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## Paying Doctors Differently: Applying Lessons Learned to Today's Market



This seminar focuses on how payment polices for physicians' services are driving changes in medical groups' scope of services, legal structures, and day-to-day operations. Learn which strategies and tactics hospitals and physicians are adopting to align their clinical and business efforts to achieve success.

Friday, March 19, 2010  
Doubletree Westborough Hotel  
5400 Computer Drive  
Westborough, MA 01581

CPE AND CEU credits:  
HFMA 6.25 / CPE 7.5

**Program Coordinators:**

Linda A. Burns, New England Orthopedic Specialists  
Gary M. Janko, Pain Solutions

**Program/Education Committee Chairs:**

Catherine Robinson-Skeen, Kindred Hospital Northeast  
Michael Connelly, CPA, TriNet Healthcare Consultants, Inc.

**Save these Dates**

**May 12-13, 2010** Region 1 Annual Conference  
**June 18, 2010** Managed Care Program

## AGENDA

### Paying Doctors Differently

Friday, March 19, 2010

Doubletree Hotel, 5400 Computer Drive, Westborough, MA 01581

7:45–8:15

#### Registration, Coffee and Networking

8:15–8:30

#### Welcome and Chapter Announcements

Gerard A. Vitti, President, HFMA MA-RI Chapter

8:30–9:15

#### Shooting in the Dark: What We Know about Payment Incentives for Physicians, Hospitals and Patients

Mark V. Pauly, PhD, Professor of Economics, Wharton School, University of Pennsylvania, Philadelphia

9:15–10:15

#### High Performance Medical Group: Preparing for Changing Payment Policies and Re-defining Relationships with Hospitals

David H. Howes, MD, Chief Executive Officer, Martin's Point Health Care, Portland, Maine

10:15–10:30

#### Networking Break

10:30–11:15

#### Hospitals and Hospital Systems: Engaging and Integrating with Physicians

Marc Bard, MD, Managing Director, Chief Innovation Officer - Healthcare, Navigant Consulting

Michael Nugent, CHFP, Director, Practice Leader - Managed Care & Pricing, Healthcare Practice, Navigant Consulting

11:15–11:45

#### Buffet Luncheon and Networking

11:45–12:30

#### Luncheon Speaker: Information Systems Challenges and Opportunities for Medical Groups

John Halamka, MD, Chief Information Officer, Beth Israel Deaconess Medical Center, Boston

12:30–12:45

#### Networking Break

12:45–1:30

#### Using Metrics - Clinical, Financial and Customer Service - to Improve Performance of Medical Groups

James Heffernan, FHFMA, Chief Financial Officer, Massachusetts General Physicians Organization

Craig Williams, Senior Vice President - Operations, Tufts Medical Center Physicians Organization

1:30–2:30

#### Legal Sticky Wickets and Constraints: How to Craft Multiple Medical Group or Hospital-Physician Ventures and Improve Performance Opportunities

Susan Berson, Esq, Mintz Levin, Washington, D.C.

2:30–3:00

#### Wrap-up and Concluding Remarks

Mark Toso, TriNet Healthcare Consultants

## REGISTRATION

### Paying Doctors Differently: Applying Lessons Learned to Today's Market

Friday, March 19, 2010

#### CPE and CE credits: HFMA 6.25 / CPE 7.5

Check here to have CPE confirmation sent to you

#### Cost

HFMA members \$80.00 and non-members \$110.00

HFMA Student and Retiree Members \$25.00 (with HFMA #)

Payment (cash/check/credit card) is DUE on/before meeting date

Deadline for registration/cancellation: 4 p.m. Friday, March 12, 2010

#### Please make checks payable and return completed registration form to:

HFMA, Massachusetts-Rhode Island Chapter

411 Waverley Oaks Road, Suite 331B, Waltham, MA 02452

Telephone: (781) 647-4422; Fax: (781) 647-7222; Email: admin@ma-ri-hfma.org

Or register and pay online at [www.MA-RI-HFMA.org](http://www.MA-RI-HFMA.org)

Attendee name

HFMA #

Title

Organization

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**Please note:** Dress is business casual.