



**2020 AAAAI Practice Management Workshop Sessions – Washington, DC – July 17-19**  
 All sessions held at the Hyatt Regency Capitol Hill, 400 New Jersey Avenue, NW, Washington, DC

Friday, July 17

- Registration open 11:00 am – 6:00 pm
- Exhibits open 3:00 – 6:00 pm

Focused Track Learning – designed to bring together specific audiences to review topics of interest	
1:00–5:30 pm (choose one)	<p><b>FITs and New Allergists</b></p> <p>Identifying the Right Practice for You – <i>Weily Soong, MD, FAAAAI</i> (1:00 – 1:45 pm)</p> <p>Before You Start: Credentialing and Other Requirements – <i>Vivian Hernandez-Trujillo, MD, FAAAAI</i> (1:45 – 2:15 pm)</p>
Break: 3 – 3:30 pm	<p>Negotiating Employment Contracts – <i>Penelope (Penny) Phillips, JD</i> (2:15 – 3:00 pm)</p> <p>Business Management Basics – <i>Marshall Grodofsky, MD, FAAAAI</i> (3:30 – 4:15 pm)</p> <p>Introduction to Coding and Billing – <i>Teresa Thompson, CPC, CMSCS, CCC</i> (4:15 – 5:00 pm)</p> <p>Physician Wellness Strategies – <i>Priya Bansal, MD, FAAAAI</i> (5:00 – 5:30 pm)</p>
	<p><b>Practice Managers</b></p> <p>Regulatory Updates: What You Need to Know - <i>Emily Graham, RHIA, CCS-P</i> (1:00 – 1:45 pm )</p> <p>Effective Training and On-Boarding Strategies for New Staff – <i>Helen Combs</i> (1:45 – 2:30 pm)</p> <p>Clinic Workflows that Work – <i>Dianne LeDuc, RN</i> (2:30 – 3:15 pm )</p> <p>Revenue Cycle Management – <i>Nick Hernandez, MBA, FACHE</i> (3:45 – 4:30 pm)</p> <p>Identifying and Combatting Fraud and Embezzlement – <i>Mohamed Yassin, MD, FAAAAI</i> (4:30 – 5:15 pm)</p> <p>Open Discussion (5:15 – 5:30 pm)</p>
	<p><b>Established Allergists</b></p> <p>Developing New Partners and Resolving Differences in Practice Style - <i>Nick Hernandez, MBA, FACHE</i> (1 – 1:45 pm)</p> <p>Identifying and Combatting Fraud and Embezzlement – <i>Mohamed Yassin, MD, FAAAAI</i> (1:45 – 2:30 pm)</p> <p>Physician Wellness Strategies – <i>Priya Bansal, MD, FAAAAI</i> (2:30 – 3:15 pm)</p> <p>Protecting Your Online Reputation – <i>Bill Todd, APR, MBA, MA</i> (3:45 – 4:30 pm)</p> <p>Lean Six Sigma and the Allergist – <i>Mike Tankersley, MD, MBA, FAAAAI</i> (4:30 – 5:30 pm)</p>
6:30 – 8:30 pm	<b>Non CME dinner programs (2)</b>

**Saturday, July 18**

- Registration open 7:00 am – 5:00 pm
- Exhibits open 10:00 am – 6:00 pm

7:00 – 8:00 am	<b>Continental Breakfast</b>
8:00 – 10:00 am	<b>Coding Update 2020</b> – Teresa Thompson, CPC, CCC, CMSCS This always insightful overview of current hot topics in coding includes significant time for questions from the audience.
10:00 – 10:30 am	<b>Coffee break/Exhibits</b>
10:30 am – 12:00pm (choose one)	<p><b>Academic Practice Management Pearls</b> – Christina Ciaccio, MD, FAAAAI; Vivian Hernandez-Trujillo, MD, FAAAAI The academic clinical practice has its own unique challenges – this session will explore a variety of topics to help position you for success. The panel will cover RVUs and financial benchmarks, negotiation strategies for employment agreements/contracts, and how to set a career development plan.</p> <p><b>Expanding the Clinical Team: Do You Need a New Physician, Nurse Practitioner, or Physician Assistant?</b> Helen Combs; Weily Soong, MD, FAAAAI Your practice is busy and you need a new clinical team member. This session will help you determine which type of clinician – physician, NP or PA – will be the best fit for your needs. Presenters will review the financial and productivity measures for each clinician and how long it will take for the new team member to reach full capacity. You'll also get tips on how to successfully integrate your new hire with the current team.</p> <p><b>Practice Transitions: Buying, Selling, Retiring</b> – Marshall Grodofsky, MD, FAAAAI; Nick Hernandez, MBA, FACHE With increasing mandates and complexities of practice, many physicians are either selling or closing a practice or joining larger entities in order to reduce financial and administrative burdens. This session will explore the steps involved in selling or closing a practice, and challenges physicians may encounter when joining a larger health system.</p> <p><b>Prior Authorizations and Other Practice Headaches: Tips and Tricks That Work</b> – Tessie Adams; Dianne LeDuc, RN Are you struggling with how to manage buy and bill for your biologics? Are prior authorizations taking up too much of your time? Panelists will review these and other common practice headaches and provide solutions that work.</p>
12:00 – 1:30 pm	<b>Lunch/Dessert reception/Exhibits</b>
1:30 – 3:00 pm	<b>Winning HR Strategies for Allergy Practice</b> – Penelope (Penny) Phillips, JD Your staff is the lifeblood of your practice. A seasoned labor and employment attorney will walk you through key aspects of employment and HR law affecting your practice.
3:00 – 3:30 pm	<b>Coffee break/Exhibits</b>
3:30 – 5:00 pm (choose one)	<p><b>HR Strategies: Harassment Recognition and Mitigation</b> – Penelope (Penny) Phillips, JD Harassment in the workplace continues to be a major issue. This session will review the key elements of an anti-harassment policy and how to protect your practice from harassment claims.</p> <p><b>Allergy Practice Options: What's Your Best Fit?</b> – Vivian Hernandez-Trujillo, MD, FAAAAI; Douglas Jones, MD, FAAAAI; Mohamed Yassin, MD, FAAAAI Our panelists will describe what it's like to work in a variety of practice settings – solo, single specialty, academic and multispecialty – and the issues unique to each. The pros and cons of partnership, employment and starting your own practice will be addressed. Bring your questions for this lively, interactive session.</p> <p><b>Effective Practice Communication</b> – Christina Ciaccio, MD, FAAAAI; Kelly McDonald; Bill Todd, APR, MBA, MA Good communication is essential to your practice's success, and if all members of the team (physicians, nurses, and staff) aren't on the same page it can negatively impact office efficiency and team morale. This session will provide an overview of different communication styles, and tips for dealing with a variety of personalities to ensure your team remains strong and productive.</p> <p><b>Technology Galore: mHealth, Telemedicine, Text Messaging and More</b> – Tessie Adams; Priya Bansal, MD, FAAAAI; Mike Tankersley, MD, MBA, FAAAAI Patients are utilizing technology in every aspect of their lives, and health care is no exception. Ready to leverage technology to your practice's advantage? Learn how technology can increase office efficiency and increase patient, staff, and physician satisfaction.</p>
5:00 – 6:00 pm	<b>Wine and cheese reception and exhibits</b>

Sunday, July 19

- Registration open 7:00 am – 12:30 pm
- Course adjourns 12:30 pm

7:00 – 8:00 am	<b>Continental breakfast</b>
8:00 – 9:30 am	<b>Expanding the Scope of Practice</b> – Priya Bansal, MD FAAAAI; Helen Combs; Douglas Jones, MD, FAAAAI; Dianne LeDuc, RN; Kelly McDonald; Mike Tankersley, MD, MBA, FAAAAI; Teresa Thompson, CPC, CCC, CMSCS; Mohamed Yassin, MD FAAAAI New therapies and procedures – oral food challenges, oral immunotherapy, cluster immunotherapy, and telemedicine – are the focus of this unique, rapid fire session. Each topic will be presented by a panel that includes a physician, a practice manager, and our coding expert. In 20 minutes, the panel will review the management issues associated with each technique, including coding, staffing patterns, and revenue cycle management.
9:30 – 10:00 am	<b>Coffee break</b>
10:00 am – 12:30 pm	<b>E/M and Procedural Coding Case Studies</b> – Teresa Thompson, CPC, CCC, CMSCS This session will draw on some of the most frequently-asked coding questions received through the AAAAI website to demonstrate proper coding for specific procedures and E/M scenarios. Get ready to test your coding knowledge and walk away with updated strategies you can implement immediately in your practice.