



**AAPP Billing, Coding, and Business Seminar
Chandler, AZ
Saturday May 14, 2016**

Tools for Business Success

Human Resources: Hiring the Best Team for Success

9:00 am - 9:30 am

Being a Leader and Building Your Leaders

Rem Jackson

How to create an environment in your practice that frees your staff to support you 100%.

9:30 am - 10:00 am

HELP! I need a Team!

Sam Fowler, PMAC

In this interactive session, learn how to find the perfect candidate for any position within your practice by following 9 easy steps! Creating the ideal employment ad, where to post the ad, and the extensive interview process will be reviewed in detail. Also learn what to do if all else isn't working and you still need a team member!

10:00 am - 10:30 am

Management – Make Sure to Dot Your “I’s” and Cross Your “T’s”

Tina DelBuono, PMAC

This lecture covers the top 5 opportunities that managers will overlook when it comes to educating, communicating and motivating staff each day and the negative impact that it can have on the practice as a whole.

10:30 - 11:00 am Break and Visit Exhibitors

Revenue Cycle Management: Keeping the Cash Flowing

11:00 am - 12:30 pm – **0.75 CME**

Show me the Money - Cash Flow and Revenue Cycle Management

Jeff Frederick, DPM and John Leardi, Esq

Cash flow and keeping up with proper billing and collection protocols can make the difference between success and failure in your medical practice. This session will review what protocols professional revenue cycle management companies use. Understanding the preventable reasons of why claims get denied, what key performance indicators you need to look at each month along with the proper tools to stay ahead of the game. Second to patient care, revenue cycle management needs to be at the forefront of your priorities.

12:30 pm - 1:30 pm Lunch and Visit Exhibitors



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The Economics of Running a Small Business

1:30 pm - 2:00 pm

How Can Great Leadership Translate into Increase Profits?

Peter Wishnie, DPM, Rem Jackson, Tina DelBuono, PMAC

You might have heard the expression "We won the battle but lost the war." Great leaders are persistent and end up winning. This topic is about making your practice extremely profitable by leading your team to victory. If you want a profitable practice, the whole team must be involved.

2:00 pm - 2:30 pm

The Top 15 Characteristics of a Great Leader

Peter Wishnie, DPM, Rem Jackson, Tina DelBuono, PMAC

Focus on these characteristics and watch your profits soar. It is actually a bunch of little things that you need to do right in order to have a thriving business.

2:30 pm - 3:00 pm

Lead Your Team by What the Numbers Are Telling You

Peter Wishnie, DPM, Rem Jackson, Tina DelBuono, PMAC

Are you looking at your numbers? These numbers will tell you what you need to focus on. When things don't go as planned, we have a tendency to get overwhelmed, and then we just shut down. If there was only a way to let us know what is the one thing that we need to do in order to fix a problem and get back on track. This topic will let you know how to figure out that one thing. The big thing you need to understand is YOU, the business owner, do not need to do any extra work. It is your team that will be glad to help.

3:00 pm - 3:30 pm Break and Visit Exhibitors

Crystal Ball: Looking towards the Future of Podiatric Practice

3:30 pm - 5:00 pm

Crystal Ball – Who Moved my Cheese, Podiatry's Future

Jeff Frederick, DPM and John Leardi, Esq

Clearly seeing what is directly ahead of you can mean the difference between success and failure. 2019 means big changes for health care and your practice. Everything you knew about how you practice and the fee for service payment system is changing. It is essential to understand what is ahead in order to be ready for success.