

National Spine & Pain Centers Presents
The Business of Pain Medicine: 21st Century Challenges and Solutions
Program Agenda

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

THURSDAY, October 10th 2019

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

FRIDAY, October 11th 2019

Time	Location	Topic	Faculty
7:00–7:50AM		Industry Sponsored Presentation *No CME credit hours available for this session	Presented By:
7:50–8:00AM		Welcome Address	Assaf Gordon, MD Peter Staats, MD and Sean Li, MD
The Macro Environment of Pain Care in the US			Moderator: Peter Staats, MD
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		Repositioning Pain Management and communicating its value	Nilesh Patel, MD, MBA
9:00-9:30AM		HHS Pain Task Force: Lessons Learned	Vanila Singh, MD
New Verticals I - Evaluation of new therapies for your clinical practice			Moderator: Sean Li, MD
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
10:25-10:45AM		Innovations in minimally invasive treatment for Spinal Stenosis and Spinal Decompression	Moderator: Sean Li, MD Panel: Mark Coleman, MD and Steven Falowski, MD
10:45-11:00AM		Basovertebral nerve ablation	TBD
11:00–11:20AM		Break with Exhibits	

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		New Verticals II – Ancillaries	Moderator: Mark Coleman, MD
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
12:50–1:50PM		Industry Sponsored Luncheon Symposium Sponsored by Platinum Sponsor - Nevro *No CME credit hours available for this session	
		New Verticals III – Cutting Edge Therapies	Moderator: Ali El-Mohandes, MD
2:00-2:20PM		Regenerative Medicine	Mayo Friedlis, MD
2:20-2:40PM		Medical Marijuana and CBD	TBD
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		Break with Exhibits	
		Staying out of Trouble	Moderator: Assaf Gordon, MD
4:00-4:30PM		MRI safety with implantable devices	Harold Cordner, MD
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
5:30-6:30 PM		Cocktail Reception	
6:30-9:00PM		Gala Dinner, Award Presentation and Keynote Speaker Presentation Jim Kelly Sponsored by Gold Sponsor: *No CME credit hours available for this session	Award Presenter: Peter Staats, MD, MBA Visionary Leadership Award: Eric Grigsby, MD

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SATURDAY, October 12th 2018

Time	Location	Topic	Faculty
7:30-8:00AM		Breakfast with Exhibits	
		Running a practice 101	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		Industry Sponsored Brunch Symposium Sponsored by Diamond Sponsor: *No CME credit hours available for this session	Presenter:
		Expand, Merge or Die	Moderator: Tim Coan
10:30-10:50AM		Venture Capital perspective on the pain space	Sriram Venkataraman
10:50-11:10AM		Starbucks vs. Re-Max: Building a platform of common mission and culture despite growth through mergers and acquisitions	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
		Running a Practice 201	Moderator:
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,

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			MBA and Spencer Heaton, MD, Robert Levy, MD, PhD
12:50-1:50PM		Industry Sponsored Luncheon Symposium – sponsored by Platinum Sponsor – Legally Mine <small>*No CME credit hours available for this session</small>	Presenter:
		Go to Breakouts	

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

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	Harold Cordner, MD
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
3:30-4:00 PM	Break with Exhibits		3:30-4:00 PM	Break with Exhibits	
	Breakout – Technology			Fellows Hands on Workshop	All Faculty
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	**Fellows and Residents Meet and Greet	Faculty and attendees

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4:40-5:00PM	Managing your online reputation	Bill Koleszar and Ramu Potarazu
5:00PM	Sessions Close	

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
Moderators: Judith Blaszczyk, RN, CPC, ACS-PM, ICDCT-CM and Bonnie Dubbs
Faculty: Stacy Beard-Adams, Judith Blaszczyk, RN, CPC, ACS-PM, ICDCT-CM, James Bazan, JD

2:00-3:00PM Dollars and Cents Billing for Clinicians – Basic E&M
Stacy Beard-Adams

3:00-3:30PM Pump Trials – Billing, Coding and Site of Service

3:30-4:00PM Break with Exhibits

4:00-4:20PM Minimally Invasive procedures (*mild*, spacers, RFA and injections)

4:20-4:40PM Medical Necessity – James Bazan, JD

4:40-5:00PM Reality Check - Panel

5:00 sessions close

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