



## 2025 NetWorking Summit Agenda Class of 2023

*\*Subject to changes*

**Wednesday, April 30, 2025**

**APTA Centennial Center | 3030 Potomac Ave, Alexandria, VA**

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|-------------------|--|
| 3:30 PM – 6:00 PM | <b>Registration Open</b>   7 <sup>th</sup> Floor   |
| 5:15 PM – 6:15 PM | <b>Opening Session “The Loneliness of Leadership”</b>   Paris & Patla<br><i>Lori Dillon, MPA</i> |
| 6:15 PM – 7:15 PM | <b>Networking Reception</b>   Terrace  |
| 7:30 PM           | <b>Dinner with your group</b>  |

**Thursday, May 1, 2025**

**APTA Centennial Center**

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|---------------------|--|
| 7:00 AM - 9:00 AM   | <b>Breakfast on your own</b><br>If you'd like to hop on the Metro as a group to the APTA Centennial Center, meet in the lobby of the Hyatt Centric Old Town at 8:45 AM. It's a fun way to start the day together!  |
| 9:30 AM – 11:30 AM  | <b>Meaningful Metrics: Turn KPI's into Action and Increase Practice Value</b>   Boardroom<br><i>Mike Osler, PT, DPT</i><br><br>Tracking KPIs is just the beginning—what you do with them is what truly matters. The difference between a surviving practice and a thriving one lies in how well owners leverage objective data to drive strategic decisions. This session goes beyond the basics, showing you how to transform simple metrics into powerful insights that maximize profitability and elevate your practice's long-term value. Data alone won't create growth—actionable strategies will. Join us to turn your numbers into meaningful action and build a stronger, more successful practice! |
| 11:30 AM – 12:30 PM | <b>Lunch Break</b><br>A relaxing opportunity to chat with your new group or catch up with old friends.   |
| 12:30 PM – 2:30 PM  | <b>Difficult Conversation Home Exercise Program</b>   Boardroom<br><i>Lori Dillon, MPA</i><br><br>We know that for many of our patients, the real progress comes from their commitment to regularly perform the exercises and stretches that we prescribe, not only to achieve their current goals, but to truly establish sustainable wellbeing. The same could be said for our continuous progress and wellbeing when it comes to navigating difficult conversations. Regardless of our years of experience in our role, or  |

the number of tough communications we have had to engage in, this stuff takes practice and care. In this session, we will share our favorite difficult communication pro-tips with each other and I'll share a handful of strategies that I have found to reliably lead to increased confidence and positive outcomes when facing challenging communications.

2:45 PM - 5:00 PM

2:50 PM – 3:35 PM



room switch

3:40 PM – 4:25 PM



room switch

4:30 PM – 5:00 PM

5:30 PM – 8:30 PM

### **Deep Dive with Industry Experts | 7<sup>th</sup> Floor**

Join us for a chance to connect with members outside your group. Industry experts will guide discussions, and there will be time to visit all three rooms and engage in meaningful conversations, insights, and tips.

Room 1: Recruiting & Retention with *Lori Dillon, MPA*

Room 2: Leadership/KPI with *Mike Osler, PT, DPT*

Room 3: Cash-Based with *Josh D'Angelo, PT, DPT*

### **Dinner Session: State of the Profession and Private Practice**

Join the APTA Board of Directors for dinner, engaging round table discussions and a facilitated discussion with APTA President *Kyle Covington, PT, DPT, PhD* and APTA Private Practice President *Mike Horsfield, PT, MBA*, followed by a networking reception on the rooftop terrace.

**Friday, May 2, 2025**  
**APTA Centennial Center**

7:30 AM - 8:30 AM

### **NetWorking Breakfast | APTA Café (1st floor)**

Start your morning with a casual breakfast in the APTA Café. It's a great opportunity to continue conversations with the APTA BOD, strengthen connections, and share ideas in a relaxed setting.

9:00 AM - 11:00 AM

### **Mastermind Melds: *Come to these share-and-steal sessions* | 7<sup>th</sup> Floor**

Join us for a chance to connect with members outside your group. Choose two of four rooms and dive into organic discussions, sharing insights, advice, and tips

9:20 AM – 10:05 AM



room switch

10:10 AM – 10:55 AM

Room 1: Growth Strategies

Room 2: Optimization Strategies

Room 3: Succession Planning

Room 4: Niche / Cash-Based / Solo Practice

11:00 AM - 12:00 PM

### **Closing General Session | Paris & Patla**

*Mike Horsfield, PT, MBA*