

THE IPA IN A CHANGING WORLD

Thursday, March 21, 2019

DAY
ONE

8:30 - 9:00 AM

☆ WELCOME AND AGENDA

SPEAKER — **Al Holloway**, MBA, MHA, President/CEO TIPAAA, Milton, GA

9:00 - 9:45 AM

A LEADER WORTH FOLLOWING IN A PHYSICIANS CHANGING WORLD

SPEAKER — **RANDY FOX**, Keynote Speaker & Author, FoxPoint, Oxford, FL

MODERATOR — **BARBARA MASSEY**, Director, Provider Relations, Boulder Valley IPA, Boulder, CO

9:45 - 11:00 AM

IPA MEDICAL DIRECTORS PANEL

In an environment where more physicians seem to be entering into employment models - How do you support and maintain independence for those who chose it? What is their future? How do you get employed and independent physicians to work together to perform in risk contracts? How does their performance impact their compensation? How are you getting specialists engaged so as to avoid them feeling disenfranchised? How do you present yourself in the market as an integrated system when the physicians are under different employment models?

SPEAKERS — **AJIT PAREKH**, MD, Board Director, Assistant Medical Director, Independent Physicians Network, Milwaukee, WI; **DR. JOHN FRANCO**, Medical Director for The Independent Physician Association of Nassau/Suffolk Counties, Inc. "IPANS"; **TRIPP JONES**, Medical Director from GA; **RICHARD NG**, Medical Director, Coalition of Asian-American Independent Physician Association (CAIPA), New York, NY

MODERATOR — **PAUL S. HARKAWAY**, MD, Chief Accountable Care Development Officer, TRINITY HEALTH, Livonia, MI

11:00 - 11:15 AM

BREAK

11:15 - 12:15 PM

TO BLOCKCHAIN OR NOT TO BLOCKCHAIN?

What is the Blockchain? What are the applications of Blockchain technology in healthcare? How will this affect the physician community? Many have equated Blockchain with "Bitcoin;" however, Blockchain is far beyond Bitcoin and has disruptive potential for a number of industries, including healthcare. In this session, we will discuss the fundamentals of Blockchain and its implication in healthcare and how this may benefit the physician community.

SPEAKERS — **ALEXANDER GAFFNEY**, Senior Manager, Health Research Institute, PricewaterhouseCoopers, Dallas, TX; **JOE HERNANDEZ**, Founder, Chicago Blockchain Project, Chicago, IL; **CHRIST PAVLATOS**, MD, MBA, Founder and CEO, PatientMD, Partner with Illinois Bone and Joint Institute (IBJI), Lake Forest, IL

MODERATOR — **EVELYN JONES**, CEO, Allied Physician Services, LLC, Watkinsville, GA

12:15 - 12:45 PM

CYBER SECURITY TRENDS IN HEALTHCARE

SPEAKER — **GARY W. HOPEWELL, JR.**, Computer Scientist, FBI, Orlando, FL

MODERATOR — **EVELYN JONES**, CEO, Allied Physician Services, LLC, Watkinsville, GA

12:45 - 2:00 PM

LUNCH — ON YOUR OWN

THE IPA IN A CHANGING WORLD

Thursday, March 21, 2019

DAY
ONE

2:00 - 2:45 PM

PROVIDERS OF THE FUTURE: WHAT HAPPENS WHEN THE HOSPITAL IS NO LONGER THE CENTER OF THE HEALTH UNIVERSE?

A new era is dawning for health providers. Facing death by a thousand cuts, hospitals and physician groups won't be able to survive by fine-tuning their business models. They are going to have to recast themselves altogether. Over the next 10 years, the nation's health systems will rebuild themselves for the millions of Americans who come to them seeking care, wellness and sustainable, affordable paths to health in the burgeoning New Health Economy. An analysis by PwC's Health Research Institute concluded that four provider system models are expected to dominate the future.

SPEAKER — BEN ISGUR, Health Research Institute Leader, PricewaterhouseCoopers, Dallas, TX

MODERATOR — STEVEN GRANT, M.D., F.A.C.P., Detroit, MI

2:45 - 3:15 PM

WILL THE REAL HEALTHCARE SYSTEM, PLEASE STAND UP

On June 21, 2018, the US Dept. of Labor issued new guidelines allowing new and improved regulations under ERISA, allowing individual business owners and small employer groups under 100 employees to pool healthcare risk, allowing thousands to join together to form more affordable health care. These new rules go into effect April 1, 2019 and will have a major impact on our healthcare markets. Greater product choice, reduction in health plan mandates. Guarantee coverage will still be in effect. These new "HealthCare Pools" must also have a "bona-fide" purpose other than provide health care insurance plans. Such purpose needs to be directed to the individual member and offer a service or fulfill a need they may not be able to afford individually. This a Game Changer for your IPA member.

SPEAKER — KEN JOHNSON, FLMI, AIRC, President and CEO, AIMS, CEO of ABMS, and President and CEO of ARMS; Advance Risk Management Solutions, Charleston, SC

MODERATOR — TED STEUER, Executive Director, Scripps Mercy Physician Partners, San Diego, CA

3:15 - 4:45 PM

EXHIBITOR NETWORK RECEPTION

4:45 PM

TEAM BUILDING ACTIVITY FOR ATTENDEES AND EXHIBITORS

☆*The IPA in a Changing World - and You Are The STAR!* ☆

DAY
TWO

Friday, March 22, 2019

8:30 - 10:00 AM

EXHIBITOR NETWORK RECEPTION - BREAKFAST

10:00 - 10:45 AM

A HEALTHY START: CONNECTION KICK OFF

SPEAKER — TIM CLUE, Motivational Speaker

MODERATOR — Al Holloway, MBA, MHA, President/CEO TIPAAA, Milton, GA

THE IPA IN A CHANGING WORLD

Friday, March 22, 2019

DAY
TWO

10:45 - 11:30 AM

THE FUTURE OF HEALTHCARE DELIVERY IS OUTSIDE THE PHYSICIAN OFFICE

This panel discussion will include viewpoints from IPAs, national retail pharmacies and laboratories that are increasingly offering services that have traditionally been offered exclusively by physicians. The focus of the discussion will be trends in healthcare delivery that will directly impact physician organizations and what physicians need to know to be proactive in planning for the future.

SPEAKERS — RICHARD D. SANDERS, Esq., Southern Health Lawyers, LLC, (a Sanders & Mustari Law Firm), Atlanta, GA; **DAVID SMITH**, President, Kearny Street Consulting, Inc., Alpharetta, GA

MODERATOR — JENNIFER ROACH, Executive Director, Physicians Contracting Organization of Texas, Tyler, TX

11:30 AM - 12:00 PM

PHYSICIANS AND ACOs

Learn why they need to lead the efforts to transform care in order for long term success, why they will be challenged to lead them, and what to do about it.

SPEAKER — PAUL S. HARKAWAY, MD, Chief Accountable Care Development Officer, TRINITY HEALTH MICHIGAN, Canton, MI, Livonia, MI

MODERATOR — CHRIST PAVLATOS, MD, CEO, PatientMD with Illinois Bone and Joint Institute (IBJI), Lake Forest, IL

12:00 - 12:45 PM

FEDERAL TRADE COMMISSION UPDATE

SPEAKER — JOHN WIEGAND, Antitrust Attorney, Federal Trade Commission, San Francisco, CA

MODERATOR — CHRIST PAVLATOS, MD, CEO, PatientMD with Illinois Bone and Joint Institute (IBJI), Lake Forest, IL

12:45 - 2:00 PM

EXHIBITOR NETWORK RECEPTION - LUNCH

2:00 - 2:30 PM

☆TEAM BUILDING FOLLOW UP

2:30 - 3:00 PM

THE FUTURE OF HEALTHCARE

SPEAKER — MIKE DENDY, MBA/MHA, Founder/President/CEO, Advanced Medical Pricing Solutions, Inc (AMPS), Atlanta, GA

MODERATOR — RICHARD M. TUTEN, J.D., CEO, CBHS IPA, Greenwood Lake, NY

3:00 - 3:45 PM

ACOs/CINs: FROM THE BEGINNING...

This retrospective panel discussion will explore the experiences of three forward-thinking physician leaders in the ACO/CIN space. We will address beginnings, evolution, errors, and expectations for the future.

SPEAKERS — ALEX FOXMAN, MD, FACP, President/ Next Generation ACO Model Operations, National ACO, LLC, Beverly Hills, CA; **JASON A. CANNELL, DO, S-AME**, Medical Director, Boulder Valley Care Network, Boulder, CO; **DR. VENU KONDLE**, Medical Director, Nivano Physicians IPA, Sacramento, CA

MODERATOR — RICHARD M. TUTEN, J.D., CEO, CBHS IPA, Greenwood Lake, NY

THE IPA IN A CHANGING WORLD

Friday, March 22, 2019

DAY
TWO

3:45 - 4:15 PM

DPC - WHY AND HOW

Learn about Payor Types then and now, traditional and non-traditional; The Generations, who they are and why do we need to pay attention; How DPC's can give more leverage to Association Health Plans, lowering Premiums and out of pocket for the patient and lowering cost to the Insurer; AND how can you make the transition?

SPEAKER — CLINT FLANAGAN, MD, Nextera, Boulder, CO

MODERATOR — BARBARA MASSEY, Director, Provider Relations, Boulder Valley IPA, Boulder, CO

4:15 - 5:00 PM

NEW INCOME STREAMS IN HEALTHCARE

SPONSORED BY



Learn how to show more value when selling your practice as well as profitability through innovation of senior wellness and much, much more.

SPEAKERS — BRIAN HAZELGREN, CEO, RX2 Live, Mesa, AZ; **DON SMITH**, MD, Founder/Owner, Orthopedics & Sports Medicine Associates, Franklin, PA

MODERATOR — RICHARD M. TUTEN, J.D., CEO, CBHS IPA, Greenwood Lake, NY

5:00 - 5:30 PM

INNOVATIONS IN RETIREMENT PLANNING: HOW TO LEVERAGE BLOCK PRICING FOR MAXIMUM BENEFITS AND REDUCTION OF YOUR FIDUCIARY RISK

SPONSORED BY



Learn today the newest innovation in retirement plans that you've likely never heard about! Chris Connelly, Rob Savage and Mark Gajowski will be there to talk about the newest IPA member benefit, the NEXt retirement plan exchange! This exclusive member benefit is in partnership with Transamerica and leverages the concept of aggregate pricing, maximum technology and best of the best fund partners to bring a plan to the masses. Best of all, you are able to fully customize the plan benefits to receive maximum benefits and minimize liability and staff costs.

SPEAKERS — CHRIS CONNELLY, Regional Vice President of Sales, Transamerica, Cedar Rapids, IA; **MARK A. GAJOWSKI, II**, CFP, CLU, CEBS, Founder and CEO, Magii, Hauppauge, NY

MODERATOR — BARBARA MASSEY, Director, Provider Relations, Boulder Valley IPA, Boulder, CO

DAY
THREE

Saturday, March 23, 2019

9:30 - 10:15 AM

TELEMEDICINE!

SPONSORED BY



SPEAKER — MATT WANDERER, CEO, Carie Health, Miami, FL

MODERATOR — MIKE REPKA, CEO, Independent Physicians Network, Milwaukee, WI

10:15 - 11:00 AM

THE MILLENNIAL MULTIPLIER: HOW TO RECRUIT, ENGAGE, AND RETAIN THIS BURGEONING PHYSICIAN POPULATION

How will millennial physicians improve a healthcare system's success, how to adapt traditional recruitment and incentive strategies for this new generation of physicians, how to source and identify millennials that are good clinical and personality matches, how to continue to engage and retain this population segment after recruitment.

SPEAKER — KATHY JORDAN, Founder and President, Jordan Search Consultants, O'Fallon, MO

MODERATOR — MIKE REPKA, CEO, Independent Physicians Network, Milwaukee, WI

11:00 - 11:15 AM

CLOSING REMARKS

SPEAKER — Al Holloway, MBA, MHA, President/CEO TIPAAA, Milton, GA