



JUNE 13-15, 2018
CHARLESTON MARRIOTT
CHARLESTON, SC

NSCHBC 2018 ANNUAL CONFERENCE

REGISTRATION BROCHURE





NSCHBC 2018 ANNUAL MEETING

The National Society of Certified Healthcare Business Consultants, the premier Society representing the best in the field of healthcare business consulting, is pleased to announce its 2018 Annual Meeting! The conference will be held June 13-15, 2018 at the Charleston Marriott in Charleston, South Carolina. If you are a healthcare business professional, you won't want to miss this important educational and networking opportunity.

General and concurrent session topics include: data analytics and successfully negotiating managed care contracts; trends in super-groups, independent practices, and employed physicians; patient-centered medical homes; audit risk and regulatory update; trends in telemedicine; and cybersecurity. There will be a separate dental breakout session highlighting hot trends for new dentists and growing your dental hygiene practice.

Our keynote speaker is Terry Bowden, head football coach at the University of Akron. Bowden was previously head coach at Salem University (1983–1985), Samford University (1987–1992), Auburn University (1993–1998), and the University of North Alabama (2009–2011). Bowden is a son of former Florida State University head football coach legend Bobby Bowden. His focus on leadership will inspire everyone in attendance.

We are continuing our series, “Lunch with a Legend”, where attendees will hear and learn from one of the best and the brightest in our industry, Mr. Jack Rue Coleman.

Conference participants will be offered the opportunity to visit our Expo area to get a first-hand look at leading technologies and services available in today's market place.

Join us and learn about the latest trends in the industry with ample opportunity to network with colleagues and friends in a number of meetings and social events that include the best that Charleston has to offer.

We hope you'll join us and register today!

Laura S. Goodman, CHBC, CPA

Amanda L. Waesch, Esq.

Co-Chairs, NSCHBC Education Committee

CONTACT

National Society of Certified Healthcare Business Consultants

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www.nschbc.org



NSCHBC 2018 ANNUAL CONFERENCE

PRELIMINARY AGENDA

CPE Fields of Study

WEDNESDAY JUNE 13	
9:00 am - 12:00 am	Board Meeting
1:00 pm - 1:05 pm	Welcome & Announcements from NSCHBC President
1:05 pm - 2:20 pm	Helping Physician Practices Negotiate and Deal with Managed Care Plans - Tips and Strategies <i>Specialized Knowledge</i> Reed Tinsley, CPA, CVA, CFP, CHBC, <i>Reed Tinsley, CPA</i> Donna White, <i>Legacy Consulting Services, LLC</i> David J. Zetter, PHR, SHRM-CP, CHCC, CPCO, CPC, COC, PCS, FCS, CHBC, CMUP, PESCC, CMAP, <i>Zetter HealthCare</i>
2:20 pm - 3:30 pm	Break
2:30 pm - 3:45 pm	Practice Structure Options for Maintaining Independence and Improving the Bottom Line <i>Specialized Knowledge</i> Paul Levy, DO, FACOS, <i>First Surgical Care</i> Kathleen McTigue, <i>PediaTrust, LLC</i>
3:45 pm - 3:55 pm	Vendor Presentation
3:55 pm - 5:10 pm	Second Generation of Physician-Hospital Compensation <i>Specialized Knowledge</i> Max Reiboldt, CPA, <i>Coker Group</i>
5:30 pm - 7:00 pm	Opening Reception
THURSDAY JUNE 14	
7:15 am - 7:45 am	New Member, New Certified CHBC, and Certification Students Welcome Breakfast
7:15 am - 7:45 am	Breakfast
7:45 am - 7:50 pm	Welcome & Announcements from NSCHBC President
7:50 am - 9:30 pm	Building a Winner <i>Personal Development</i> Terry Bowden, <i>University of Akron</i>
9:30 am - 9:40 am	Break

NSCHBC 2018 ANNUAL CONFERENCE **PRELIMINARY AGENDA**

9:40 am - 10:55 am	Physician-led ACOs <i>Specialized Knowledge</i> Dr. Alejandro Perez-Trepichio, <i>Millennium Physician Group</i>
11:00 am - 12:00 pm	Vendor Speed Networking
12:00 pm - 12:45 pm	Lunch
12:45 pm - 1:45 pm	NSCHBC Business Meeting
1:45 pm - 3:00 pm	Medical Economics Roundtable <i>Specialized Knowledge</i> Jeffrey Bendix (Moderator), <i>Medical Economics</i>
3:00 pm - 4:15 pm	Creating a Culture of Compliance <i>Specialized Knowledge</i> Sean Weiss, CHC, CEMA, CMCO, CPMA, CPC-P, CPC, <i>DoctorsManagement, LLC</i>
4:15 pm - 4:25 pm	Break
4:25 pm - 5:40 pm	Cyber Security <i>Information Technology</i> Scott Turk, <i>Lake County State's Attorney's Office</i>
6:30 pm - 8:30 pm	President's Award Reception

FRIDAY **JUNE 15**

7:15 am - 7:45 am	Breakfast
7:45 am - 7:50 am	Welcome & Announcements from NSCHBC President
7:50 am - 8:00 am	Vendor Presentations
8:00 am - 8:10 am	Vendor Presentations
8:10 am - 9:25 am	Audit Risk/Regulation Update <i>Specialized Knowledge</i> Maxine Lewis, CMM, CPC, CPC-I, CCS-P, <i>Medical Coding & Reimbursement Management</i> Virginia Martin, CMA, CPC, CPCO, CHBC, <i>Rehmann</i>
9:25 am - 9:35 am	Break
9:35 am - 10:25 am	Is there a Dr. in the house? Yes, but he/she is virtual... Welcome to Telemedicine. <i>Specialized Knowledge</i> Eric Christensen, <i>Healthcare Compliance Pros</i>
Medical Breakout	

NSCHBC 2018 ANNUAL CONFERENCE **PRELIMINARY AGENDA**

9:35 am - 10:25 am	Your Career Choices and Your Future Income <i>Specialized Knowledge</i>
Dental Breakout	Earl Douglas, DDS, MBA, BVAL, <i>ADS South, LLC</i>
10:25 am - 11:15 am	Telehealth Enabled CCM <i>Specialized Knowledge</i>
Medical Breakout	Earl Douglas, DDS, MBA, BVAL, <i>PCS Technology</i>
10:25 am - 11:15 am	Tips to Grow Dental Hygiene Department <i>Specialized Knowledge</i>
Dental Breakout	Stephanie Lodding
11:15 am - 11:30 am	Break
11:30 am - 12:45 pm	Lunch with a Legend <i>Personal Development</i>
	Jack Rue Coleman, CHBC, <i>Dental-Medical Economics, Inc.</i>
12:45 pm - 12:55 pm	Vendor Presentation
12:55 pm - 2:10 am	Social Media Success for Dentists in 2018...and Beyond! <i>Communications and Marketing</i>
	Kristie (Nation) Boltz, <i>MyDental CMO</i>
2:10 pm - 3:25 pm	Tax Cuts and Jobs Act: How will it affect your tax return? <i>Tax</i>
	Tracy Derteen, Esq, <i>Brennan, Manna & Diamond, LLC</i> Laura S. Goodman, CHBC, CPA, <i>FGMK, LLC</i>
3:30 pm - 4:30 pm	New Board Meeting

SATURDAY **JUNE 16**

8:00 am - 12:00 pm **Certification Exam**

EDUCATIONAL MEETING CPE CREDITS

Earn up to 20.5 CPE Credits!

The **National Society of Certified Healthcare Business Consultants** 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. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org.



- **Program Level:** Intermediate
- **Delivery Method:** Group-Live

No prerequisite or advanced preparation is required, however prior experience in practice management or financial management is suggested. The objective of the meeting is to further develop skills in health-care business consulting.

NSCHBC 2018 ANNUAL CONFERENCE

GENERAL INFORMATION

HOTEL INFORMATION

THE CHARLESTON MARRIOTT
170 Lockwood Boulevard
Charleston, South Carolina 29403
T: 843.723.3000
Check in: 4:00 PM Eastern
Check out: 11:00 AM Eastern

ONLINE RESERVATIONS: <http://bit.ly/2018charleston>
PHONE: 800.233.1234
GROUP NAME: NSCHBC Annual Conference
GROUP RATE: \$185 Deluxe/Double
(available until May 21st)
**Please note that the NSCHBC does not make travel arrangements on your behalf.*

Please make your hotel reservations early, as space is limited!

EXPO OPPORTUNITIES

Learn about the latest and greatest innovations at the NSCHBC 2018 Expo Area. Meet with vendors and learn about new products and services while enjoying breakfasts, lunches, and designated breaks on Thursday and Friday. Also, don't miss the Opening Reception on Wednesday evening!

For information on exhibiting and/or sponsorship opportunities, please visit:
www.nschbc.org/sponsors

SPECIAL EVENTS

- **Charleston RiverDogs Baseball Game**
Tuesday Evening
- **Opening Reception** – Wednesday Evening
- **Spouse/Guest Tour** – Thursday Morning
- **President's Awards Reception**
Thursday Evening

SPOUSE/GUESTS

The Spouse/Guest registration includes Opening Reception, continental breakfasts, and President's Awards Reception.

Be sure to sign up for the Spouse/Guest carriage ride and tour historic downtown Charleston by mule or horse-drawn carriage with some of the most experienced guides in the Charleston carriage industry.

CONFERENCE ATTIRE

All attendees are encouraged to wear business casual attire to all functions. The average temperature for June is around 85°, so please dress accordingly. We recommend bringing a sweater or light jacket for the hotel meeting rooms, as they can vary in temperature.

CANCELLATIONS

Registration fees, less a \$50 administrative fee, will be refunded if written notice is received by **May 15, 2018**. Requests for refunds will not be honored after **May 15, 2018**.

Registrant must purchase a FULL registration; NO refunds will be given for functions not attended. Please contact Carol Wynne at cwynne@drohanmgmt.com regarding any questions or complaints.



WE LOOK FORWARD TO SEEING YOU IN CHARLESTON!

Please list information exactly as you want it to appear on conference materials

NAME	DESIGNATION (i.e. CPA, CHBC, etc.)	
NICKNAME FOR BADGE	COMPANY	
ADDRESS		
CITY	STATE	ZIP
PHONE	FAX	
EMAIL	WEBSITE	
SPOUSE/GUEST NAME (if attending)	SPOUSE/GUEST NICKNAME FOR BADGE	

- ☐ I am a NEW member of the NSCHBC.
- ☐ I am a PROSPECTIVE member of the NSCHBC.
- ☐ I have special DIETARY needs.
- ☐ I have special REQUIREMENTS under the ADA.
- ☐ I am interested in attending the following Track Breakout (circle one):

MEDICAL OR DENTAL

MEETING REGISTRATION

2018 Annual Educational Meeting
Wednesday, June 13 – Friday, June 15

☐ **NSCHBC Member: \$700**

(\$800 AFTER May 14)

☐ **Non-Member: \$900**

Registration includes Opening Reception, continental breakfasts, refreshment breaks, lunches, President's Awards Reception, and conference materials.

CHBC CERTIFICATION LIVE REVIEW COURSE AND EXAM

Subject to cancellation one month out for low enrollment.

The Live Certification course offers classroom-style lessons, which will take place during the regular conference schedule.

To become a Certified Healthcare Business Consultant you **MUST** have consulting experience. NSCHBC **membership is required** to register and is **not included** in the price.

CHBC Certification Live Review Course

Wednesday, June 13 – Friday, June 15,
8:00 am – 5:30 pm

CHBC Certification Proctored Exam

Saturday, June 16, 8:00 am – 12:00 pm

☐ **CHBC Review Course and Exam**

\$2,500*

(Register BY May 1st to receive \$250 off standard pricing)

Registration includes reference material, Exam, continental breakfasts, lunches, Opening Reception, and President's Awards Reception.

SPOUSE/GUEST REGISTRATION

☐ **Spouse/Guest \$150**

Registration includes Opening Reception, continental breakfasts, and President's Awards Reception. This does NOT include educational sessions.

SPECIAL EVENTS

☐ **Opening Reception** | Wednesday, June 13

People Attending: _____

☐ **President's Awards Reception** | Thursday, June 14

People Attending: _____

Charleston RiverDogs Baseball Game | Tuesday, June 12, 7:05 pm

Cheer on the Charleston RiverDogs as they take on the Asheville Tourists! *The RiverDogs* are an affiliate of the *New York Yankees* and co-owned by Bill Murray who has been known to frequent home games. Price includes general admission ticket with group seating near home plate! Joseph P. Riley Jr. Park is a 10 min. walk from the hotel.

☐ **RiverDogs Tickets** | \$18.00 per person

People Attending: _____

Spouse Tour Carriage Ride | Thursday, June 14

Come tour historic downtown Charleston by mule or horse-drawn carriage with some of the most experienced guides in the Charleston carriage industry.

☐ **Carriage Ride Tickets** | \$24.00 per person

People Attending: _____

FEHM DONATION

The Foundation for Education in Healthcare Management is a non-profit organization dedicated to improving healthcare delivery through the education of practice management consultants. Your contribution (*large or small*) will go to support this conference and future educational activities. For more information visit: www.nschbc.org/about-nschbc/foundation.

☐ Please include a donation below with my registration fee: \$ _____

Registration fees, **less a \$50** administrative fee, will be refunded if written notice is received **by May 15, 2018**. Requests for refunds will not be honored after May 15, 2018. Registrant **must** purchase a full registration; no refunds will be given for functions not attended.

TOTAL DUE \$ _____

METHOD OF PAYMENT: ☐ **CHECK** (Please make payable to NSCHBC)

☐ **CREDIT CARD** ☐ AMEX ☐ VISA ☐ MC

CARDHOLDER'S NAME

CARD NUMBER

EXP

SIGNATURE

PLEASE COMPLETE THIS FORM AND RETURN TO:

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