechanisms to engage providers in practice transformation.

WHO SHOULD ATTEND? This program is designed for staff with various levels of expertise in medical practice management which include: physicians, COO/CEO of private medical groups, practice directors and managers, business managers, billing managers and supervisors, as well as managed care contract and credentialing coordinators. There are no prerequisites to attend.

EARN CEU HOURS Earn up to 9.5 continuing education unit hours from ACMPE — The American College of Medical Practice Executives. Our programs are eligible for continuing education units as awarded by other professional associations. We recommend that you contact your professional association for their approval process. The New York State Education Department, Professional Licensing Services has approved CPEs for Certified Public Accountants.

CONFERENCE LOCATION The Saratoga Hilton, 534 Broadway, Saratoga Springs, NY 12866.

WEDNESDAY, JUNE 14, 2017

5:00 p.m. Welcome Reception

THURSDAY, JUNE 15, 2017

7:00 a.m. Registration

7:30 a.m. Breakfast & Networking with the Exhibitors

8:15 a.m. Welcome

8:30 a.m. Keynote Session

10:00 a.m. Networking & Refresher with the Exhibitors

10:30 a.m. Session I

11:30 a.m. Session II

12:00 p.m. Lunch

1:00 p.m. Session III

2:00 p.m. Mix & Mingle with Exhibitors

2:30 p.m. Concurrent Session

3:30 p.m. Networking, Refresher & Door Prize Session

4:00 p.m. Session IV

4:30 p.m. DAY 1 – Conference Adjourns

5:00 p.m. Networking Happy Hour

6:30 p.m. Dinner/Activities on Your Own

FRIDAY, JUNE 16, 2017

7:00 a.m. Registration

7:30 a.m. Breakfast & Networking

8:00 a.m. Session V

9:00 a.m. Session VI

10:15 a.m. Refresher

10:30 a.m. Workshop

12:00 p.m. Conference Adjourns

DRESS Business casual attire is appropriate for all conference functions.

ACCOMMODATIONS For overnight accommodations, please use the special online hotel reservation link which will automatically take you to the New York MGMA block of rooms. The rate is \$169/per night. The cut-off date is May 15, 2017.

WELCOME RECEPTION You are invited to join the NY MGMA for a Welcome Reception on Wednesday, June 14, 2017, 5:00 p.m.

EXHIBIT HALL Mix and mingle with exhibitors who have products and services designed for your medical practice.

CONFERENCE PROMOTIONAL PHOTOS State Conference registration implies consent that any pictures or video taken during the conference can be used for conference coverage and promotional purposes. New York MGMA is able to use your likeness without remuneration.