



HFMA Utah Chapter Seminar

Physician and Payer Landscape – September 21, 2012

Zion's Bank Building – Founders Room

1 South Main Street, Salt Lake City, UT 84133

\$75.00 Members/\$100.00 Non-members – 7.5 CPE hours

8:00 – 8:30 am	Continental Breakfast
8:15 – 8:30 am	Opening and Chapter Business
8:30 – 9:30 am	Strategies for Physician Alignment – Mike Weed, CFO, Intermountain Medical Group
9:30 – 9:45 am	Break
9:45 – 10:45 am	Trends in Commercial Payments/Paying for Quality – Aetna
10:45 – 11:00 am	Break
11:00 – 12:00 pm	Strategies for Keeping Physicians Engaged – Scott Barlow, CEO, Central Utah Clinic
12:00 – 12:45 pm	Lunch
12:45 – 1:45 pm	Structuring Competitive Physician Compensation Models – Kim Mobley, Principal, Sullivan, Cotter and Associates <p>This session will help healthcare organizations understand market data, test outcomes of incentive plans for fair market value, and check total compensation for fair market value and reasonableness when developing and reviewing their physician compensation programs. Kim and Claire presented this topic as a featured story in the December 2010 issue of HFM magazine.</p>
	Payer strategies for responding to Healthcare Reform – Aetna
1:45 – 2:00	Break
2:00 – 3:00 pm	5 Strategies for Physician Engagement – Nick Sears, MD, Chief Medical Officer, MedAssets

This session takes a closer look at successful physician engagement strategies employed by healthcare organizations can help hospitals develop and effective approach for collaboration – and improve margins.

Physician-Hospital Integration – KaufmanHall

Physician Alignment the Right Strategy, the Right Mind-set – Gary Edmiston, Principal, ECG Management Consultants. David Wofford, Senior Manager, ECG Management.

This session discussions physician integration, both economical and clinical, that will be critical in an environment of lower payment rates and demand for improved outcomes and quality of care.

Utah Medical Association