

National Spine & Pain Centers Presents  
**The Business of Pain Medicine: 21<sup>st</sup> Century Challenges and Solutions**  
**Program Agenda**

*Course Directors: Peter Staats, MD, MBA, Assaf Gordon, MD, and Sean Li, MD*

**THURSDAY, October 10<sup>th</sup> 2019**

Time	Location	Event
6:00–8:00 PM		Registration and exhibit set up

**FRIDAY, October 11<sup>th</sup> 2019**

Time	Location	Topic	Faculty
<b>7:00–7:50AM</b>		<b>Industry Sponsored Presentation</b> *No CME credit hours available for this session	<b>Presented By:</b>
7:50–8:00AM		Welcome Address	Assaf Gordon, MD Peter Staats, MD and Sean Li, MD
<b>The Macro Environment of Pain Care in the US</b>			<b>Moderator: Peter Staats, MD</b>
8:00–8:20AM		Unexpected threats in health care	Tim Coan
8:20-8:40AM		Macroeconomic trends in spine and pain surgery	A. Jay Khanna, M.D.
8:40-9:00AM		ASIPP's position on macroeconomic trends in IPM	Harold Cordner, M.D
9:00-9:30AM		HHS Pain Task Force: Lessons Learned	Vanila Singh, MD
<b>New Verticals I - Evaluation of new therapies for your clinical practice</b>			<b>Moderator: Sean Li, MD</b>
9:30-9:45AM		How to evaluate new therapies	Peter Staats, MD
9:45-10:05AM		Advances in neuromodulation	Sean Li, MD
10:05-10:25AM		Role of spinal endoscopic surgery in Facet/Sacroiliac joint pathology: Is it cost effective or doomed to failure?	Sukdeb Datta, MD
10:25-10:40AM		Bringing decompressive procedures to your practice	<b>TBD</b>
10:40-11:00AM		Basovertebral nerve ablation	<b>TBD</b>
<b>11:00–11:20AM</b>		<b>Break with Exhibits</b>	

**National Spine & Pain Centers**  
**The Business of Pain Medicine:**  
**Vision 2020**  
**October 11<sup>th</sup> – 12<sup>th</sup> 2019**  
**Arlington, VA**



		<b>New Verticals II – Ancillaries</b>	<b>Moderator: Mark Coleman, MD</b>
11:20-11:40 AM		Research in clinical practice	Ricardo Vallejo, MD
11:40-12:00PM		Pitfalls with urine toxicology	David Levi, MD and Amy Dilcher, JD
12:00-12:20PM		Should you offer anesthesia in your practice?	Mark Coleman, MD
12:20-12:40PM		Screening tests for patients in pain practices – CDC Guidelines and best practices	Young Lee, MD
<b>12:50–1:50PM</b>		<b>Industry Sponsored Luncheon Symposium</b> <b>Sponsored by Platinum Sponsor - Nevro</b> <small>*No CME credit hours available for this session</small>	
		<b>New Verticals III – Cutting Edge Therapies</b>	<b>Moderator: Ali El-Mohandes, MD</b>
2:00-2:20PM		Regenerative Medicine	Mayo Friedlis, MD
2:20-2:40PM		Medical Marijuana and CBD	Gladstone McDowell, MD
2:40-3:00PM		Vertebral augmentation – Be the expert and increase referrals	Dan Kendall, MD
3:00-3:15PM		Ketamine & other infusion therapies	Sukdeb Datta, MD
3:15-3:30PM		K-Laser	Sassan Hassassian, MD
3:30-4:00PM		<b>Break with Exhibits</b>	
		<b>Staying out of Trouble</b>	<b>Moderator: Assaf Gordon, MD</b>
4:00-4:30PM		MRI safety with implantable devices	<b>TBD</b>
4:30-4:50PM		Insurers perspective on IPM	Amy Meris Acker
4:50-5:10PM		DEA perspectives on opiate prescribing	DEA
5:10-5:30PM		Identifying and addressing HR minefields	Kevin Holden
<b>5:30-6:30 PM</b>		<b>Cocktail Reception</b>	
<b>6:30-9:00PM</b>		<b>Gala Dinner, Award Presentation and Keynote Speaker Presentation</b> <b>Jim Kelly</b> <b>Sponsored by Gold Sponsor:</b> <small>*No CME credit hours available for this session</small>	Award Presenter: Peter Staats, MD, MBA Visionary Leadership Award: Pain Entrepreneur of the Year Award:

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**SATURDAY, October 12<sup>th</sup> 2018**

<b>Time</b>	<b>Location</b>	<b>Topic</b>	<b>Faculty</b>
7:30-8:00AM		<b>Breakfast with Exhibits</b>	
		<b>Running a practice 101</b>	Ali El- Mohandes, MD
8:00–8:20AM		Keeping a happy workforce	Ali El-Mohandes, MD
8:20-8:40AM		Hiring new physicians	Jonathan Carlson, MD
8:40-9:00AM		Is intrathecal therapy sustainable?	Eric Grigsby, MD, MBA
9:00-9:20AM		Establishing yourself as a Center of Excellence	Robert Levy, MD, PhD
9:20-9:30AM		Q&A	
9:30-10:30AM		<b>Industry Sponsored Brunch Symposium</b> <b>Sponsored by Diamond Sponsor: *No</b> CME credit hours available for this session	<b>Presenter:</b>
		<b>Expand, Merge or Die</b>	<b>Moderator: Doug Wisor, MD</b>
10:30-10:50AM		Venture Capital perspective on the pain space	Sriram Venkataraman
10:50-11:10AM		Clinician leadership view on M & A	Doug Wisor, MD
11:10-11:30AM		Selling my practice/Opportunities: Why did Millennium merge? The grass IS greener	Keith Robinson, MD, Ramsin Benyamin, MD and Ricardo Vallejo, MD
		<b>Running a Practice 201</b>	<b>Moderator:</b>
11:30-11:50AM		Keeping the practice humming: the ethics and practicality of marketing	Bill Koleszar
11:50-12:10PM		MIPS...The essentials	Assaf Gordon, MD and Spencer Heaton, MD
12:10-12:50 PM		The realities of being an Executive Physician	Peter Staats, MD, David Caraway, MD, PhD, Doug Wisor, MD, Allen Burton, MD, Eric Grigsby, MD, MBA and Spencer Heaton, MD, Robert Levy, MD, PhD

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<b>12:50-1:50PM</b>		<b>Industry Sponsored Luncheon Symposium – sponsored by Platinum Sponsor – Legally Mine</b> *No CME credit hours available for this session	<b>Presenter:</b>
		<b>Go to Breakouts</b>	

<b>Breakout 1: Staying on the Right Side of the Law</b>	<b>Breakout 2: Fellow Course – What my Fellowship Directors are not Teaching Me</b>
<b>Grand Ballroom</b>	<b>Plaza Ballroom A, B &amp; C</b>
<b>Moderator: Robert Levy, MD, PhD</b>	<b>Moderators: Sean Li, MD and Peter Staats, MD</b>

Time	Topic	Faculty	Time	Topic	Faculty
1:50-2:15PM	Anatomy of a lawsuit	Sean Li, MD & Kathy Snyder	1:50-2:10PM	Private or Academic setting	<b>TBD</b>
2:15-2:35PM	Ancillary business revenue & Stark Law: Medical marijuana, onsite dispensing and bracing	John Morrone, Esq. & James Bazan, JD, CPC	2:10-2:30PM	Evaluating practices	Neel Mehta, MD
2:35-2:55PM	Investing in an ASC, legal implications	Amy Dilcher, JD	2:30-2:50PM	Negotiating contracts	Anish S. Patel, MD, MBA
2:55-3:05PM	Negotiating contracts with payers	Amy Meris Acker	2:50-3:10PM	Career advancement, partnership & becoming a KOL	Jonathan Carlson, MD
3:05-3:30PM	How to be a good Expert Witness	Robert Levy, MD, PhD	3:10-3:30PM	The ethical way to work with industry	Peter Staats, MD
<b>3:30-4:00 PM</b>	<b>Break with Exhibits</b>		<b>3:30-4:00 PM</b>	<b>Break with Exhibits</b>	
	<b>Breakout – Technology</b>			<b>Fellows Hands on Workshop</b>	<b>All Faculty</b>
4:00-4:20PM	The online perspective of the patient: Growing my online business	Bill Kolezaar	4:00-6:00PM	Stimulation via simulation - Hands on with simulator	All Faculty
4:20-4:40PM	The empowered healthcare consumer and the rise of retail medicine: Lessons for Pain Management	Josh White	6:30-8:30P	<b>**Fellows and Residents Meet and Greet</b>	Faculty and attendees
4:40-5:00PM	Managing your online reputation	Bill Koleszar and Ramu Potarazu			
5:00PM	Sessions Close				

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**\*\*\*Exhibitors are welcome to breakdown on Saturday, October 12<sup>th</sup> at 6:00pm after the Cocktail Reception**

**Business Management Breakout**

**Billing and Coding**

**Saturday, October 12, 2019  
Breakout in Diplomat Ballroom**

**2:00-5:00PM \*Application to be filed for AAPC Credits  
Moderator: Judity Blasczyk and Bonnie Dubbs  
Faculty: Stacy Beard-Adams**

**2:00-3:00PM Dollars and Cents Billing for Clinicians  
Stacy Beard-Adams**

**3:00-3:30PM**

**3:30-4:00PM Break with Exhibits**

**4:00-4:30PM**

**4:30-5:00PM**

**5:00 sessions close**