



2024 AAHKS Business Course

Friday, November 8, 2024

6:30 a.m. - 2:45 p.m.

Gaylord Texan Resort & Convention Center

Vineyard Tower - Mesilla 1-2

Agenda & Meeting Materials

David J. Jacofsky, MD, Co-Chair

David C. Markel, MD, Co-Chair

Wendy W. Wong, MD, Co-Chair

Faculty:

Michael P. Ast, MD
Wael K. Barsoum, MD
James B. Chen, MD
P. Maxwell Courtney, MD
Brian M. Culp, MD
Charles A. DeCook, MD
Matthew E. Deren, MD
Stephen M. Engstrom, MD
Nicholas B. Frisch, MD, MBA
Peter A. Gold, MD

Brian R. Hallstrom, MD
Tom Harte
Raymond H. Kim, MD
R. Michael Meneghini, MD
Javad Parvizi, MD, FRCS
Adam J. Rana, MD
Steven F. Schutzer, MD
Benjamin J. Schwartz, MD
Christopher D. Skeeahan, MD

Agenda

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| Breakfast (6:30 – 7:00 a.m.) | | |
| 6:30 a.m. | Breakfast | Mesilla 1-2 |
| Introduction (7:00 – 7:05 a.m.) | | |
| 7:00 a.m. | Introduction and Welcome to the Business of Total Joint Arthroplasty Course | David C. Markel, MD |
| Session I: Private Equity (7:05 – 8:05 a.m.) | | |
| Moderator: David C. Jacofsky, MD | | |
| 7:05 a.m. | Private Equity (PE) Basics: Things You Should Know | R. Michael Meneghini, MD |
| 7:20 a.m. | Practice Financials 101: Valuing Your Practice, Ensuring Income Recapture and Driving PE Partnership Success | David C. Jacofsky, MD |
| 7:35 a.m. | Pros and Cons in Our PE Deal | Raymond H. Kim, MD |
| 7:50 a.m. | Panel Questions | All faculty |
| Session II: Technology in Your Practice (8:05 – 9:05 a.m.) | | |
| Moderator: David C. Markel, MD | | |
| 8:05 a.m. | Digital Technologies: Transcription, ChatGPT and More | Michael P. Ast, MD |
| 8:20a.m. | Using Technology to Improve Ambulatory Surgical Center Efficiency | Charles A. DeCook, MD |
| 8:35 a.m. | Remote Therapeutic Monitoring and Technology Applications to Drive Physical Therapy Profitability | Tom Harte |
| 8:50 a.m. | Panel Questions | All faculty |
| Session III: Principal Care Management Coding 101 (9:05 – 10:05 a.m.) | | |
| Moderator: P. Maxwell Courtney, MD | | |
| 9:05 a.m. | How We Got Principal Care Management (PCM) | Stephen M. Engstrom, MD |
| 9:20 a.m. | Rules and Guardrails for Billing Pre-Op Work | Christopher D. Skeehan, MD |
| 9:35 a.m. | Making Workflow for PCM Work | Peter A. Gold, MD |
| 9:50 a.m. | Panel Questions | All faculty |
| Break: 10:05 – 10:30 a.m. | | |
| Session IV: Patient-Reported Outcomes (10:30 – 11:30 a.m.) | | |
| Moderator: Wael K. Barsoum, MD | | |

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| 10:30 a.m. | Upcoming Requirements, Changes and How Patient-Reported Outcomes (PROs) Impact Patient Care | Brian R. Hallstrom, MD |
| 10:45 a.m. | Leveraging PROs Data for Your Practice | Matthew E. Deren, MD |
| 11:00 a.m. | Problems and Solutions for Collecting the Data | Wael K. Barsoum, MD |
| 11:15 a.m. | Panel Questions | All faculty |

Lunch & Keynote Address (11:30 a.m. – 12:30 p.m.)

Keynote Speaker: Javad Parvizi, MD, FRCS

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| 11:30 a.m. | Lunch may be picked up outside of the Course Room. Please return to your seat by 11:45 a.m. | Hallway outside Mesilla 1-2 |
| 11:45 a.m. | Keynote Address: Entrepreneurship | Javad Parvizi, MD, FRCS |

Session V: Ambulatory Surgical Centers (12:30 – 1:30 p.m.)

Moderator: Nicholas B. Frisch, MD, MBA

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| 12:30 p.m. | Ambulatory Surgical Center (ASC) Basics | Benjamin J. Schwartz, MD |
| 12:45 p.m. | Choosing Your ASC Partner: Why Ours is Great | Nicholas B. Frisch, MD, MBA |
| 12:55 p.m. | Choosing Your ASC Partner: Avoiding Pitfalls and Misalignment | James B. Chen, MD |
| 1:05 p.m. | Managing the ASC Ourselves is Great | Brian M. Culp, MD |
| 1:15 p.m. | Panel Questions | All faculty |

Session VI: Partnering With Hospitals (1:30 – 2:45 p.m.)

Moderator: Wendy W. Wong, MD

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| 1:30 p.m. | Knowing Your Worth as an Orthopaedic Surgeon | Wendy W. Wong, MD |
| 1:50 p.m. | How to Set Up a Co-Management Agreement | Steven F. Schutzer, MD |
| 2:10 p.m. | CMS' New APM: The TEAM Model & What My Group and Hospital Need to Know | Adam J. Rana, MD |
| 2:30 p.m. | Discussion | All faculty |

Closing Comments & Adjourn (2:45 p.m.)

Co-Chairs David C. Markel, MD, Wendy W. Wong, MD and David J. Jacofsky, MD