New York Society for Health Planning
Healthcare Association of New York State
The Academy of Medicine of Queens County

present

Strategies for Successful Hospital-Physician Alignment
What Physicians and Hospitals Need to Know

Tuesday, August 10, 2010 • 5:15 p.m. - 8:00 p.m.
5:15 p.m. Registration/Networking/Refreshments • 6:00 p.m. Program

Arnold & Porter LLP
399 Park Avenue (between 53rd and 54th Streets) 34th floor, New York, NY 10022

ABOUT THE PROGRAM:

This program will explore ways in which physicians independently, or hospitals and physicians together, can form practice entities that benefit physicians, hospitals and patients in the unique New York market. Financial, organizational, legal and accounting issues critical to successful alignment will be reviewed.

• Many physicians are considering closer alignment with hospitals to address economic, operational and administrative challenges facing small practices. Hospitals are pursuing strategies to more closely align with physicians to secure referrals, increase market share, and negotiate better payer rates. With new federal health care reform, hospital-physician alignment will be increasingly important given the likelihood of bundled payment methodologies and an emphasis on Accountable Care Organizations (ACOs).

• A growing number of physicians are actively seeking employment arrangements to relieve the burdens of managing a practice and to achieve a more balanced lifestyle. Hospital employment of physicians is one option. However, many physicians seek to join or form successful, significant, physician-owned practices that enable them to align with hospitals but not be owned by hospitals. Under successful alignment these physicians are highly engaged in hospital strategies for improving quality, creating operating efficiencies, and insuring financial viability.

• The program objective is to educate physicians, hospital executives and health care planners on the fundamentals of alignment, determine how hospital alignment can make sense for them, and how to design and implement successful strategies.

PROGRAM LEARNING OBJECTIVES:

• Recognize areas of opportunity
• Identify the most effective structures
• Distinguish physician-owned vs. hospital-owned practices
• Review organizational and financial considerations
• Understand legal and regulatory matters
• Examine a case study: How one practice has succeeded

MODERATOR:

Jeffrey R. Ruggiero, Esq., Partner, FDA Healthcare Practice, Arnold & Porter LLP

SPEAKERS:

Daniel Sisto, President, Healthcare Association of New York State
Ralph Herz, Jr., M.D., Medical Director, American Group Practice, Inc.
Barry H. Kaplan, M.D., Ph.D., President/Medical Director, Queens Medical Associates, P.C.
John V. Pellitteri, CPA, Partner, Grassi & Co., CPAs, P.C.

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*The Academy of Medicine of Queens County is accredited by the Medical Society of the State of New York (MSSNY) to provide continuing medical education for physicians. The Academy of Medicine of Queens County designates this educational activity for a maximum of 2.0 AMA PRA Category 1 Credit™. Physicians should claim credit commensurate with the extent of their participation in the activity.

REGISTRATION INFORMATION: (by mail, phone or fax)

Name: ___________________________________________ Title: ___________________________________________
Organization: ______________________________________ Address: ______________________________________
City, State, Zip: ____________________________________ Work Phone: ________________________________
E-mail: ___________________________________________

FEE SCHEDULE: □ NYSHP MEMBER - no charge □ Non-Member - $40

To pay by credit card, click here to register online at www.nyshp.org
Checks should be made payable to the New York Society for Health Planning. Please mail the check and this form to the address below by August 5th, 2010

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