

The Business of Orthopaedics

Practice Management Course for Orthopaedic Residents

What an Orthopaedic Resident should know before going into practice.

Program Outline

10:00 am – Friday, August 10, 2007 – Driskill Hotel Ballroom, Austin

Introduction and Course Overview

1. Starting Your Practice

- **Location, Location, Location**
 1. Family or Spouses' Requirements
 2. Business Aspects: demographics of the population, medical environment
 3. The importance of site visits
- **Practice Decisions**
 - Joining a practice – small, large, multi-specialty or single specialty
 - Military Medicine, Academic vs. Private Practice
 - Ancillary Services – Regulations and Revenue

2. Your First Employment Contract: How to Evaluate and Negotiate

- Risk Management /Communication
 - Asset Protection
-

12:00pm Luncheon – TOA Website Presentation

3. Check List for Setting Up Practice

- Professional Liability Insurance 101
- Get Your Credentials in Order - Licensing, DEA#, state regulations - See Information
- Insurance: Health, Life & Disability
- Marketing Your Practice and Yourself

4. Reimbursement Issues

- Managed Care Mess
- Negotiating Insurance Carrier Contracts
- Systems, Billing & Coding, Collections
- Getting Paid Right and Right Now

5. Services You Will Need

- Healthcare Attorney
- Certified Public Accountant
- Banker

6. AAOS Professionalism Program

7. Politics of Orthopaedia