

PPS 2018 HANDOUTS

THE BROADMOOR | COLORADO SPRINGS, CO | NOVEMBER 7–10

The following courses provided handouts for attendee distribution at the 2018 Private Practice Section Annual Conference and Exhibition. If you do not see a handout for the course you are attending, there is no handout available for that course.

ADMINISTRATORS CERTIFICATE PROGRAM

- [A01 Administrators Certificate Program: Business Operations](#)
- [A02 Administrators Certificate Program: Marketing](#)
- [A03 Administrators Certificate Program: Human Resources](#)
- [A04 Administrators Certificate Program: Legal Compliance](#)
- [A05 Administrators Certificate Program: Business & Financial Management](#)
- [A06 Administrators Certificate Program: Billing & Coding](#)

THURSDAY

- [T01 The Relationship Between Cash Practices and Medicare](#)
 - [\(Handout 2: References\)](#)
- [T02 Revenue Cycle Management Blunders—and How to Fix Them](#)
- [T03 Efficacy of a Workplace Injury Prevention Program: Improving Community Alliances & Health](#)
- [T04 Eight Free, Easy Online Tools to Supercharge Social Media Posts](#)
- [T05 Money Isn't Everything: Entrepreneurial Ways to Increase Employee Engagement](#)
- [T07 Merit Based Incentive Payment System \(MIPS\). Must I Participate? Should I Voluntarily Report?](#)
- [T09 How to Leverage Loyal Patients to Improve Revenue](#)
- [T10 Metrics, Dashboards and Data, OH MY? How to Navigate the Yellow Brick Road of Private Practice](#)

FRIDAY

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FRIDAY

- F06 Strategic Growth: Big Data, Cash Cows, & Mangy Dogs
- F09 Should You Add Wellness Coaching Services to Your PT Practice?
- F10 Sell Me This Pen! A Proven Ethical System to Never Fear Face-to-Face Selling Again
- F12 Medicare, Maintenance & Medical Necessity: What All Outpatient Therapists Need to Know
- F14 How California Keeps Winning on Payment: The Align Networks Lawsuit Case Study
- F17 I Know Who You Are, I Saw What You Did: What You Are Posting Is in Violation
- F18 Sellers' Perspectives in Successful Private Equity Partnerships: Key Considerations

