

## ELEVATE YOUR TEAM AND SAVE TOWARDS YOUR BOTTOM LINE

Meeting budget requirements, improving efficiencies and patient throughput, and making the best use of technology are among your daily challenges. Changes in regulations and recommended practices, reduced reimbursements, and increased Medicare penalties are others—which is why continuing education is so vitally important.

### DISCOUNTED TEAM RATES

We know your travel and education budgets are tight – that's why we are offering discounted team rates that allow you to send 5 or more people to the **2020 OR Business Management Conference**.

- Unlimited Plan: Send an unlimited number of attendees for the price of 12!
- Corporate Group Plan: Send up to 10 attendees for the price of 6 and save almost \$500 per person!
- Team Plan: Send up to 5 attendees for the price of 3 and save almost \$500 per person!

### IMPROVE YOUR TEAM'S EFFECTIVENESS AND SAVE YOUR FACILITY COSTS IN THE LONG RUN

Your team can participate in 36 educational sessions in five tracks, presented by more than 60 perioperative services leaders.

- **Educational tracks** are focused on Finance/Data & Analytics, Performance Improvement/Quality, Supply Management, Leadership/Operations, and Technology.
- **Continuing education** allows your team to receive up to 19.5 continuing education hours towards nursing certification requirements.
- **Gain successful management approaches** to improve patient throughput and delivery of care, start new service lines, gain surgeon support, and more!
- **Learn how** to increase OR utilization, refine block scheduling, implement and sustain process changes, and enhance collaboration among staff.

### REGARDLESS OF JOB RESPONSIBILITY, EVERYONE ON YOUR TEAM WILL TAKE TACTICS AND STRATEGIES BACK TO YOUR FACILITY TO IMPLEMENT FOR INSTANT IMPACT.

Join 67 speakers during hands-on sessions that include:

- **Two pre-conference workshops to choose from**
- **A Sustainable OR Can Exist: Utilizing Data for Efficiency and Throughput**
- **Show Me the Money: Incentivizing Productivity**
- **Blow Up Your Block**
- **Do It Right the First Time--Exploring the Benefits of Eliminating Tray Errors**
- **Thinking Outside the Box to Efficiently Manage Supply Chain**
- **Tech Tips for Innovating in Your Perioperative Suite**
- **And more!**

## READY TO SET UP YOUR GROUP PLAN?

Contact Janaki Rao at 301-354-1519 or [jrao@accessintel.com](mailto:jrao@accessintel.com)



NEW ideas.



NEW opportunities.



NEW connections.



NEW resources.

Below is a chart detailing common facility needs and how your attendance at the conference can help you meet them. Make a chart of your own; edit and add sessions you will attend and present it along with your letter and expense form to your supervisor.

YOU NEED:	OR BUSINESS MANAGEMENT CONFERENCE PROVIDES:
<p><b>Information about current trends in healthcare delivery and management.</b></p>	<ul style="list-style-type: none"> <li>• Expert perioperative services and industry leaders who share their experience and provide tools for attendees to take back to their facilities.</li> <li>• Sessions will dig into the details of reimbursement, coding, and billing changes, providing essential information for balancing your facility's bottom line.</li> <li>• The 2020 program features five educational tracks:               <ul style="list-style-type: none"> <li>◦ Finance/Data &amp; Analytics</li> <li>◦ Performance Improvement/Quality</li> <li>◦ Supply Management</li> <li>◦ Leadership/Operations</li> <li>◦ Technology</li> </ul> </li> <li>• The program offers expert advice on how to increase OR utilization, refine block scheduling, implement and sustain process changes, and enhance collaboration among perioperative services staff.</li> </ul>
<p><b>An opportunity to see the latest technology and systems available to help you analyze data and improve patient care.</b></p>	<ul style="list-style-type: none"> <li>• Industry experts who have worked with numerous healthcare facilities and developed tools and technology specifically for the OR environment.</li> </ul>
<p><b>An opportunity to mingle with your peers from other facilities and learn from them.</b></p>	<ul style="list-style-type: none"> <li>• Several informal networking events that are lively, entertaining, and engaging.</li> </ul>

# EXPENSE REPORT

CONFERENCE EXPENSES	COST SAVING TIPS	COSTS
<b>Conference Registration</b>	<ul style="list-style-type: none"> <li>• Register before September 30 to secure the lowest rate.</li> <li>• Register in a group of two-four attendees and save 15% with discount code <b>GROUP</b>.               <ul style="list-style-type: none"> <li>◦ Register in a group of five or more and save over \$400 per person. Contact Janaki Rao at <a href="mailto:jrao@accessintel.com">jrao@accessintel.com</a> for pricing details.</li> </ul> </li> <li>• Subscribers of <i>OR Manager</i> save 15% on registration</li> </ul>	\$ _____
<b>Hotel</b>	<ul style="list-style-type: none"> <li>• Take advantage of our special reduced rate at the Bonaventure Resort &amp; Spa by mentioning OR Business Management Conference before January 10, 2020 or until rooms run out.</li> <li>• Share a room with a colleague.</li> </ul>	\$ _____
<b>Transportation</b>	<ul style="list-style-type: none"> <li>• Share a cab. Hundreds of other attendees will be arriving when you do. Ask if they are attending OR Business Management Conference at the airport and ride together.</li> </ul>	\$ _____
<b>Meals</b>	<ul style="list-style-type: none"> <li>• Save by attending daily lunch functions, breaks, and other evening networking events during the conference.</li> </ul>	\$ _____
<b>Bonaventure Resort &amp; Spa</b>	Complimentary self-parking Valet parking is \$14/day	\$ _____

**TOTAL:** \_\_\_\_\_

Below you'll find a "justification letter" template – a letter to your supervisor/manager explaining all of the benefits you'll get from attending the **2020 OR Business Management Conference**.

This general template will get you started while allowing you to customize it to you and your organization's particular needs.

### **Letter to Manager/Supervisor**

[Date]

Dear [Supervisor's name],

Meeting budget requirements, improving efficiencies and patient throughput, and making the best use of technology are among our daily challenges. Changes in regulations and recommended practices, reduced reimbursements, and increased Medicare penalties are others—which is why continuing education is so vitally important.

The **2020 OR Business Management Conference**, which takes place in January 27-30 in Weston, FL, is a premier educational opportunity for operating room business managers, directors, and other perioperative services professionals. Leading industry experts will present on topics such as data analytics, staffing and scheduling efficiencies, cost and waste reduction, and supply chain management.

Attending this conference will help me understand how to analyze cost components, learn ways to streamline processes and maximize resources, and develop tools we can use at our facility. Topics to be covered include:

- Bundled payment programs
- Data and productivity benchmarks
- Sustaining cost reductions year after year
- Incentivizing productivity
- Power and Perils of Data Analytics
- Reducing waste through standardization of surgical preference cards
- Value-based education for clinicians
- And much more!

I've provided a couple of documents for your review. There is a breakdown of costs to attend the conference and a benefits worksheet that specifically targets our facility's current needs and how attending this event will help provide solutions.

I would welcome the opportunity to interact with presenters and colleagues, plus learn about the latest tools and systems available at the **2020 OR Business Management Conference**. I am eager to hone my financial management skills and find ways to streamline our processes. This would seem to be a wise investment in education and training, and I look forward to discussing this with you.

Sincerely,

[Your name here]