



AAO 2018 BSM Consulting Presentation Schedule

Course Title	Date & Time	Location	Consultants & Co-Presenters	Course Description
Conversations with the Experts	Saturday, 10/27 9 - 10 a.m.	Academy Resource Center, Booth 508	Laurie Brown	A free 20-minute consultation.
OOSS Symposium 2018: Drivers for Ophthalmic ASC Success	Saturday, 10/27 11 a.m. - Noon	Hyatt Regency McCormick Place, Regency A & B Ballrooms	Maureen Waddle Dan Chambers Todd Albertz Steve Sheppard	Track 2 — Orchestrating Operational and Financial Performance
OOSS Symposium 2018: Drivers for Ophthalmic ASC Success	Saturday, 10/27 11 a.m. - Noon	Hyatt Regency McCormick Place, Regency A & B Ballrooms	Regina Boore Maria Tietjen Nikki Hurley Pat Thompson Bruce Maller	Track 3 — Ensuring OR Excellence, Compliance, and Efficiency
OOSS Symposium 2018: Beyond Success, Community Luncheon and Program	Saturday, 10/27 Noon - 3 p.m.	Hyatt Regency McCormick Place, Regency A & B Ballrooms	Cathy McCabe, M.D. Michael Dunn Audrey Talley Rostov, M.D. Karl Olsen, M.D. Mark Rosenberg	Ophthalmic ASC leaders share their vivid stories of succession, including established and emerging options of ownership, investment, management, mergers, and acquisitions.
JCAHPO Practice Management Sub-Specialty Session: The Most Common Mistakes in Chart Documentation, What Auditors Look for, and How to Prevent Them	Saturday, 10/27 1:50 - 3:50 p.m.	Hyatt Regency McCormick Place, Grand Ballroom B	Laurie Brown	Learn common mistakes made in patient charting in ophthalmology practices, the necessary detail needed to remain compliant, similar risk areas found by auditors, and possible solutions to enable practices to document efficiently.
JCAHPO Practice Management Sub-Specialty Session: Efficient Patient Scheduling	Saturday, 10/27 1:50 - 3:50 p.m.	Hyatt Regency McCormick Place, Grand Ballroom B	Maureen Waddle	Explore tips for developing an efficient patient schedule as well as maximizing physician and staff productivity, including the methodology to analyze and design the clinic schedule to meet these objectives.
Benchmarking to Improve Efficiencies — What are the KPIs?	Sunday, 10/28 8 - 9:45 a.m.	Room S103BC	Dixon Davis	Roundtable discussion
Conversations with the Experts	Sunday, 10/28 2 - 4 p.m.	Academy Resource Center, Booth 508	Jolynn Cook	A free 20-minute consultation.
The Audit Payoff: Common Findings to Fix	Sunday, 10/28 3:15 - 4:15 p.m.	Room S104A	Laurie Brown Patricia Kennedy	Review common findings of coding and documentation audits and how to use those findings to educate and train staff and providers.
The Future of the Ophthalmic Industry from the Next Generation of Leadership	Sunday, 10/28 3:15 - 4:15 p.m.	Room S106B	Andrew Maller Nikki Hurley Kristine Lindgren Anish Kapur, M.D.	Discussion of emerging trends in the use of health care technology, the duality of physician specialty, and patient satisfaction within ophthalmology practices. Panelists will address initiatives for the future that will ensure practice success in this changing environment.
Conversations with the Experts	Sunday, 10/28 4 - 5 p.m.	Academy Resource Center, Booth 508	Elizabeth Holloway	A free 20-minute consultation.
Benchmarking: How Do Top-Tier Practices Differ from Average Practices?	Sunday, 10/28 4:30 - 5:30 p.m.	Room S103BC	Derek Preece	Review financial data from the AcadeMetrics Benchmarking Survey to compare the finances of practices in the top 10 percent with average practices to discover what industry leaders do differently.
Conversations with the Experts	Monday, 10/29 9 - 10 a.m.	Academy Resource Center, Booth 508	Laurie Brown	A free 20-minute consultation.
The Five-Step Leadership System	Monday, 10/29 10:15 - 11:15 a.m.	Room S105D	Derek Preece	Explore how to apply the Five-Step Management System, which helps diagnose and correct employee problems, and how to teach staff the five steps of employee responsibility.
Benchmarking to Improve Efficiencies — What are the KPIs?	Monday, 10/29 12:30 - 1:45 p.m.	Room S103BC	Derek Preece	Roundtable discussion
Administrator Leadership in Physician Succession Planning	Monday, 10/29 2 - 3 p.m.	Room S106A	Elizabeth Holloway Laurie Brown	Learn essential information to help identify a practice's future leadership needs, including how to recruit a new physician, structure an employment agreement, and anticipate potential ownership.
Creating a Fair Compensation Structure for Your Organization	Monday, 10/29 4:30 - 5:30 p.m.	Room S106B	Maureen Waddle Elizabeth Holloway	Explore key steps necessary to establish the right compensation structure for your practice, providing resources and tools for administrators.
Monitor Financial Success Using Key Performance Indicators	Monday, 10/29 4:30 - 5:30 p.m.	Room S106A	Dixon Davis	Learn key performance indicators to help business leaders manage the financial performance of a group.
Effective Strategic Planning	Tuesday, 10/30 9 - 10 a.m.	Room S103BC	Maureen Waddle	Discussion on the practice administrator's role in preparing for a strategic planning session and how to implement the resulting plan.
Tips for Successful OD Integration	Tuesday, 10/30 10:15 - 11:15 a.m.	Room S103D	Jolynn Cook Elizabeth Holloway	Gain valuable insight for integrating medical optometry into an ophthalmology practice while maintaining referrals from community optometrists.
Budgeting for the Ophthalmology Practice	Tuesday, 10/30 11:30 a.m. - 12:30 p.m.	Room 105A	Andrew Maller Laurie Brown	Learn practical, simple approach for implementing a practice budget.
Financial Considerations When Adding Partners to Your ASC	Tuesday, 10/30 11:30 a.m. - 12:30 p.m.	Room S105BC	Dixon Davis	Examine several financial and operational considerations ASC owners should consider when deciding whether to sell or buy back ASC shares.