


# PPS 2019 SCHEDULE-AT-A-GLANCE • Oct. 30 - Nov. 2 • Rosen Shingle Creek • Orlando, FL

## WEDNESDAY, OCTOBER 30, 2019

Session ID

### Administrators Certificate Program

12:30 pm – 3:00 pm  Business Operations (Module 1 of 6) A01


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

1:00 pm – 5:00 pm Payment and Reimbursement Update 2019 W01

1:00 pm – 5:00 pm Creating Your Patient's Experience: Your Whole Team Trained for Patient and Business Success W02

1:00 pm – 5:00 pm Peer to Peer NetWorks Activities (open to current Peer2Peer NetWorkers only)

### Administrators Certificate Program

3:15 pm – 5:15 pm  Human Resources (Module 2 of 6) A02

### General Session


6:00 pm – 8:00 pm Awards Ceremony and President's Reception

## THURSDAY, OCTOBER 31, 2019

### General Session

7:30 am – 10:30 am Breakfast with Keynote, General Business Meeting, and Candidates' Speeches T01

### Administrators Certificate Program

10:45 am – 12:45 pm  Business & Finance (Module 3 of 6) A03

### Concurrent Educational Sessions

11:00 am – 12:30 pm Telehealth and Physical Therapy: What PT's Practicing in the Telehealth Environment are Experiencing! **(BUZZ SESSION)** T02

11:00 am – 12:30 pm Digital Marketing Strategies for the Modern PT Practice T03

11:00 am – 12:30 pm Emerging Issues Impacting the Private Practice Physical Therapist T04

11:00 am – 12:30 pm Reducing the Risk of Malpractice for the PT Private Practice T05


11:00 am – 12:30 pm Unlock the Power of Outcomes! T06

11:00 am – 12:30 pm Nutrition + PT: A Winning Combo for Your Patients and Profits T07

12:30 pm – 2:30 pm Lunch with Exhibitors

12:30 pm – 6:00 pm Exhibit Hall Open

### Administrators Certificate Program

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

### Concurrent Educational Sessions

2:30 pm – 4:00 pm You Have Compliance Questions? We Have Answers! **(BUZZ SESSION)** T08

2:30 pm – 4:00 pm Innovative Ways to Attract Your Ideal Patient Without Leaving Your Couch T09

2:30 pm – 4:00 pm Milliman Part 4: Analyze and Market Your Practice for Value-Based Care and APMS T10

2:30 pm – 4:00 pm The Statistics and Metrics That Will Matter Most in 2020 T11

2:30 pm – 4:00 pm Solving the Biggest Problem Plaguing Your Practice: Employee Fit T12

2:30 pm – 4:00 pm Built to Sell: Demystifying Practice Value and the Sales Process T13

4:00 pm – 6:00 pm Reception in Exhibit Hall

# PPS 2019 SCHEDULE-AT-A-GLANCE • Oct. 30 - Nov. 2 • Rosen Shingle Creek • Orlando, FL

## FRIDAY, NOVEMBER 1, 2019

7:30 am – 8:30 am	Vendor Presentations
8:30 am – 10:00 am	Breakfast with Exhibitors
8:30 am – 2:00 pm	Exhibit Hall Open

### Administrators Certificate Program

9:15 am – 11:45 am	 Marketing (Module 5 of 6)	A05
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### Concurrent Educational Sessions

10:15 am – 11:45 am	The Opportunity Upstream: Employers Using Therapy to Get Ahead of Costs <b>(BUZZ SESSION)</b>	F01
10:15 am – 11:45 am	Marketing Bench Marking: Using Data to Maximize Profits	F02
10:15 am – 11:45 am	Employee Empowerment: Breaking Down Barriers To Optimize Productivity!	F03
10:15 am – 11:45 am	Does Your Practice Need an Eval? Using Your Diagnostic Skills to Evaluate Your Clinic	F04
10:15 am – 11:45 am	How to Slash Drop-offs to Improve Your Bottom Line: Three Strategies	F05
10:15 am – 11:45 am	Leveraging Estate Planning to Maximize Your Wealth	F06
12:00 pm – 2:00 pm	Lunch with Exhibitors	

### Administrators Certificate Program

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

2:00 pm – 3:30 pm	The Wellness Puzzle: Where Do Physical Therapists Fit? <b>(BUZZ SESSION)</b>	F07
2:00 pm – 3:30 pm	The New Way of Marketing: Get More New Patients From the Same Number of Calls	F08
2:00 pm – 3:30 pm	Putting your KPI's to Work for You	F09
2:00 pm – 3:30 pm	Are Your Managers Killing Your Company Culture?	F10
2:00 pm – 3:30 pm	Telehealth: Payment and Practice Considerations	F11
2:00 pm – 3:30 pm	The Negotiation Hack! Negotiation Techniques and Strategies for Private Practice PTs	F12

### Concurrent Educational Sessions

3:45 pm – 5:15 pm	Alternative Employee Compensation Models. What works, and What Doesn't <b>(BUZZ SESSION)</b>	F13
3:45 pm – 5:15 pm	The State of Direct Access Marketing: What Works In Today's Private Practice Market	F14
3:45 pm – 5:15 pm	Why More PT Owners Are Choosing The Hybrid Model	F15
3:45 pm – 5:15 pm	Creating a Win-Win: The Use of 'Job Scorecards' to Keep Employees Motivated and On Task	F16
3:45 pm – 5:15 pm	Electronic Communication - How to Connect & Stay Compliant with Patients and Practitioners	F17
7:00 pm – 10:00 pm	Closing Celebration	

## SATURDAY, NOVEMBER 2, 2019

### Solution Rooms

8:00 am – 9:00 am	<i>Facilitated small group discussions on a variety of topics. Watch for more information coming this summer!</i>
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### General Session

9:15 am – 11:00 am	Closing Breakfast with Keynote: Customer Experience is the New Competitive Advantage - What Works, What Doesn't and Why it Matters More Than Ever	S01
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