

## ACMPE CREDENTIALING

Join us for the ACMPE certification luncheon break-out session. This free program will offer you the opportunity to review the exam criteria, enjoy lunch, and network with like-minded colleagues. There will be discussions about and review of the essay, oral, and objective sections of the exam. Start preparing now to take the exam at the National MGMA convention in Nashville or utilize the new on-line computerized version.

You can pre-register for the luncheon session or register the day of the conference. To pre-register or to get more information, contact Rebecca Dunaway at (614) 221-6333 or via email @ dunawayr@joint-surgeons.com.

## STATE LEGISLATIVE UPDATE

At this meeting we have OSMA's legislative representative present an entire half hour devoted to updating us on current and upcoming legislative issues that directly impact our medical groups. As always this will be a fact packed presentation. You won't want to miss it.

### Schedule:

7:30 am - 8:00 am	Registration and Continental Breakfast
8:00 am - 8:10 am	Welcome, Mike D'Eramo, FACMPE, President OMGMA
8:10 am - 8:15 am	Program Introduction
8:15 am - 9:15 am	<b>From Gap To Glory</b> <i>Presented by Marc Halley</i>
9:15 am - 9:45 am	Morning Break
9:45 am - 10:45 am	<b>From Gap To Glory... continued</b>
10:45 am - 11:00 am	OMGMA Business Meeting
11:00 am - 11:30 am	OSMA Legislative Update
11:30 am - 11:45 am	Vendor Time
11:45 am - 12:30 pm	Lunch plus ACMPE Breakout Sesion
12:30 pm - 2:00 pm	<b>How Solid is Your Foundation - Lets Build for the Future</b> <i>Presented by Chet Marshall</i>
2:00 pm - 2:30 pm	Break
2:30 pm - 4:00 pm	<b>How Solid is Your Foundation - Lets Build for the Future... continued</b>
4:00 pm	Awards & Adjournment

**Conference Evaluation and Drawing for \$100 CASH**  
(You must be present to win)

### ACMPE Credit:

The American College of Medical Practice Executives (ACMPE) designates this program for credit hours commensurate with hours spent in education sessions.

### Meeting Fees:

OMGMA Member.....\$60. Non-Member or Guest.....\$95.  
Full Time Health Care Student .....No Charge!

Make checks payable to OMGMA and mail it along with the completed registration form to:

**OMGMA**  
**PO Box 14882**  
**Columbus, OH 43214**

\*\*Refunds will be made only if two weeks written advance cancellation notice is received\*\*

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## Ohio Medical Group Management Association 2005 Winter Educational Conference

Friday  
March 18, 2005

*Clarion Hotel*  
*Dublin, Ohio*

**From Gap To Glory**  
*Presented by Marc D. Halley*

**How Solid Is Your Foundation?  
Lets Build For The Future**  
*Presented by Chet R. Marshall*

**ACMPE Credentialing**  
*Presented by Rebecca Dunaway, CMPE*

**State Legislative Update**  
*Presented by OSMA*



Medical Group  
Management  
Association  
  
**MGMA**  
Ohio  
A State Affiliate



## Meeting Location:

**Clarion Hotel**  
**600 Metro Place North**  
**Dublin, OH 43017**  
**Tel: 614/764-2200**  
**Fax: 614/784-1213**

PLEASE NOTE THAT THE LOCATION FOR THIS MEETING HAS BEEN CHANGED TO THE CLARION HOTEL JUST DOWN THE STREET FROM OUR OLD MEETING PLACE.

A **BLOCK OF ROOMS** has been reserved for OMGMA. The spacious deluxe king or queen size rooms should serve you well. Our block of rooms will be held until February 25, 2005 so do not delay making your arrangements. After that date, rooms will be on a space available basis for our special group rates of \$85.00 (single). Any room not guaranteed will not be held beyond 6 PM on the arrival date. Call the Clarion Hotel directly for reservations.

**\*\*ON-SITE PARKING IS PLENTIFUL AND FREE OF CHARGE!\*\***

## Directions:

Clarion Hotel is conveniently located in Dublin's Metro Center business park on the northwest side of Columbus.

Located in Dublin on I-270 at exit 17A. Follow State Route 161 until you reach Frantz Road. Turn South on Frantz Road to first traffic light (Metro Place North). Turn right and the hotel is located 1/4 mile on Metro Place North and is visible from Interstate 270.



## March 18, 2005 Winter Educational Meeting Agenda:

### Here's what's planned.....

#### From Gap to Glory Presented by Marc D. Halley

This program explores the relationship between Gap Analysis and managing organizational change to close the gaps between current performance and selected performance benchmarks. Participants will understand the role of Gap Analysis in identifying root causes of performance problems. They will also learn a proven process for managing performance improvement based upon Gap Analysis.

Attendees will take with them:

- How to identify performance improvement "rabbits"
- How to deal with problems that keep resurfacing
- How to identify the "right" problems you are working on
- What factors make a real difference in practice financial performance
- What role benchmarks play in performance improvement
- How to talk about tough issues without making people mad

Marc Halley, MBA is the founder of Ambulatory Management Services, Inc and has served as President and CEO since its inception in 1995. AMS is the culmination of his many years of providing practice management and consulting services to practices of varying specialties. Marc is a frequent requested speaker, trainer and lecturer. He has authored and co-authored several articles that have been published frequently in industry publications. Marc is a member in good standing of MGMA, HFMA, ACHE, and AAMM.

#### How Solid Is Your Foundation?

#### Let's Build For The Future Presented by Chet R. Marshall

The American College of Medical Practice Executives (ACMPE) has identified eight components comprising the "Body of Knowledge". These components are the key to establish a base for a solid foundation for medical group practices and administrators. This session will identify additional "blocks" of strength to enhance the foundation, as well as, threats that can weaken the foundation.

Input from MGMA members and an actual case study makes this presentation a very valuable learning tool for every medical group leader. This session will address the foundation of organizations and administrators. The ingredients of a solid foundation determine our destiny, especially when we are dealing with change.

As a result of this presentation attendees will take with them:

- A clear understanding of the ingredients to building a solid foundation for their group.
- A clear understanding of the components that serve as a solid foundation for their group
- A checklist to accurately assess a group's strengths of their foundation
- A checklist to accurately assess threats to a group's foundation
- Cornerstones to build for the future

Chet Marshall is a speaker, author, consultant and entrepreneur and has many years of experience in the medical management field. He is one of the founders of the Anesthesia Administration Assembly. Chet has presented numerous sessions for MGMA at the state, national and international levels over the last twenty years. He has also served in several committee and leadership capacities in MGMA including a five year term on the Governmental Relations Committee. Chet has co-authored three books and authored two: Zig Ziglar wrote the foreword for his book entitled "Lessons on Leadership-Visualizing Qualities of a Leader", his other book is "Become the Boss You Want to Be- 64 Lessons Learned From MY Boss".

As an active member of the National Speakers Association, he chaired the Motivational PEG (Professional Expert Group) for the 2002-2003 association year.