

Beyond Service: The Business Side of Operating a Laboratory

Wednesday May 27, 2020

Hilton Buena Vista Palace

DRAFT AGENDA TIMES/TOPICS

Time	Session	Speaker
12:45PM – 1:00PM	Registration & check in	
	Welcome & Introductions	
1:00 – 1:15	How Future Trends Impact the Lab Financially	Irwin Rothenberg, CRI Technical Writer
1:15 – 2:15	Test menu & product selection, evaluation of test for financial feasibility, cost per test	Barry Craig, Laboratory Consultant
2:15 – 2:30	Stretch Break	
2:30 – 3:00	Ways to increase revenue and tips for saving money in the practice, including buying groups and other helpful resources	Barry Craig, cont.
3:00 – 3:30	How to monitor revenue cycle and trend patterns and concerns	Shannon DeConda, CPC, CEMC, CEMA, CPMA, CRTT
3:30 – 3:45	Stretch Break	
3:45 – 4:30	PAMA, insurance company reimbursement changes and other reimbursement and regulatory trends/issues that affect labs financially	Brian Reuwer, COLA Senior Healthcare Policy Analyst
4:30 – 4:45	Wrap up and Insights	Irwin Rothenberg
4:45PM – 5:00PM	Q & A	All