



New Jersey HFMA Education Series

Third in a series of three

Ancillary Provider Issues

Program Description:

Taught by experienced professionals, these sessions will cover issues of interest to ancillary providers, e.g. financing and banking relationships, contracting strategies, physician payments and issues surrounding joint ventures.

Target Audience:

This course is for individuals in financial and management roles for surgery centers, physician practices, radiology centers, hospices and home care companies.

Course Objectives:

The course is designed to assist healthcare executives gain insight into the financial management of ancillary providers.

Location

Southern Session

Monday, March 22, 2010
Virtua Health Education Center
106 Carnie Boulevard
Voorhees, New Jersey 08043-4515

Northern Session

Tuesday, April 27, 2010
Atlantic Health Training Center
1000 The American Road
Morris Plains, New Jersey 07950

Members: *FREE* education session – 7 CPE’s

Non-Members: Education session AND membership in HFMA from April – May 2010 for a single fee of \$98.
(At this time, you will have an option to extend your membership through May 2011 for \$265 – a savings of \$100.)

Agenda

Registration and continental breakfast: 8:00 – 8:30 am

The morning general sessions will feature the following: (8:30 am – 11:45 pm)

- **Regulatory and Coding Update**
Michael McLafferty, Maureen Doherty and Steven Bisciello **Amper, Politziner & Mattia**

Break: 15 Minutes

- **Contracting Strategies for Ancillary Providers Ancillary**
Antoine Johnson **Horizon Ancillary Contracting**
Ellen Wolonik **AtlantiCare Home Care**

Lunch: (11:45 – 12:45pm)

The afternoon session will feature the following: (12:45 pm – 4:00 pm)

- **Hospital-Physician Joint Venture and Physician Practice Acquisition**
Anthony Panico, CPA **Withum, Smith + Brown, CPAs**
Linda Gnesin, CPA **Withum, Smith + Brown, CPAs**

Break: 15 Minutes

- **The Banking Relationship and Practice Valuation**
William Murray **Bank of America**
- **Buying, Selling and/or Partnering with Physician Practices: The Legal Perspective**
Melinda Bramwit, JD and Stefanie McNamara, JD **Norris McLaughlin & Marcus**

