



A O M A

## Arizona Osteopathic Medical Association

### **BUSINESS SAVVY FOR THE MEDICAL PRACTICE** Practice Management Workshop Series

*Presented by Dr. Chris Ranier, a physician and practice manager*

October 5, 10, 19, 26—2006

Cowden Conference Center  
9202 N. 2nd Street  
Phoenix, AZ 85020

Thursday, October 5, 2006

#### **Foundations of a Healthy Practice**

- Essential tools for a profitable practice
- Negotiating profitable contracts with health plans
- Electronic medical records
- Personnel recruitment and hiring

Tuesday, October 10, 2006

#### **The Practice Wellness Checkup**

- Practice symptoms & Solutions
- Risk reduction strategies
- Asset protection
- The business morbidity & mortality conference

Thursday, October 19, 2006

#### **Strategies For Profit Enhancement**

- Billings
- Diversification strategies
- Practice operations from the point of view of your practice
- Marketing your practice

Thursday, October 26, 2006

#### **Coding For Maximum Revenue**

- E/M Coding
- New CMS Claim Form
- Claim denials & insurance excuses
- Modifiers & Procedures

16 Hours of 1B CME Credit Hours by the AOA CCME / Four per Course  
AOA Members: \$200/Day Non-members: \$250/Day Office Managers: \$150/Day