



# 2025 AAHKS Business of Total Joint Arthroplasty Course

Friday, Oct. 24, 2025  
7:30 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:

Emily Ast, JD  
Michael P. Ast, MD  
Steven L. Barnett, MD  
Wael K. Barsoum, MD  
P. Maxwell Courtney, MD  
John M. Dundon, MD  
Andy Engh Jr., MD  
Peter A. Gold, MD

Brian R. Hallstrom, MD  
Thomas J. Harte, MBBS  
David S. Jevsevar, MD, MBA  
Viktor E. Krebs, MD  
R. Michael Meneghini, MD  
Adam J. Rana, MD  
Christopher D. Skeeahan, MD

# Educational Activity Scope

## EDUCATIONAL ACTIVITY SCOPE

The 2025 AAHKS Business of Total Joint Arthroplasty Course teaches physicians and their business leads knowledge and skills to maximize practice success, increase their market share and grow revenue.

## OBJECTIVES

Upon completion of this educational activity, participants will be able to:

- Identify ways to grow your joint replacement practice in the current technology driven healthcare environment
- Review opportunities for arthroplasty surgeons to maximize income regardless of specific practice arrangements
- Identify how to build effective teams that maximize success while reflecting the populations served
- Discuss the various business partners that can help you and your practice grow and prosper
- Gain better understanding of the current and future opportunities to prosper in alternative and bundled payment contracts

## ACCREDITATION AND CME CREDIT

The American Association of Hip and Knee Surgeons (AAHKS) is accredited by the Accreditation Council for Continuing Medical Education (ACCME) to provide continuing medical education for physicians.

AAHKS designates this live activity for a maximum of 7 AMA PRA Category 1 Credits™. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

## CLAIM CME CREDIT

Following the Annual Meeting, CME credit will be available to claim in your [AAHKS Member Account](#). It is the meeting attendee's responsibility to claim credits based on the hour-for-hour participation in the educational activity.

## DISCLAIMER

The material presented at the 2025 Business Course has been made available by AAHKS for educational purposes only. This content is not intended to represent the only method or practice appropriate for the medical situations discussed; it is intended to present a balanced and scientifically sound view, approach, statement or opinion of the faculty, which may be helpful to others who face similar situations, or afford a forum to discuss, debate and explore new and evolving topics. The presentation of topics and any data about clinical practices should not be interpreted as advocating for, or promoting, practices that are not, or not yet adequately based on current science, evidence and clinical reasoning.

## FDA STATEMENT

Some pharmaceuticals and/or medical devices demonstrated or discussed at the Annual Meeting have not been cleared by the US Food and Drug Administration (FDA) or have been cleared by the FDA for specific purposes only. The FDA has stated that it is the responsibility of the physician to determine the FDA clearance status of each pharmaceuticals and/or medical device he or she wishes to use in clinical practice. The AAHKS policy provides that "off label" status of the device or pharmaceutical is also specifically disclosed (i.e. that the FDA has not approved labeling the device for the described purpose). Any device or pharmaceutical is being used "off label" if the described use is not set forth on the product's approved label.

## DISCLOSURE

Many health care professionals have financial relationships with ineligible companies. These relationships must not be allowed to influence accredited continuing education. AAHKS is responsible for identifying relevant financial relationships between individuals in control of educational content and ineligible companies and managing these to ensure they do not introduce commercial bias into the education. Financial relationships of any dollar amount are defined as relevant if the educational content is related to the business lines or products of the ineligible company.

**Definition of ineligible company:** Those companies whose primary business is producing, marketing, selling, re-selling, or distributing healthcare products used by or on patients. Examples of such organizations include:

- Advertising, marketing, or communication firms whose clients are ineligible companies.
- Bio-medical startups that have begun a governmental regulatory approval process.
- Compounding pharmacies that manufacture proprietary compounds.
- Device manufacturers or distributors.

- Diagnostic labs that sell proprietary products.
- Growers, distributors, manufacturers or sellers of medical foods and dietary supplements.
- Manufacturers of health-related wearable products pharmaceutical companies or distributors.
- Pharmaceutical companies or distributors.
- Pharmacy benefit managers Reagent manufacturers or sellers

**NOTE: Relevant financial relationships have been mitigated. Disclosure information for all planners, presenters, faculty, and other contributors are posted at [Meeting.AAHKS.org](http://Meeting.AAHKS.org).**

# Agenda

<b>Breakfast (7:30 – 7:45 a.m.)</b>		
7:30 – 7:45 a.m.	<b>Breakfast</b>	Mesilla 1-2
<b>Introduction (7:45 – 8:00 a.m.)</b>		
7:45 – 8:00 a.m.	<b>Introduction and Welcome to the Business of Total Joint Arthroplasty Course</b>	David C. Markel, MD
<b>Session 1: Private Equity (8:00 – 9:00 a.m.)</b>		
<b>Moderator: David C. Jacofsky, MD</b>		
8:00 – 8:15 a.m.	<b>Private Equity (PE) Basics: Things You Should Know</b>	R. Michael Meneghini, MD
8:15 – 8:30 a.m.	<b>Practice Financials 101: Valuing Your Practice, Ensuring Income Recapture and Driving PE Partnership Success</b>	David C. Jacofsky, MD
8:30 – 8:45 a.m.	<b>Pros and Cons in Different PE Deals</b>	Andy Engh Jr., MD
8:45 – 9:00 a.m.	<b>Panel Questions</b>	All faculty
<b>Session 2: Building Your Practice and Your Brand (9:00 – 10:00 a.m.)</b>		
<b>Moderator: P. Maxwell Courtney, MD</b>		
9:00-9:15 a.m.	<b>Pros and Cons of Various Compensation Models (RVUs, Collections, Salary, Quality Bonus)</b>	David C. Markel, MD
9:15-9:30 a.m.	<b>Building Your Brand</b>	Michael P. Ast, MD
9:30-9:45 a.m.	<b>Preventing Practice Dissatisfaction: Burnout, Work-Life Balance, Etc.</b>	Peter A. Gold, MD
9:45-10:00 a.m.	<b>Panel Questions</b>	All faculty
<b>Break (10:00 – 10:15 a.m.)</b>		
<b>Session 3: Technology in Your Practice (10:15 – 11:15 a.m.)</b>		
<b>Moderator: Wael K. Barsoum, MD</b>		
10:15-10:30 a.m.	<b>How to Effectively Deploy AI in Your Practice and Advance Patient Care</b>	Thomas J. Harte, MBBS
10:30-10:45 a.m.	<b>Deploying a Fully Integrated Practice and ASC: Using Technology Effectively to Drive Performance</b>	R. Michael Meneghini, MD
10:45 – 11:00 a.m.	<b>How To Use Technology in Practice to Increase Efficiency</b>	Viktor E. Krebs, MD
11:00 – 11:15 a.m.	<b>Panel Questions</b>	All faculty

## Session 4: Reimbursement and VBC (11:15 – 12:45 p.m.)

**Moderator: Wendy W. Wong, MD**

11:15 – 11:30 a.m.	<b>TEAMS Program for 2026</b>	Wael K. Barsoum, MD
11:30 – 12:45 p.m.	<b>PCM/RTM Update</b>	John M. Dundon, MD
11:45 – 12:00 p.m.	<b>Managing Authorizations</b>	P. Maxwell Courtney, MD
12:00 – 12:15 p.m.	<b>Managing Denials</b>	David S. Jevsevar, MD, MBA
12:15 – 12:30 p.m.	<b>Opting Out of Medicare: What to Know and How to Do It</b>	Steven L. Barnett, MD
12:30 – 12:45 p.m.	<b>Panel Questions</b>	All faculty

## Lunch Panel: Pressures of Modern Practice, Ancillaries and ASCs

**Moderator: David C. Markel, MD**

12:45 – 1:00 p.m.	Break and Lunch pick up. <i>Lunch may be picked up outside of the Course Room. Please return to your seats by 12:55 p.m.</i>	Michael P. Ast, MD Wael K. Barsoum, MD Peter A. Gold, MD David J. Jacofsky, MD David S. Jevsevar, MD, MBA Viktor E. Krebs, MD Wendy W. Wong, MD
1:00 – 1:30 p.m.	<b>Panel Discussion with Open-Mic Questions from Audience</b>	Panel and Audience

## Session 5: Legal Landscape Changes (1:30 – 2:45 p.m.)

**Moderator: Emily Ast, JD**

1:30 – 1:45 p.m.	<b>Review of Changes to Stark</b>	Emily Ast, JD
1:45 – 2:00 p.m.	<b>Update on Physician Reimbursement and SGR</b>	Adam J. Rana, MD
2:00 – 2:15 p.m.	<b>PCM: Rules and Guardrails for Billing Pre-Op Work</b>	Christopher D. Skeeahan, MD
2:15 – 2:30 p.m.	<b>PROs: Strategies to Meet Current and Future Requirements</b>	Brian R. Hallstrom, MD
2:30 – 2:45 p.m.	<b>Panel Questions</b>	All faculty

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

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