



Fall Conference
October 20-22, 2011
Dallas, TX

Comprehensive Clinic Startup-Agenda

Faculty: Alan Ayers, MBA, MAcc; Candy Bigham, CMC; Patty Kiley; Patrice Pash, RN, BSN, COHC; Tammy Mallow; Marc Salzberg, MD, FACEP; Steve Sellars, MBA; John Shufeldt, MD, JD, MBA; David Stern, MD, CPC

Thursday, October 20

5:00-6:30pm Registration & Exhibit Hall Opens

5:30-7:00pm Opening Reception & Exhibit Hall

Friday, October 21

7:00-8:00am Continental Breakfast

8:00-9:15am **Site Selection**
Steve Sellars

9:15-9:45am Coffee Break & Exhibit Hall

9:45-10:45am **Managed Care Contracts**
David Stern

10:45-11:00am Break

11:00-Noon **Clinic Set-up Part 1**
Patrice Pash

Noon-12:45pm Group Lunch
12:45pm-2:00pm Visit the Exhibitors

2:00-3:00pm **Clinic Set-up Part 2**
Patrice Pash

3:00-3:15pm Break

3:15-4:15pm **Staffing and Operations**
Tammy Mallow

4:15-4:30pm Break

4:30-5:30pm **The Owners Experience**
Marc Salzberg

5:30pm-7:00pm Networking Reception & Exhibit Hall

Saturday, October 22

7:00-7:30am Continental Breakfast

7:30-8:30am **Developing HR Strategy**
Patty Kiley

8:30-9:00am Coffee Break & Exhibit Hall

9:00-10:00am **Urgent Care Billing**
Candy Bigham

10:00-10:15am Break

10:15-11:15am **Legal Issues**
John Shufeldt

11:15am-12:00pm Group Lunch

11:45am-1:15pm Final Exhibit Hall

1:15-2:15pm **Urgent Care Startup Marketing**
Alan Ayers

2:15-2:30pm Break

2:30-3:30pm **Faculty Panel Q & A**

3:30pm Fall Conference Adjourns