

Kansas Medical Group Management Association

Spring 2012 Conference

4/11/2012 - 4/13/2012

Wichita Marriott

Wichita, KS

Member Packet

FEATURED SPEAKERS

There Is Always an Opportunity to Astonish Yourself! Bob Garner

“Once you see him, you’ll never forget him” is an accurate description of Bob Garner. From Bangkok to Boston to Berlin, Bob travels the globe amazing, astounding, and empowering the audiences of Fortune 1000 corporations and leading associations.

The epitome of a “self-made person,” as a young man, Bob had a dream that he wanted to grow up to be a professional magician and mind reader. With no money, yet armed with that dream and a willingness to succeed, Bob set out to turn that dream into a reality...and he did. Bob became one of the top magicians and mind readers appearing at casinos, colleges and on television, as well as being recognized as one of the premiere mentalists in the world by the Academy of Magical Arts and Sciences in Hollywood, California. But he didn’t stop there. He took that dream and transformed it into two successful companies allowing him to achieve financial security, before the age of 40.

It was a rough road, and through his journey, Bob discovered the secrets behind becoming a successful business person, as well as how to overcome many of the “mental challenges” that stop people from living productive, empowering, yet peaceful lives.

He now shares that knowledge with us. His views on improving productivity and performance have been featured in various prestigious publications, including the “Wall Street Journal,” and leading websites and blogs, as well as on a variety of national and international radio and television programs.

As an author, his book, “Masters of Motivation” is regarded as a “roadmap for success and life” by scholars and executives; his syndicated articles reach millions, and his collaborative work with Stephen Covey, Ken Blanchard and other established experts on success entitled “Blueprint for Success – Proven Strategies for Success and Survival” has helped to guide many on their journey to success. Additionally, Bob is the creator of numerous inspirational CDs and his free motivational podcasts have a growing listenership of over 30,000 people, worldwide.

Get ready for a fun, enlightening and astonishing experience!

Courageous Leadership: Accelerating Results in Uncertain Times Chip Madera, MS, CSP

Great leaders constantly look for strategies to help them thrive and succeed during challenging times. Join award-winning speaker Chip Madera, MS, CSP as he shares the essential roles leaders play in helping your practice thrive in the midst of economic challenges. His keynote will help you:

- Focus on creating a culture of world-class hostmanship that produces high performance and increases the bottom line.
- Capture a renewed vision of your self-image that will maximize your leadership potential.
- Retool for managing employee engagement during turbulent times
- Gain the inspiration, motivation and energy to achieve the highest outcomes and fulfill your ultimate leadership potential.

From his heart warming stories, to his humorous down-to-earth style, you will walk away from his keynote with the tools you need to stay motivated and help your organization accelerate their results in 2012.

Chip is a Certified Speaking Professional (CSP) and results-oriented Executive Coach. After building a Corporate University within a hospital and spending years assessing the development needs of both employees and executives, he knows the strategies that can make a significant impact on your bottom line. Chip brings an unusual one - two punch balancing an incredible love for people with a tactful candor that will rock you to the core. He is authentic, energetic and passionate about helping you get better.

He and his wife, Cindy, have five children and two beautiful grand daughters. They have a home in Celebration, Florida where Chip enjoys fishing, golfing and volunteering with the American Cancer Society and the Salvation Army.

KMGMA 2012 Spring Conference

Breakout Sessions – Thursday, April 12, 2012

SESSION 1 - 1:15 p.m. - 2:30 p.m.

- A. Recent Issues Affecting Hospitals and Physician Compensation, Scott Palecki—
- B. Salon 1

- C. ICD-10 Implementation: Where, Why and How, Stacy Harper, JD, MHSA, CPC —
Salon 2

- D. HR Issues, Kara Hunt, SPHR & Phillip M. Hayes, SPHR—Atrium

Break (2:30 – 3:15 p.m.)

SESSION 2 – 3:15 p.m. – 4:30 p.m.

- A. Recent Issues Affecting Hospitals and Physician Compensation, Scott Palecki—
Salon 1

- B. ICD-10 Implementation: Where, Why and How, Stacy Harper, JD, MHSA, CPC—Salon 2

- C. HR Issues, Kara Hunt, SPHR & Phillip M. Hayes, SPHR—Atrium

KMGMA SPRING 2012 CONFERENCE BREAKOUT SPEAKERS

Recent Issues Affecting Hospitals and Physician Compensation

Mr. Palecki will discuss a myriad of physician/hospital integration models, including a discussion of “employed” versus “independent” models and the practical legal challenges with each. Mr. Palecki will also focus part of this session’s discussion on the practical challenges hospitals face when negotiating compensation arrangements with physicians, including employment agreements, medical director agreements, and recruitment arrangements.

Scott C. Palecki is a partner in Foulston Siefkin, LLP practicing primarily in the health care regulatory and health care transactional areas. He represents hospitals, ambulatory surgical centers, physician medical practices and a wide variety of other facilities and providers in the health care industry. Mr. Palecki regularly works with health care clients on matters relating to operational, regulatory, reimbursement and compliance issues, including the Stark law, fraud and abuse, managed care, tax exemption issues, individual and facility licensure, joint ventures, medical staff bylaws, peer review and credentialing matters and Medicare and Medicaid certification and reimbursement. In addition to his health care practice, Scott regularly represents clients in state and local taxation matters and regularly appears before the Kansas State Court of Tax Appeals.

ICD-10 Implementation: Where, Why and How

The clock is ticking on the ICD-10 compliance date of October 1, 2013. The Who, What, and When are clear. In this educational session, practice managers can better understand the other pieces to the implementation puzzle. Where will ICD-10 affect your practice? Why is comprehensive implementation important for strategic placement in the future? How do you analyze your needs, break down the information and build a customized implementation program?

Stacy Harper, JD, MHSA, CPC is a partner with Forbes Law Group, LLC. Her health law practice focuses on regulatory compliance and reimbursement issues. She is a certified professional coder and former physician practice manager with first-hand knowledge of the legal and practical reimbursement structures for government and private payers. Stacy frequently works with hospitals, physician practices, and other healthcare organizations to educate physicians, improve documentation, implement compliance programs, and respond to reimbursement audits.

HR Issues

Kara Hunt, SPHR is a Human Resource Consultant and provides HR Consulting to organizations in various industries including manufacturing, insurance, non-profits, and private-sector organizations. Kara earned her Bachelors in Science degree in Biology and Psychology with a minor in Chemistry from Wichita State University where she is currently working on her Masters in Education in Counseling. Kara received her Senior Professional in Human Resources (SPHR) in 2007.

Phillip M. Hayes, SPHR – VP, HR Services & Operations for The Arnold Group (TAG), a human resource company providing HR consulting, supervisory training, employment assessments as well as full-time & temporary staffing services. Phil holds an HR Management degree from Bellevue University and Masters of Management Information Systems from Friends University. With a broad spectrum of experiences in HR consulting, strategic planning, operations management, and process redesign, Phil brings balance and perspective to the critical issues of workplace communication, employment practice and getting things done through others. Hayes remains very active in the Society for Human Resource Management (SHRM) as currently serves as the Director-Elect for KS SHRM. Phil has been recognized as the “Wichita HR Professional of the Year” in 2006; and the “Kansas HR Professional of the Year” in 2007. In Phil’s spare time, he enjoys spending time with family and friends, and is an avid sports fan. Phil is married to Amy and has three beautiful daughters.

KMGMA SPRING 2012 CONFERENCE SCHEDULE

Wednesday, April 11, 2012

1:00 p.m. – 6:00 p.m. **Pre-Conference: Kansas Assn. of Rural Health Clinics -- Atrium**
5:00 p.m. – 5:30 p.m. Executive Committee meeting with hotel staff-Board Room
5:30 p.m. – 9:00 p.m. Executive Committee meeting - Executive Board Room
6:30 p.m. Insurance Focus Group – Salons F-H
6:30 p.m. MGMA/ACMPE Informational Meeting—Salon 1
7:30 p.m. - 10:00 p.m. **Bank of Kansas Hospitality Suite - Room 217**
4:00 p.m. - 11:00 p.m. Exhibitor Setup - Salons A-D, Pre-Assembly Area

Thursday, April 12, 2012

7:00 a.m. – 8:00 a.m. Members' Registration - Pre-Assembly Area
7:00 a.m. – 8:00 a.m. Breakfast—Atrium
7:30 a.m. – 8:00 a.m. New Members Breakfast –Marriott Cinnabar Cafe
7:00 a.m. – 9:00 a.m. Exhibitor Set-up - Salons A-D, Pre-Assembly Area
8:30 a.m. – 8:45 a.m. Welcome and Announcements--Salons E-H
8:45 a.m. – 10:00 a.m. **There Is Always an Opportunity to Astonish Yourself!** Bob Garner—Salons E-H
10:00 a.m. – 11:00 a.m. Break – Exhibits – Salons A-D, Pre-Assembly Area
11:00 a.m. – 12:00 p.m. KMGMA Business Meeting (Members Only) – Wichita Ballroom
12:00 p.m. – 1:15 p.m. Lunch – Round Table Discussion—Salons E-H & Atrium
1:15 p.m. – 2:30 p.m. Breakout Session #1
A. **Recent Issues Affecting Hospitals and Physician Compensation,** Scott Palecki—Salon 1
B. **ICD-10 Implementation: Where, Why and How,** Stacy Harper, JD, MHSA, CPC—Salon 2
C. **HR Issues,** Kara Hunt, SPHR, & Phillip M. Hayes, SPHR—Atrium
2:30 p.m. – 3:15 p.m. Break – Exhibits – Salons A – D, Pre-Assembly Area
3:15 p.m. – 4:30 p.m. A. **Recent Issues Affecting Hospitals and Physician Compensation,** Scott Palecki—Salon 1
B. **ICD-10 Implementation: Where, Why and How,** Stacy Harper, JD, MHSA, CPC—Salon 2
C. **HR Issues,** Kara Hunt, SPHR, & Phillip M. Hayes, SPHR—Atrium
5:30 p.m. Cocktail Reception—Salons E-F
6:00 p.m. Buffet Dinner
7:00 p.m. **An Evening of Comedy and Hypnosis with Keir Royale**

Friday, April 13, 2012

7:00 a.m. – 8:00 a.m. Breakfast—Atrium
7:00 a.m. – 8:00 a.m. Past Presidents' Breakfast - Marriott Cinnabar Cafe
8:00 a.m. – 8:30 a.m. Break—Exhibits—Salon A-D, Pre-Assembly Area
8:30 a.m. – 9:45 a.m. **Courageous Leadership: Accelerating Results in Uncertain Times**
Chip Madera, MS, CSP--Salons E-H
9:45 a.m. – 10:15 a.m. Break –Exhibits - Salon A-D, Pre-Assembly Area
10:15 a.m. – 11:30 a.m. **Courageous Leadership: Accelerating Results in Uncertain Times**
Chip Madera, MS, CSP--Salons E-H
11:30 a.m. – 1:00 p.m. Lunch - Atrium
1:00 p.m. Adjournment

Kansas Association of Rural Health Clinics
KMGMA Spring Conference
Pre-Conference Program
April 11, 2012

Wichita Marriott
9100 E. Corporate Hills Dr.
Wichita, KS 67207

Program Schedule

1:00 to 1:30	RHC Rules, Regs and Survey Issues
1:30 to 1:45	Break
1:45 to 2:45	RHC Billing Part 1
2:45 to 3:00	Break
3:00 to 4:45	RHC Billing Part 2
4:45 to 5:00	Break
5:00 to 6:00	KARHC Business Meeting (Members Only)
6:00	Optional Social/Networking Hotel Restaurant (All participants)

Pre-Conference Fees:

Members*	\$50
Non-Members	\$70

Late Registration:

Members	\$85
Non-Members	\$110

Guests are welcome at the Non-Member Rate.

**To Register and for more information see: [http://
kmgma.org/conference.php](http://kmgma.org/conference.php)**

Janet Lytton, Rural Health Development
Cambridge, Nebraska

Ms. Lytton has lived in rural America all her life and worked in Rural Healthcare the last 23 years. She has been Director of Reimbursement the last 16 years for Rural Health Development, a health care consulting and management company.

Janet has worked with both Provider-Based and Independent RHCs across the United States. She consults on RHC feasibility, certification, billing, coding and does many IRHC cost reports annually, as well as gives workshops and speaks on RHC topics across the country. She consults on Critical Access Hospitals and assists in their implementation. Ms. Lytton has completed and assisted in numerous feasibility studies and operational analyses for IRHCs, PBRHCs, nursing homes, skilled nursing homes, hospitals and FFS clinics across the U.S. She is also a licensed Nebraska Nursing Home Administrator and a Registered Health Information Technologist. She can be reached at rhconsultjl@hotmail.com.

**Kansas Medical Group Management Association
2012 Spring conference – April 11-12-13 – Wichita**

REGISTRATION

Please use a separate form for each Conference Registrant, other than spouse. A photocopy of this form may be used for additional Registrants.

Name _____ Title _____

Organization _____

Address _____ City _____ St. _____ Zip _____

Phone _____ E-mail _____

Check Appropriate Box: Member Guest of KMGMA Member Physician

REGISTRATION FEE FOR PROGRAM ATTENDANCE

	Before 3/21/12	After 3/21/12	\$ _____
MEMBER – KMGMA PROGRAM EARLY REGISTRATION FEE	\$90.00	\$150.00	\$ _____
MEMBER – KS ASSN. OF RURAL HEALTH CLINICS PRE-CONFERENCE	\$50.00	\$85.00	\$ _____

No Charge for Physicians

Meals are no cost to members, but please help us control expenses by marking only the meals you plan to attend.

MEMBER

- Thursday Breakfast Yes No
- Thursday **New Members** Breakfast Yes No
- Thursday Luncheon Yes No
- Thursday Entertainment Yes No
- Friday Breakfast Yes No
- Friday **Past President's** Breakfast Yes No
- Friday Luncheon Yes No

MEMBER PROGRAM REGISTRATION FEES ARE NON-REFUNDABLE.

Enter All That Will Apply: Spouse/Guest Name _____

GUEST

KS ASSN. OF RURAL HEALTH CLINICS PRE-CONFERENCE ONLY – WED.	\$70.00	\$110.00	\$ _____
GUEST OF KMGMA MEMBER	\$140.00	\$185.00	\$ _____
MEALS GUEST OF KMGMA MEMBER			
Thursday Breakfast	\$25.00		\$ _____
Thursday Luncheon	\$25.00		\$ _____
Thursday Entertainment	\$50.00		\$ _____
Friday Breakfast	\$25.00		\$ _____
Friday Luncheon	\$25.00		\$ _____

TOTAL AMOUNT (Make checks payable to KMGMA) \$ _____

Guest Reservations refundable only if canceled before March 21, 2012

Hotel Reservations:
Separate hotel reservation information is enclosed or call (316) 651-0333 Monday through Friday, 8:00 a.m. - 5:30 p.m.
Wichita Marriott link provided at www.kmgma.org

Mail registration forms with check or credit card information to: Claire Daniels
Executive Assistant - KMGMA
5051 E. Lincoln, #4C • Wichita, KS 67218
(316) 686-4414
cdaniels1@cox.net

WIN \$100.00 !

If you register before February 27, 2012, your name will be entered into the “early-bird” registration drawing.

KANSAS MEDICAL GROUP MANAGEMENT ASSOCIATION

KMGMA accepts payment for conference fees in two ways: by check or credit card.
If using a credit card, enclose this form with conference registration.

ATTENTION: EXHIBITORS—DO NOT INCLUDE ELECTRICAL OR INTERNET FEES.

Amount to be charged to the credit card: _____

Circle type of credit card: VISA, MasterCard, Discover

Name as it appears on the credit card: _____

Credit Card Number: _____

Expiration date: _____

Customer code on back of card: _____

Billing address: _____

(City) (State) (Zip code)

Telephone number: (_____) _____

Signature _____

Print name as signed: _____

Include with registration form. Return to: Claire Daniels, Executive Assistant, 5051 E. Lincoln #4C, Wichita, KS 67218; Phone: (316) 686-4414; e-mail: cdaniels1@cox.net



Please reserve the following accommodations:

Name _____

Address _____

City/State/Zip Code _____

Telephone Number () _____

Accommodations (Please Check 1st Choice) King 2 Double Beds

Hotel Check In Time is 4:00PM Check Out Time is 12:00 Noon

Wichita Marriott is a non-smoking hotel

Arrival Date _____ Departure Date _____

Number of People 1 2 3 4

All reservations must be guaranteed:

- Deposit Equivalent to One Overnight Stay
 - Amer Exp
 - Diner's
 - VISA/MC
 - Carte Blanche
 - JCB
 - Discover
- *Credit Card will not automatically be charged.*

Credit Card must be given at check in if being used as a form of payment.

Card Number _____ Expiration Date _____

Cardholder will be billed for 1 night's room and tax if reservation is not cancelled **within 24 hours** prior to arrival and remaining nights will be released.

Signature _____

NAME OF GROUP: **Kansas Medical Group Management**

DATES: April 10th, 2012-April 13th, 2012

RATES: \$107.00

TO ENSURE ROOM AVAILABILITY AND SPECIAL GROUP RATES AS ABOVE PLEASE SIGN AND RETURN BY **March 27th, 2012**

FOR TOLL FREE RESERVATIONS CALL 1-800-610-0673 MONDAY - FRIDAY

8:00AM - 5:30PM OR MAIL TO :

THE WICHITA MARRIOTT HOTEL

9100 CORPORATE HILLS DRIVE

WICHITA, KS 67207

ATTN: RESERVATION DEPARTMENT

OR FAX THIS RESERVATION TO THE WICHITA MARRIOTT DIRECTLY: (316) 651-0634.



KEIR ROYALE

Comedian/Hypnotists/Magician



**COCKTAIL RECEPTION AT 5:30
DINNER AT 6:00
KEIR ROYALE AT 7:00.**



KMGMA

SPRING GOLF TOURNAMENT



WEDNESDAY, APRIL 11, 2012

Tallgrass Country Club • 2400 North Tallgrass • Wichita, Kansas 67226
Just east of 21st and Rock Road. If you need to cancel on the tournament date, please call Tallgrass Country Club at (316) 684-4110.

11:30 a.m. Registration & Lunch - \$70 covers green fee, cart & luncheon
1:00 p.m. Shotgun tee-off

AWARDS: Prizes to be awarded to each member of the 1st and 2nd place teams. Closest to the pin and longer putt get prizes.

FORMAT: *Scramble format. Customary scramble rules and using a minimum of 3 tee shots of each member.*

RSVP: **Please return the entry from below no later than April 4, 2012.**
Note your handicap or average score for 18 holes. For additional information, please call Charley at (316) 687-2112, or Fax: (316)687-1260

Golf sponsorships are available. Please contact Charley Larsen for more details. Directions on the reverse side.



KMGMA GOLF - RETURN BY APRIL 4, 2012

Yes, I will be able to attend the KMGMA Golf Tournament.

Name: _____

Address: _____ **City:** _____ **State:** _____ **Zip:** _____

Organization: _____

Phone Number: _____ **Handicap or average score:** _____

Return to: **Charley Larsen • The Center For Reproductive Medicine**
9300 E. 29th North, Ste. 102 / Wichita, KS 67226

**Make checks
payable to: KMGMA**

From the North:

Exit Interstate I-135 at the K-96 exit and proceed east to Rock Road exit

Turn right (south) onto Rock Road 1 1/2 miles to 21st Street

Turn left (east) onto 21st Street and proceed approximately 1/3 mile

Tallgrass entrance will be on the left (north) side of the street

From the South:

Exit the Kansas Turnpike at the Kellogg exchange

Proceed east on Kellogg 1/4 mile to Webb Road

Turn left (north) on Webb Road 3 miles to 21st Street

Turn left (west) on 21st Street 2/3 mile

Tallgrass entrance will be on the right (north) side of the street.

From the East:

Exit the Kansas Turnpike at the Andover exchange

Proceed west on 21st Street 5 1/2 miles to Webb Road

Proceed west through Webb Road 2/3 mile

Tallgrass entrance will be on the right (north) side of the street

From Mid-Continent Airport via 400/54/Kellogg:

Drive east on Kellogg from airport exit approximately 10 miles to Rock Road

Turn left (north) at Rock Road and proceed 3 miles to 21st Street

Turn right (east) on 21st Street 1/3 mile

Tallgrass entrance will be on the left (north) side of the street

KMGMA GENERAL INFORMATION

Early Bird Registration:

If you register for the Fall Conference on or before **February 29, 2012** your name will be entered into a special drawing to be held during the Spring Conference. You can win \$100!

Insurance Focus Group Meeting:

The Insurance Focus Group will meet on Wednesday evening at 6:30 p.m. As a KMGMA member, you are encouraged to attend. Membership in this focus group is not required in order for you to attend the meeting.

Attire:

Business-casual attire is acceptable for all conference functions. Casual attire is acceptable for Thursday evening.

Education credits:

ACMPE: KMGMA conference is pre-approved for credits from the American College of Medical Practice Executives.

How to access “Members Only” section of the KMGMA web site:

Current members are issued a “user name” and “password”.

Contact Claire Daniels -- cdaniels1@cox.net for your current information.

Can guests and non-members attend KMGMA Conferences?

KMGMA conferences provide networking and educational opportunities for colleagues and staff who are eligible for membership based on the current by-laws. They are welcome to attend the conferences as guests. With the exception of the business meeting and focus groups, guests can attend all or a portion of the conference that is of interest to them.

If you know a colleague who would like to attend our conference, please refer to the registration form or www.kmgma.org. All conference information and forms are on our web site. Feel free to contact Dorothy Gallagher, Membership Chair, with any questions...me@midkan.net or (785) 827-2238.

Membership information:

You can obtain information and an application for KMGMA membership at the registration table during the conference or on our web site at www.KMGMA.org.

List of Attendees:

If you would like a copy of the members who are attending the current conference, copies are available at the registration table.

KMGMA Officers & Focus Groups:

The list of current officers and KMGMA Focus Groups can be found on the KMGMA website at www.kmgma.org.