25 *NEW* TIPS TO IMPROVE YOUR PRACTICE RIGHT NOW

S2413
CHIP HART
PCC
WINOOSKI, VT
@CHIPHART, CHIP@PCC.COM

Faculty Disclosure Information

I have no relevant financial relationships with the manufacturer(s) of any commercial product(s) and/or provider(s) of commercial services discussed in this CME activity.

PCC – Employee

I will give a balanced presentation using the best available evidence to support my conclusions and recommendations.

I **do not** intend to discuss an unapproved/investigative use of a commercial product/device in my presentation.

Learning Objectives

At the conclusion of the presentation, participants should be able to:

1. Identify immediate and achievable changes for practice improvement.

2. Use practice management tools to craft their own practice styles.

3. Experience decreased frustration, better practice satisfaction, and decreased potential burnout.

https://chipsblog.pcc.com/25-tips-to-improve-your-pediatric-practice-right-now-2024-aap-nce-preview

Immunization Billing	Pricing	Financial Benchmarks	Mission, Vision, Values	Invest In Your Staff
Master 2021 E&M Rules	Supersize Visits	Recall, Recall, Recall	Right People	Check Employed Clinician Salaries
Automate Payments	Invest In Yourself	Examine Your Schedule	Feather Your Nest	Protect Your Well Being
Delegate	Practice Management Calendar	Clinical Vitals	Bright Futures	Disaster Prep
Spread Information	Leverage Tech	Visit A Colleague	Own Your Brand	Join SOAPM
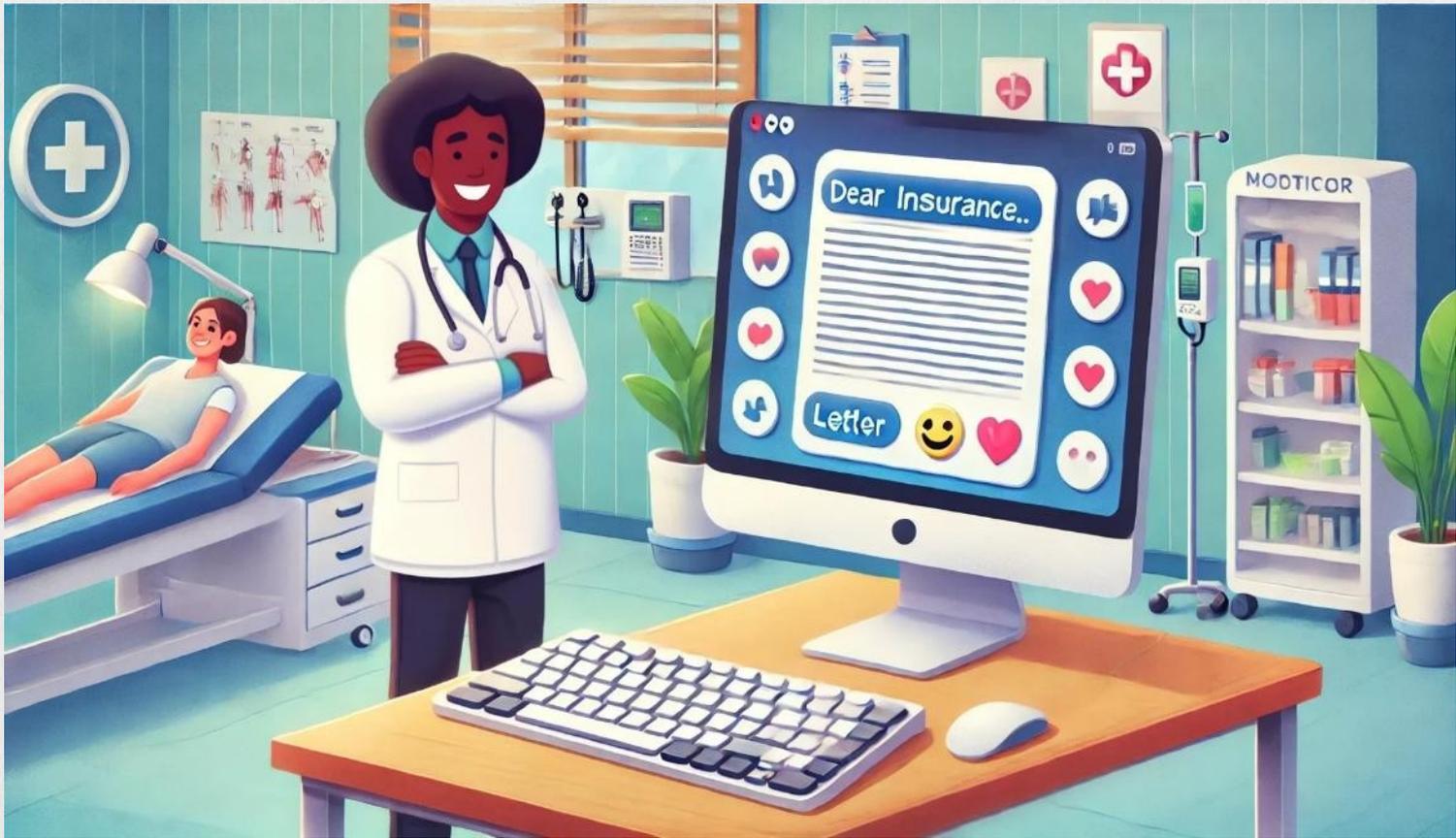
Start Using AI
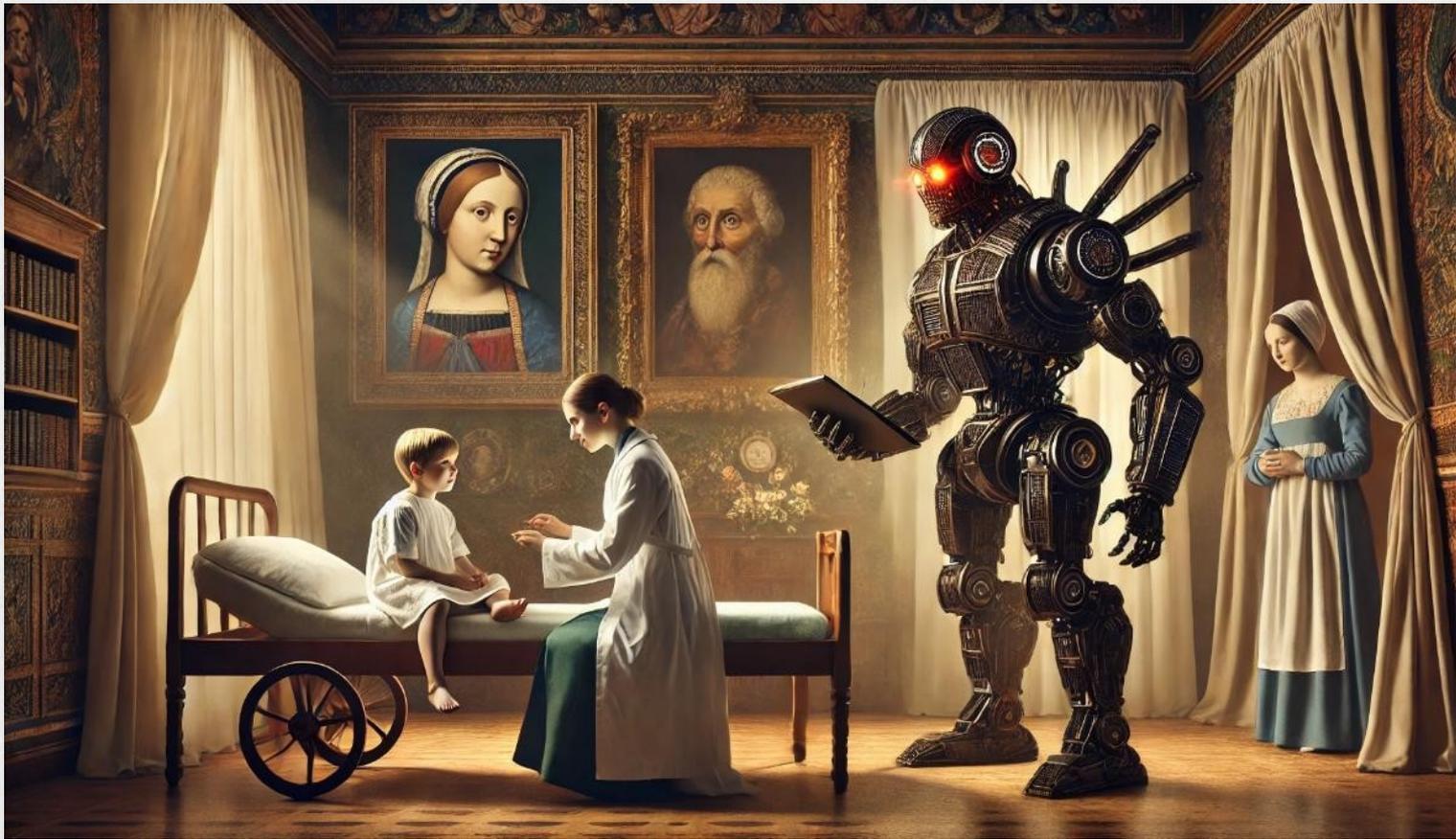
Develop an AI Policy

Test Fridge, Check Access Holes, Add H₂0

Dig Into your VBC Agreements and Payments

Take Medicaid? Check Sales and Use Tax

Test Backups and Generator
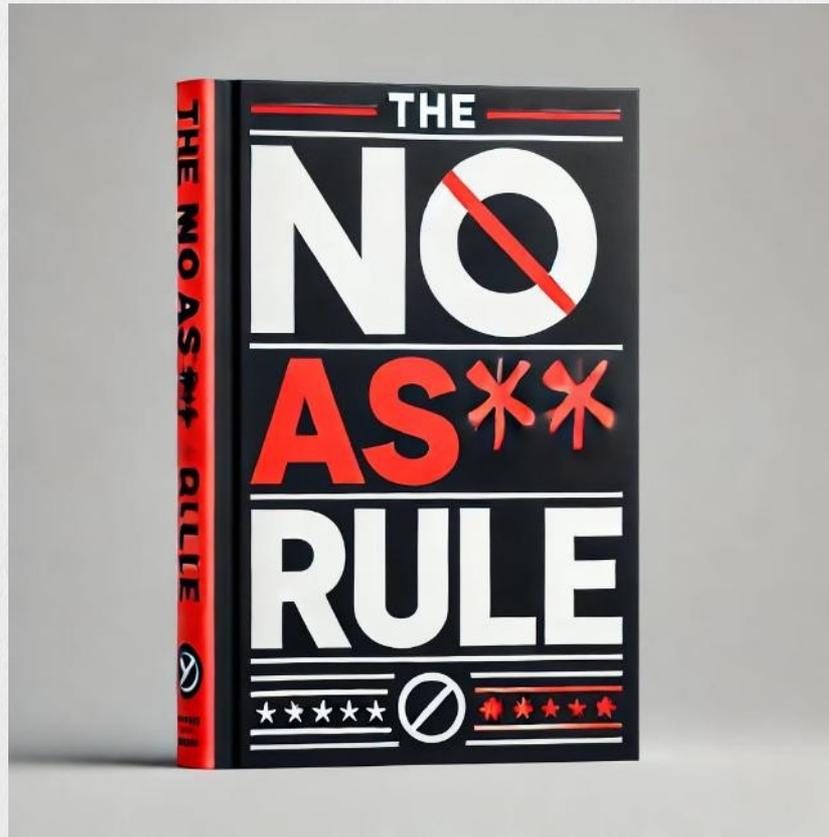
Fire Someone

Leadership Training

Security Training

De-Escalation Training

Use A Vaccine Bar Code Scanner

Use A Virtual Assistant

Partnership Agreement

Employed Clinician Agreements

Trust Intuition

Find Peers, Build Social Capital
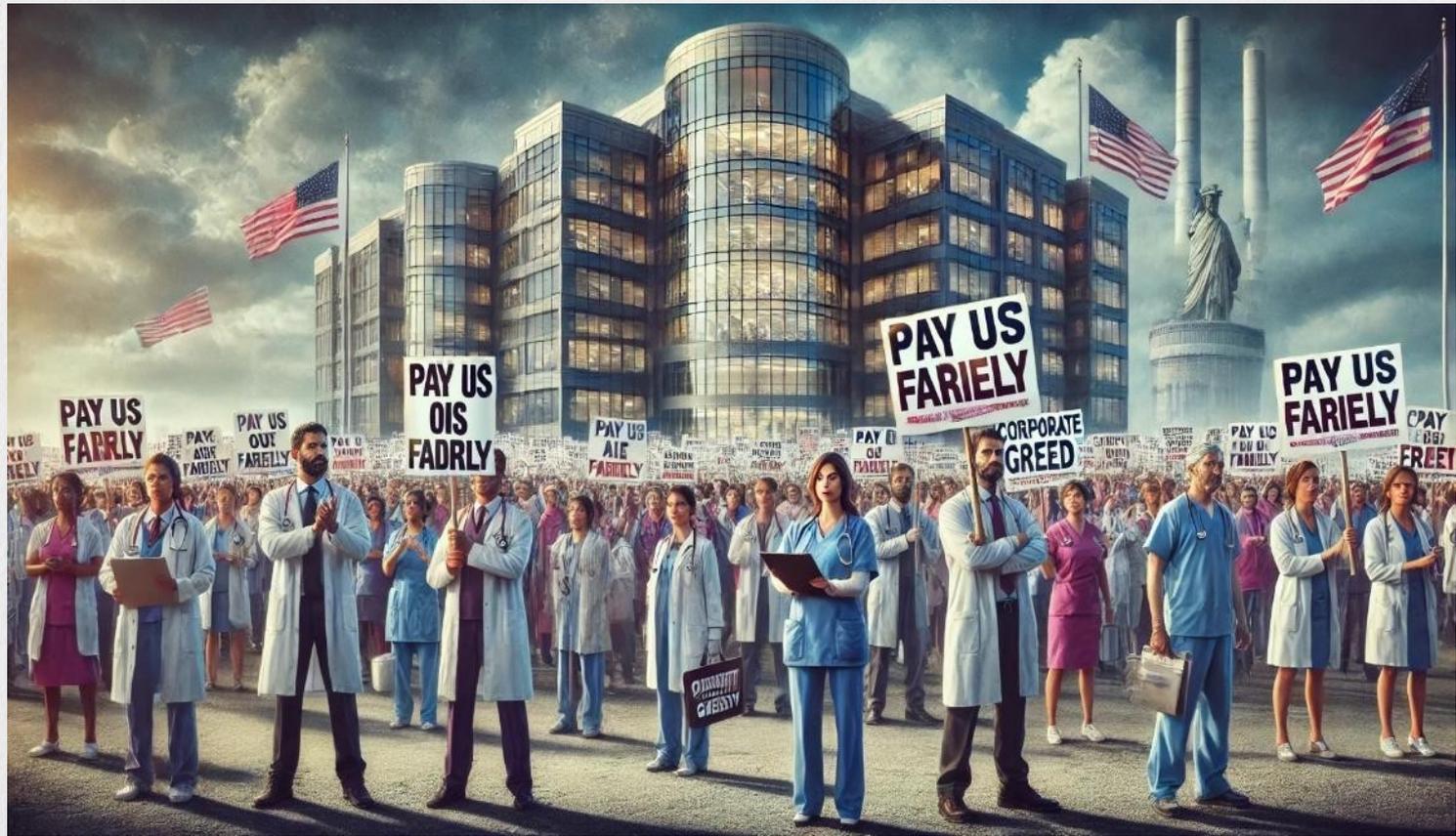
Bill the G2211

Analyze Your Team

Check After-Hours Codes

Stop Overpaying For Retirement Funds

Immunization Pricing

Prioritize CEO and Strategy Work

Create Your Dashboard

Collect Feedback
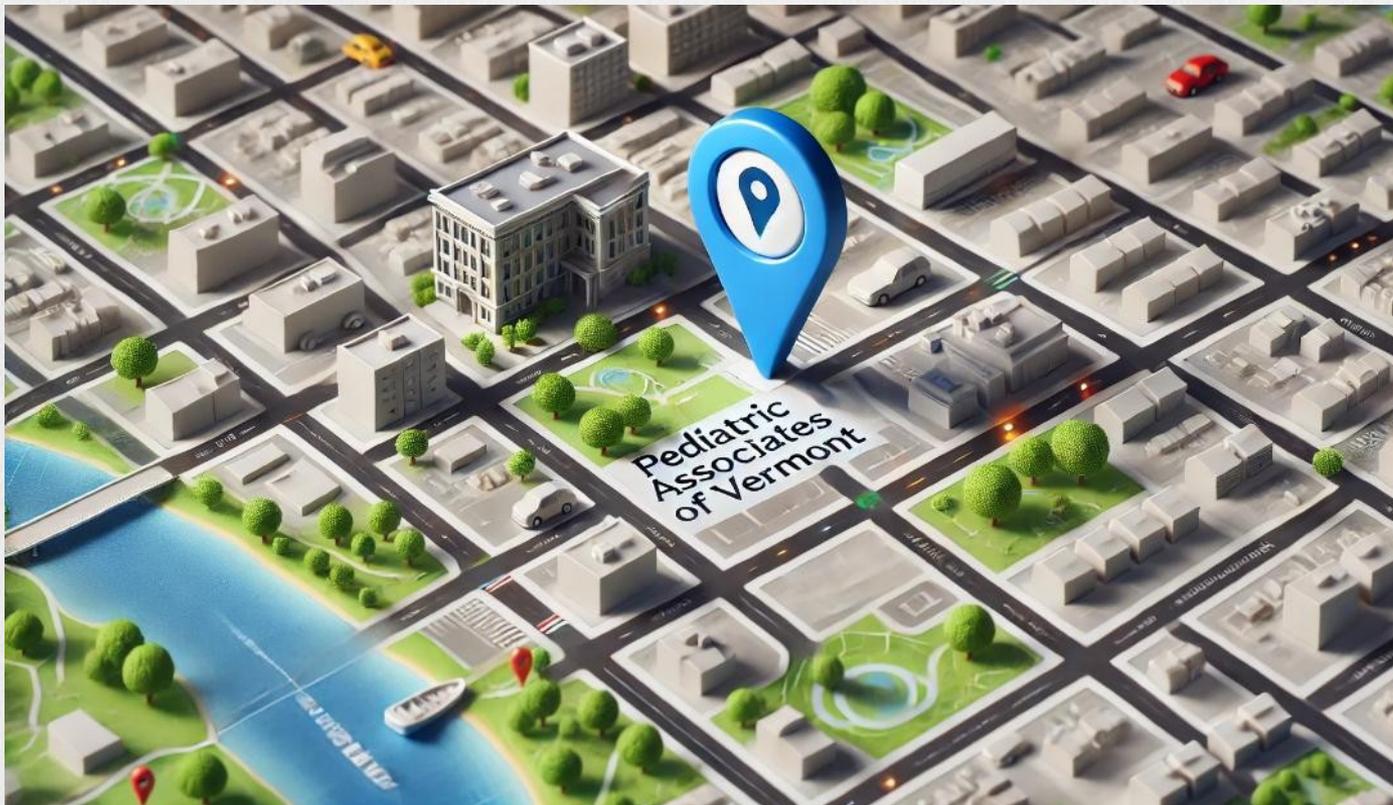
Check Google/Apple Maps
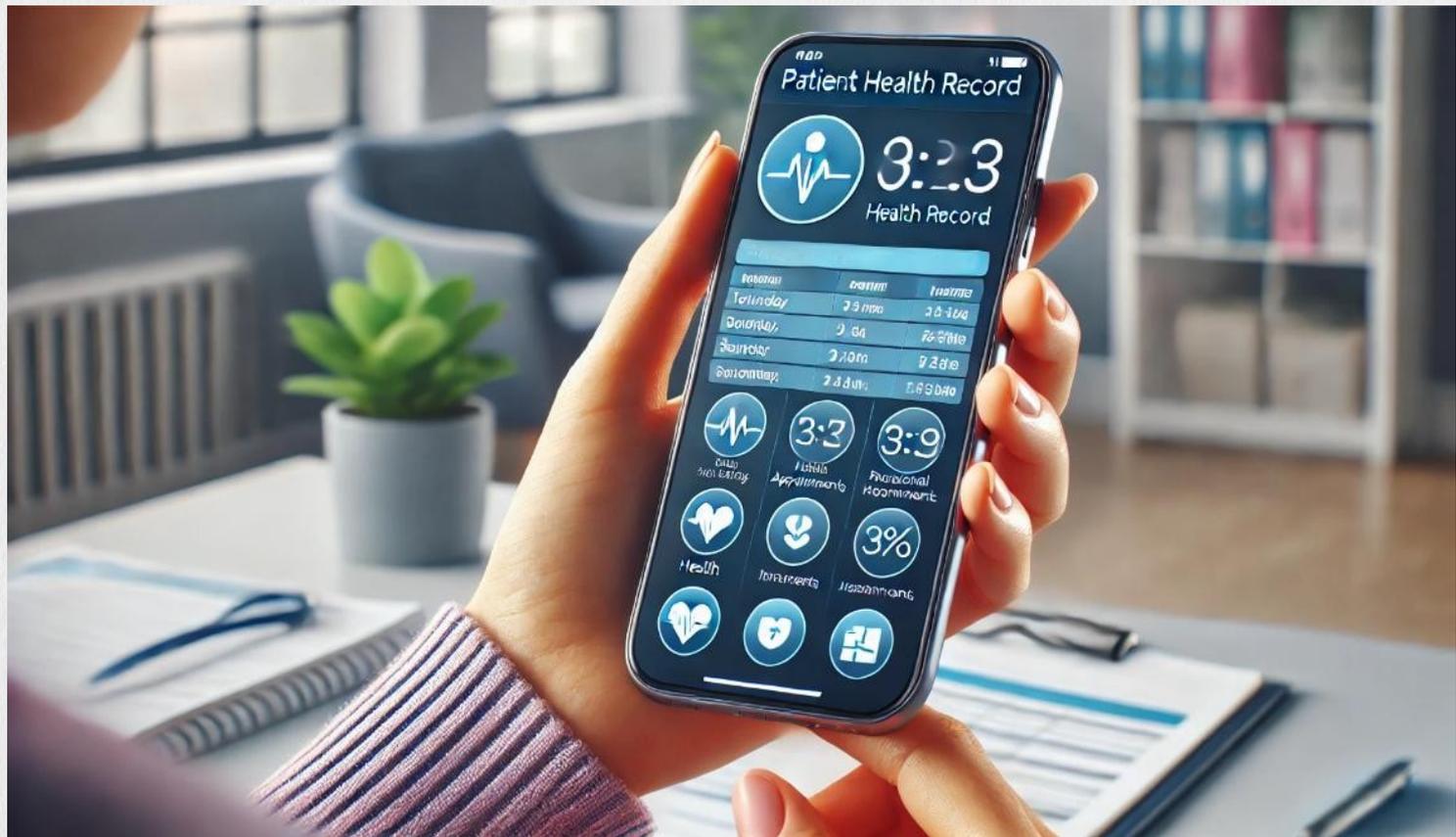
Leverage Your Portal

Refresh Patient Communication

Vaccinate The Entire Family

Celebrate

Succession Plan

Changes you may wish to make in practice:

1. You have 50+ tips here (with many more sub-tips). Pick one, pick two. Execute.

2. If the list is overwhelming, just grab the first thing that you think you can work on and go from there. Pick an easy one, pick a fun one.

3. If nothing else...join SOAPM and reach out to some friends. You're not alone!

References

Using AI
- AAP AI in Pediatrics Webinar Series (AAP)

Fridge and Barscanner Fun
- Using 2D Barcode Scanners (AAP)

Value Based Contracting
- Value-Based and Other Alternative Payment Models
- Primary Care Collaborative
- AMA Guide to VBC
- Value Based Payment Enablers - Past, Present and Future - Video, Slides (Greg Barabell)

Leadership Training
- Pediatric CEO
- Women In Pediatrics
- Executive Leadership in Academic Medicine

Security Training
- FTC Cybersecurity for Small Business
- https://www.knowbe4.com/
- CISA - https://www.cisa.gov/cybersecurity-training-exercises

401K Madness!
- Is Your Practice 401(k) Ripping You Off? - Video, Slides (Christoph Diasio)

SOAPM
- Where the cool kids are!

References

People
- No Ass$%@# Rule
- Pediatric CEO Team Member Assay
- EOS People Analyzer - https://www.eosworldwide.com/people
- Do You Work With The Wrong People? - Video, Slides (Chip Hart)

Partnership and Employment Agreements
- Shareholder Agreements: 12 Critical Items (Paul Vanchiere)
- You Can Start a New Practice with an Established Patient Base (Susanne Madden, Chip Hart)
- Pediatric CEO's Overhead Worksheet

Building Social Capital
- Bowling Alone and NY Times Interview (Robert Putnam)
- The Happiness League: Supercharging Employee Joy & Fulfillment in the Pediatric Office - Video, Slides (Katie Schafer)

Billing and Coding
- Coding for After Hours and Other Special Services (AAP)
- Numerous entries in my blog: (this, this, and this and a few more)
- Coding for Visit Complexity for Office/Other Outpatient Services

Succession Planning
- Succession Planning & Valuations For Pediatrics (Paul Vanchiere)
- Who's Next? Succession Planning for Pediatric Practices - Video, Slides (Jesse Hackell)

Dashboard
- Problem Solving by the Numbers - Video, Slides (Katrina Skinner)

ACMPE Credits

Are you a Certified Medical Practice Executive (CMPE)?
This Session is eligible for ACMPE Credits with MGMA.

At the end of the National Conference, please fill out this survey to indicate the sessions you attended:

https://www.surveymonkey.com/r/ACMPE_NCE24

Email AAP Accreditation Services at accreditation@aap.org with any questions.

List of Eligible Sessions:

Session	Date/Time
C1031: PPMA Course Navigating the Ups and Downs of the HR Rollercoaster	9/27, 1-5pm
S2212: Creating a Healthy Practice Environment	9/28, 9-10am
S2314: Leading Through Change	9/28, 2–3pm
S2413: 25 Tips to Improve Your Practice Right Now	9/28, 3:30–4:30pm
S3212: How to Start a Pediatric Practice in 5 Easy Steps	9/29, 9-10am
H3034: Section on Administration and Practice Management Program	9/29, 1-5pm
S3313: Reducing Malpractice: Debunking 10 Medical Liability Myths	9/29, 2-3pm
S3414: Become a Pediatric Coding Superstar: Mastering the Basics	9/29, 3:30-4:30pm
S4314: Attracting and Retaining Employees: Getting Creative in a Volatile Labor Market	9/30, 2-3pm
S4507: Considerations and Pitfalls of Employment Contracting	9/30, 5-6pm
S5208: Payment Game: Maximizing Clean Claims and Avoiding Denials	10/1, 9-10am

THANK YOU!