



Maine Hospital Association

presents

“The Physician Market: Compensation, Benefits, Recruiting and Employment Trends” Webinar (#T2565)

Tuesday, February 23, 2010

1:00 - 2:00 p.m.

Overview:

In this Webinar, we will review four critical trends in physician compensation, production, recruiting, and benefits that impact provider organizations. Particular attention will be given to how these trends may be impacted by the economic environment, impending healthcare reform, and the physician shortage.

This webinar occurs subsequent to the release of ECG's 2009 *Provider Compensation, Production, and Benefits Surveys*. These surveys include the tenth annual Northwest surveys, fifth annual Midwest survey, and third annual pediatric subspecialty physician survey.

ECG's 2009 surveys encompass provider compensation, production, and benefits data for over 9,300 healthcare providers representing more than 90 physician subspecialties and 9 mid-level provider specialties. The surveys contain such critical data as compensation-to-production ratios, including work RVUs and total RVUs (calculated at the CPT code level by ECG); procedure code distributions; trends in recruiting by specialty; and specialty-specific benefits and malpractice comparisons.

Program Topics:

- Potential impact of healthcare reform on provider compensation and plan methodologies.
- Primary care and subspecialty compensation trends relative to production.
- Key trends in physician recruiting, including trends in recruiting and retention programs, and how the physician shortage, coupled with the current economic environment, has impacted recruiting packages.
- Other provider trends, including how CPT code-level data is turned into a greater value proposition for provider organizations.

Target Audience:

CEO, COO, CFO, CMO, HR Director, Physician Services, and Financial Services

Faculty:

Leonard J. Henzke, Principal, Northwest Practice, ECG Management Consultants, Seattle, WA

Leonard Henzke has multiple years of experience as a healthcare consultant. His experience has focused on hospital/physician relationships, financial analysis, business development, and physician compensation planning. Mr. Henzke is a frequent speaker to state hospital associations and physician organizations on issues related to call coverage and hospital/medical staff relationships. Also, he has co-authored articles on topics such as physician call coverage.

Maria C. Hayduk, Senior Manager, ECG Management Consultants, Seattle, WA

Maria Hayduk has assisted several hospitals and physician organizations with physician compensation planning, business development, and medical group operations. Ms. Hayduk leads ECG's custom compensation and production surveys in the Northwest and Midwest, in addition to ECG's *National Pediatric Subspecialty Physician Compensation, Production, and Benefits Survey*.

Registration Fee:

\$175 per site for MHA members

\$275 per site for non-members

The registration deadline is February 12, 2010. Advance registration is required to ensure the delivery of instructional materials.

Cancellation Policy:

Cancellations made prior to the registration deadline (February 12) will be issued a refund, less a \$25 administrative fee. Cancellations made after February 12 will be charged 50% of the registration fee. No refunds will be issued for those who do not cancel in advance of the program.

Connecting to the Program:

All registration fees are per phone connection. Complete the attached registration form and return it to the Maine Hospital Association. Upon registering for the program, notify all participants and arrange a meeting room and speaker phone, if desired. At least three business days prior to the program, you will receive confirmation of your registration and instructions on logging into the program via email. You will also receive instructions on downloading the speakers' handouts via website. Approximately 5 to 10 minutes before the program, dial in to be connected to the session.

If you have not received a confirmation notice 48 hours prior to the program, please call Leslie Gagne at (207) 622-4794 to confirm your registration has been received. Confirmation notices will be sent via email when available.

Registration Form

Webinar: The Physician Market: Compensation, Benefits, Recruiting and Employment Trends

February 23, 2010 / 1:00 p.m. - 2:00 p.m.

Important Note: Information for accessing the program will be emailed to the following contact person prior to the program date.

Name and Title of Contact Person: _____

Telephone: _____ Fax: _____ Email: _____

Organization: _____

Address: _____ City: _____ State: _____ Zip Code: _____

The registration fee is: **\$175** per site for **MHA members** / **\$275** per site for **Non-members**

The fee covers one telephone connection and includes a set of handouts (which can then be copied).

Payment Method: Check enclosed (payable to RET) Check being mailed Credit Card

Credit card amount authorized \$ _____

Credit Card # _____ **Visa MasterCard Amex**

Exp. Date _____ Name on Card (*please print*) _____

Signature _____

Please send completed registration form along with payment to: Leslie Gagne, Maine Hospital Association, 33 Fuller Road, Augusta, Maine 04330 or fax (mail payment separately) to 207/622-3073. If you have questions, please call Leslie Gagne or Carol Sinclair at 207/622-4794 or by email at lgagne@themha.org or csinclair@themha.org.

Registration deadline is Friday, February 12, 2010.