



2012 Annual Convention
April 16-17th
Las Vegas, NV

Comprehensive Clinic Startup Agenda

Faculty: Alan Ayers, MBA, MAcc; Don Dillahunty, DO; William Gluckman, DO, MBA, FACEP, CPE, CPC Lori Japp, PA-C; Tammy Mallow; Jason North; Patrice Pash, RN, BSN, COHC; Marc Salzberg, MD; Steve Sellars, MBA; John Shufeldt, MD, JD, MBA; David Stern, MD, CPC

Monday, April 16

7:00-8:00am	Registration & Continental Breakfast
8:00-8:15am	Course Announcements
8:15-9:15am	Site Selection Steve Sellars
9:15-9:30am	Break
9:30-10:30am	Managed Care Contracting David Stern
10:30-10:45am	Break
10:45-11:45am	Clinic Setup Part 1 Patrice Pash
11:45am-1:00pm	Group Lunch
1:00-2:00pm	Clinic Setup Part 2 Patrice Pash
2:00-2:15pm	Break
2:15-3:15pm	Staffing Your Center Tammy Mallow
3:15-3:30pm	Break
3:30-4:30pm	The Owner Experience Marc Salzberg
4:30-6:30pm	Exhibit Hall Grand Opening & Welcome Reception

Tuesday, April 17

7:00-8:00am	Breakfast in Exhibit Hall
8:00-9:30am	General Session for All Attendees
9:30-10:00am	Break & Visit Exhibit Hall
10:00-11:00am	Planning for Operational Success Lori Japp
11:00am -11:15am	Break
11:15am -12:15pm	Financial Practices Jason North
12:15-1:15pm	Lunch
12:45-2:00pm	Exhibit Hall and Networking
2:00-3:00pm	Legal Issues John Shufeldt
3:00-3:15pm	Break
3:15-4:15pm	Marketing Your Center Alan Ayers
4:15-4:30pm	Break
4:30-5:30pm	Owner Roundtable
5:30-7:00pm	Reception in the Exhibit Hall