

# PPS 2018 SCHEDULE AT A GLANCE

## WEDNESDAY, NOVEMBER 7, 2018

Session ID Room

### Administrators Certificate Program

12:30 pm – 2:30 pm  Business Operations (Module 1 of 6) **A01** **West Ballroom**

### Pre-Conference Workshops *(additional fees apply)*

1:00 pm – 5:00 pm Payment and Reimbursement Update 2018 **W01** **Rocky Mountain AB**

1:00 pm – 5:00 pm Innovative Tools to Promote Employee Engagement and Increase Your Company's Success **W02** **Rocky Mountain C**

1:00 pm – 5:00 pm Turn Health-Facing: Applying a Population Health Management Framework in PT Practice **W03** **Rocky Mountain D**

1:00 pm – 5:00 pm Peer2Peer Activities (open to current Peer2Peer networkers only) **Colorado DEF**

### Administrators Certificate Program


2:45 pm – 4:45 pm  Marketing (Module 2 of 6) **A02** **West Ballroom**

### General Session

5:30 pm – 8:00 pm Awards Ceremony and President's Reception  
*President's Reception sponsored by*  **AdvancedMD** **International Ballroom**

## THURSDAY, NOVEMBER 8, 2018

### General Session

7:30 am – 10:30 am Breakfast with Keynote, General Business Meeting, and Candidates' Speeches  
*Keynote sponsored by*  **PRACTICE PRO**  
The Total Practice Solution | For Success **T00** **International Ballroom**

### Administrators Certificate Program

10:45 am – 12:45 pm  Human Resources (Module 3 of 6) **A03** **West Ballroom**

### Concurrent Educational Sessions

11:00 am – 12:30 pm The Relationship Between Cash Practices and Medicare **T01** **International Ballroom**

11:00 am – 12:30 pm Revenue Cycle Management Blunders—and How to Fix Them **T02** **Colorado ABC**

11:00 am – 12:30 pm Efficacy of a Workplace Injury Prevention Program: Improving Community Alliances & Health **T03** **Colorado DEF**

11:00 am – 12:30 pm Eight Free, Easy Online Tools to Supercharge Social Media Posts **T04** **Rocky Mountain AB**

11:00 am – 12:30 pm Money Isn't Everything: Entrepreneurial Ways to Increase Employee Engagement **T05** **Rocky Mountain CD**

12:30 pm – 6:00 pm **Exhibit Hall Open** **Broadmoor Hall**

12:30 pm – 2:30 pm **Lunch with Exhibitors** *sponsored by*  **webFCE**  
SMART • COMPREHENSIVE • EASY **Broadmoor Hall**

# PPS 2018 SCHEDULE AT A GLANCE

## THURSDAY, NOVEMBER 8, 2018 (continued)

Session ID Room

### Administrators Certificate Program

1:30 pm – 4:00 pm  Legal Compliance (Module 4 of 6) **A04** **West Ballroom**

### Concurrent Educational Sessions

2:30 pm – 4:00 pm International Perspectives on Private Practice Physical Therapy **(NEW! Buzz Session)** **T06** **International South**

2:30 pm – 4:00 pm Merit Based Incentive Payment System (MIPS). Must I Participate? Should I Voluntarily Report? **T07** **International North**

2:30 pm – 4:00 pm Private Practice and Business Education: Implementing SMART **T08** **Colorado ABC**

2:30 pm – 4:00 pm How to Leverage Loyal Patients to Improve Revenue **T09** **Colorado DEF**

2:30 pm – 4:00 pm Metrics, Dashboards, and Data, OH MY? How to Navigate the Yellow Brick Road of Private Practice **T10** **Rocky Mountain AB**

2:30 pm – 4:00 pm New Hire Mentorship: Bridging the Academia-to-Clinical-Practice Divide **T11** **Rocky Mountain CD**

4:00 pm – 6:00 pm Reception with Exhibitors *sponsored by*  **Broadmoor Hall**

## FRIDAY, NOVEMBER 9, 2018

7:30 am – 2:00 pm Exhibit Hall Open **Broadmoor Hall**

7:30 am – 8:30 am Continental Breakfast in Exhibit Hall *sponsored by*  **Broadmoor Hall**

### **Solution Rooms (NEW!):** Committee volunteers or other speakers facilitate multiple roundtables

8:30 am – 10:00 am **Marketing:** Blogs; Podcasts; Social Media; Building Relationships with Physicians; Community/ Neighborhood Outreach; and more **International North**

8:30 am – 10:00 am **PPS Benefits and Resources:** Key Contact Program; Peer2Peer Program; Fit Factor Tool; New PPS website; Monthly Marketing Toolkit; 99 Marketing Ideas; Practice KPI Benchmarking Program; and more **International North**

8:30 am – 10:00 am **Practice Issues by Lifespan:** Startup; 1-3 Years; 3+ Years; Multi-Site; Single-Site; Exit Strategies **International South**

8:30 am – 10:00 am **Niche/Specialty Practices:** Telehealth; Bike Fit; Pediatrics; Pelvic Health; Scoliosis; and more **International South**

8:30 am – 10:00 am **Starting a Consulting Side Hustle:** Tips and advice **Colorado ABC**

### Administrators Certificate Program

9:45 am – 11:45 am  Business & Financial Management (Module 5 of 6) **A05** **West Ballroom**

# PPS 2018 SCHEDULE AT A GLANCE

## FRIDAY, NOVEMBER 3, 2017 (continued)

Session ID Room

### Concurrent Educational Sessions

10:15 am – 11:45 am	Physical Therapy Practice Ownership: Emerging Models <b>(NEW! Buzz Session)</b>	F01	International South
10:15 am – 11:45 am	Navigating Value-Based Payment: What You Need to Know	F02	Colorado ABC
10:15 am – 11:45 am	Balance Your Budget with Balance/Fall Prevention Programming	F03	International North
10:15 am – 11:45 am	The Content Rules: A PT's 7-Step Guide to Content Marketing That Works	F04	Colorado DEF
10:15 am – 11:45 am	Maximize Your Time: Implementing Effective Productivity Principles in Your Practice	F05	Rocky Mountain AB
10:15 am – 11:45 am	Strategic Growth: Big Data, Cash Cows, & Mangy Dogs	F06	Rocky Mountain CD
11:45 am – 2:00 pm	Lunch with Exhibitors		Broadmoor Hall

### Concurrent Educational Sessions

2:00 pm – 3:30 pm	Humanitarian Work: What You Should Know <b>(NEW! Buzz Session)</b>	F07	International South
2:00 pm – 3:30 pm	Value Driven Payment and Contracting	F08	International North
2:00 pm – 3:30 pm	Should You Add Wellness Coaching Services to Your PT Practice?	F09	Colorado ABC
2:00 pm – 3:30 pm	Sell Me This Pen! A Proven Ethical System to Never Fear Face-to-Face Selling Again	F10	Colorado DEF
2:00 pm – 3:30 pm	Leadership: Cultivating Your Leaders of Tomorrow	F11	Rocky Mountain AB
2:00 pm – 3:30 pm	Medicare, Maintenance & Medical Necessity: What All Outpatient Therapists Need to Know	F12	Rocky Mountain CD

### Administrators Certificate Program

2:00 pm – 5:00 pm	 Billing & Coding (Module 6 of 6)	A06	West Ballroom
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### Concurrent Educational Sessions

4:00 pm – 5:30 pm	Strategies for Implementing Performance Measures in Value-Based Payment Models <b>(NEW! Buzz Session)</b>	F13	International South
4:00 pm – 5:30 pm	How California Keeps Winning on Payment: The Align Networks Lawsuit Case Study	F14	International North
4:00 pm – 5:30 pm	Value-Based Care—the New Business Metrics	F15	Colorado ABC
4:00 pm – 5:30 pm	Direct-to-Consumer PT: Re-engineering Practice to Meet Consumer-Based Values	F16	Colorado DEF
4:00 pm – 5:30 pm	I Know Who You Are, I Saw What You Did: What Your Practice & Employees Are Posting Is in Violation	F17	Rocky Mountain AB
4:00 pm – 5:30 pm	Sellers' Perspectives in Successful Private Equity Partnerships: Key Considerations	F18	Rocky Mountain CD
7:00 pm – 10:00 pm	Friday Night Closing Event		Main Building – Mezzanine Level

## SATURDAY, NOVEMBER 10, 2018

### General Session

8:00 am – 10:30 am	Closing Breakfast with Keynote—Best-Selling Co-Author of #1 National Best Seller: <i>The Four Disciplines of Execution</i>		International Ballroom
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