



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
Thomas J. Harte, MBBS
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

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	Thomas J. Harte, MBBS
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		

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

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

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

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