AMGA Consulting’s Annual Compensation & Operations Improvement Meeting is tailored for medical group physician and administrative leaders charged with driving operational efficiency and financial performance at their organization. Over two days, attendees will gain insights into the most current market trends around provider compensation, external market forces, and practice operations. Hear from peer organizations across the country about their strategies for performance improvement and walk away with real-world solutions to create and maintain a high performing physician enterprise.

Program Objectives:

1. Gain insight into the future of physician enterprises
2. Learn how to leverage internal data and predictive modeling to mitigate no-shows
3. Explore ways in which survey data is interrelated and can be used in various combinations to drive improvement
4. Discover the latest political updates impacting medical groups and physicians/providers
5. Understand the importance of legal safeguards in compensation models
6. Gain insight into how physician compacts can create a winning culture
7. Learn what to do, and what not to do, when negotiating risk-based contracts
8. Explore ways to leverage a strategic framework towards reimagining APP compensation
9. Discover best practices for prior authorization and contracting strategies
10. Become equipped with the knowledge and tools to combat operational and finance issues brought on by the rise in partial FTE clinicians

Wednesday, September 11

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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>5:00pm – 7:00pm</td>
<td>Welcome Reception</td>
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Thursday, September 12

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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>8:00am – 9:00am</td>
<td>Networking Breakfast</td>
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| 9:00am – 9:30am | Welcome and State of the Union  
                       Fred Horton, MHA, President, AMGA Consulting |
| 9:30am – 10:15am | SESSION 1  
                       Keynote Speaker  
                       TBA  
                       Reflect on where physician enterprises’ have been and what is in store for the future. |
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<th>Time</th>
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| 10:15am – 11:00am | **SESSION 2**  
A Patient Centered Approach to Predicting and Mitigating No Shows  
Karen Hoskins, Medical Specialty Operations Director, MHS; and Nolan Seithel, Business Relationship Manager, BS. St. Elizabeth Physicians  
Learn how a large medical group improved template utilization, provider satisfaction, and patient satisfaction by operationalizing an in-house no-show predictive model with a patient-centered lens. |
| 11:00am – 11:15am | Refreshment Break |
| 11:15am – 12:00pm | **SESSION 3**  
Unpublished Insights: 2024 AMGA Surveys  
Kelsi O’Brien, MHSA, Senior Director, AMGA Consulting and Matt Wells, PhD, Director, AMGA Consulting  
AMGA surveys provide a wealth of benchmarks and insight, but not all findings make it into our published surveys. Hear about a number of findings that impact compensation and operations never before discussed.  
Upon completion of this session, participants should be able to:  
- Understand ways in which survey data is interrelated and can be used in various combinations to drive improvement  
- Explain insights on staffing with data from ProSat  
- Further understand the relationship between wRVUs and compensation especially at the highest and lowest levels |
| 12:00pm – 12:30pm | Session 4  
Policy Overview: The Latest Updates from Washington, D.C.  
Darryl Drevna, MA, Senior Director, Regulatory and Public Policy, AMGA  
This session will provide the latest political updates from legislative to regulatory on topics impacting medical group and physicians/providers. |
| 12:30pm – 1:30pm | LUNCH |
| 1:30pm – 2:30pm | **SESSION 5**  
Legal Safeguards: Integrating Legal Counsel Early and Often in Building your Physician Compensation Models to Avoid Legal and Regulatory Pitfalls  
Brandon Robinson, JD, Director, Legal Services, BJC HealthCare  
Engaging legal counsel early and often in the physician compensation planning process is crucial to avoiding legal and regulatory issues later. This presentation will discuss how both in-house and outside legal counsel can guide key decisions in shaping compliant compensation models, emphasizing common areas of concern and offer strategies to effectively mitigate legal and regulatory risks. |
| 2:30pm – 3:15pm | **SESSION 6**  
Provider Unionization Trends: Leveraging Physician Compacts  
Jack Silversin, DMD, DrPH, Founding Partner, Amicus |
| 3:15pm – 3:30pm | Networking Break |
### Friday, September 13

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Description</th>
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<tbody>
<tr>
<td>3:30pm – 4:15pm</td>
<td><strong>SESSION 7</strong>&lt;br&gt;Trends in Managed Care Contracting Strategies&lt;br&gt;Richelle Marting JD, MHSA, RHIA, CPC, CEMC, CPMA, CPC-I, Healthcare Reimbursement Attorney, Marting Law, LLC&lt;br&gt;While medical groups may focus their managed care contracting efforts on rates, the negotiating rates is only part of the picture. This session will focus on trends in managed care contracting strategies, using case studies and specific examples that can play a significant role in the success of a group’s arrangement with managed care plans.</td>
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<td>4:15pm – 5:00pm</td>
<td><strong>Day 1 Wrap-Up &amp; Preview of Day 2</strong>&lt;br&gt;Fred Horton, MHA, President, AMGA Consulting</td>
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<td>5:15pm – 7:15pm</td>
<td><strong>Happy Hour Reception</strong></td>
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<tr>
<td>7:30am – 8:30am</td>
<td>Networking Breakfast</td>
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<tr>
<td>8:30am – 9:30am</td>
<td><strong>SESSION 8</strong>&lt;br&gt;APP Compensation: Lessons Learned&lt;br&gt;Lara West, MHSc, PA-C, Assistant Vice President, Advanced Clinical Providers Center for Advanced Providers, Northwell Health&lt;br&gt;APP Compensation has slowly evolved over several years. Hear about their journey and the lessons learned along the way.</td>
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<td>9:30am – 10:00am</td>
<td>Networking Break / Hotel Checkout</td>
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<tr>
<td>10:00am – 11:00am</td>
<td><strong>SESSION 9</strong>&lt;br&gt;Prior Authorization and Contracting Strategies&lt;br&gt;TBA</td>
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| 11:00am – 11:45am | **SESSION 10**<br>Maximizing Efficiency: Understanding the Impact of Partial Clinical FTEs on Medical Groups<br>Will Holets, MHA, MBA, Senior Director AMGA Consulting<br>In today’s healthcare landscape, optimizing resources and personnel allocation is essential for medical groups to thrive. This presentation delves into the intricacies of Partial Clinical Full-Time Equivalents (FTEs) and their profound influence on medical practices. Attendees will gain insights into how fractional FTEs affect operational efficiency, patient care quality, and financial viability within medical groups.**

**Upon completion of this session, participants should be able to:**

- Explain valuable market insights into the overall changes in the clinician FTE landscape
- Describe the tools to combat operational and finance issues, brought on by the rise in partial FTE clinicians.
- Interact with other key medical group leaders to understand how they mitigate issues
CONTINUING EDUCATION:

Disclosures: None of the planners for any of the accredited activities have relevant financial relationships to disclose with any ineligible company whose primary business is producing, marketing, selling, re-selling, or distributing healthcare products used by or on patients.

Physicians, Nurse Practitioners, Registered Nurses, and Physician Assistants (CME Credit): AMGA is accredited by the Accreditation Council for Continuing Medical Education (ACCME) to provide continuing medical education for physicians. AMGA designates this live educational activity for up to 8 AMA PRA Category 1 Credits™. Physicians should claim only the credit commensurate with the extent of their participation in the activity. For the purpose of recertification, the American Nurses Credentialing Center (ANCC) and the National Commission on Certification of Physician Assistants (NCCPA) accept AMA PRA Category 1 Credit™ issued by organizations accredited by the ACCME. With respect to individual states' requirements for continuing education, State Boards have final authority of the acceptance.

American College of Healthcare Executives (ACHE) Qualified Credit: By attending this AMGA program, participants may earn up to 8 American College of Healthcare Executives (ACHE) Qualified Education hours toward initial certification or recertification of the Fellow of the American College of Healthcare Executives (FACHE) designation. Participants of this program who wish to have their attendance considered for ACHE Qualified Education hours should list it when they apply to the ACHE for advancement or recertification. Participants are responsible for maintaining a record of their ACHE Qualified Education hours.

CPAs (CPE Credit): This group live activity is designated to provide continuing professional education credits in the field of “specialized knowledge”. No prerequisite requirements are necessary for this event. By attending this program, participants may earn up to 9.6 CPE credits. In accordance with the standards of the National Registry of CPE Sponsors, CPE credits are granted based on a 50-minute hour. AMGA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. (NASBA Sponsor ID: 112939)