



Friday, July 12	
3:00 – 4:00 pm	<p><b>Introduction to Coding and Billing</b> – <i>Kristin Vaughn, CPC</i> This session will provide the basics in medical coding for young allergists or practice managers with minimal exposure to allergy/immunology coding principles.</p> <p><b>Expanding Your Practice: New Procedures and Revenue Lines</b> – <i>Elizabeth Johnson, LPN; Dianne LeDuc, RN</i> Speakers will review several opportunities to increase revenue and patient satisfaction through new procedures/other offerings by physicians and other clinical staff.</p> <p><b>Practice Mergers, Acquisitions and Partnerships</b> – <i>Nick Hernandez, MBA FACHE; James Fulton, MD FAAAAI</i> Speakers will discuss why to consider a merger, why it may not make sense for your practice, physician partner implications, employed physician implications, administrator implications, the legal process, the due diligence process, and preparing a post-integration plan.</p>
4:30 – 5:30 pm	<p><b>Practice Efficiencies: Leveraging Technology and Templates to Streamline Your Workflow</b> – <i>Alexa Doss, MD; Elizabeth Johnson, LPN; Dayne Voelker, MD</i> This session provides an overview of technology tools and template samples that can streamline your allergy practice and optimize clinic workflow.</p> <p><b>Ready for Practice: How to Find and Negotiate Your Dream Job</b> – <i>Theresa Bingemann, MD FAAAAI; Vivian Hernandez-Trujillo, MD FAAAAI</i> This session will help you identify a position that aligns with your values and provide you will skills to facilitate effective negotiation.</p> <p><b>Technology and Your Practice: Social Media, Your Online Presence and AI</b> – <i>Sakina Bajowala, MD FAAAAI; Nick Hernandez, MBA FACHE; Nicholas Rider, DO FAAAAI</i> During the presentation we will discuss developing a marketing strategy, what social media tools are available and how to use them, and what you need to know about AI.</p>

## Saturday, July 13

8:00 – 9:30 am	<p><b>Coding Updates for Allergy Practice</b> – <i>Kristin Vaughn, CPC</i> An overview of the most recent coding updates for allergy practice.</p>
10:00 – 11:30 am	<p><b>Government Regulations Allergy Practices Need to Know</b> – <i>Emily Graham, RHIA CCS-P; Mohamed Yassin, MD FAAAAI</i> Allergy practices are impacted by a wide range of regulations. This session will provide the latest updates on key regulations and practical steps your practice can take to ensure you're in compliance.</p>
1:00 – 2:30 pm	<p><b>Negotiating Managed Care Contracts: Secrets from a Former Managed Care Executive</b> – <i>Ron Howrigan</i> With labor costs on the rise and inflation impacting all aspects of medical practice, physicians need to look at their managed care contracts to increase revenue. This presentation is designed to show participants how to successfully negotiate managed care agreements using trade secrets from a former managed care negotiator. The presenter will take the group through the entire negotiation process, from beginning to end, and show them how to effectively deal with these managed care relationships.</p>
3:00 – 4:00 pm	<p><b>Starting a Solo Allergy Practice and Ensuring Its Success</b> – <i>Sakina Bajowala, MD FAAAAI; Anil Nanda, MD FAAAAI</i> This session will describe the process to start a solo community-based allergy and immunology practice. Presenters will identify and categorize the business and practical aspects of operating a solo practice for both new graduates and veteran allergy/immunology practitioners.</p> <p><b>Understanding Medicare</b> – <i>Elizabeth Johnson, LPN</i> We'll dissect the different parts of Medicare and how each benefit impacts your patients and thus your allergy practice.</p> <p><b>Successfully Integrating a New Physician, Physician Assistant or Nurse Practitioner into Your Practice</b> – <i>Hillary Hernandez-Trujillo, MD FAAAAI; Mohamed Yassin, MD FAAAAI</i> Effective recruitment and training of clinical team members is critical to your practice's success. This session will review key steps in the process of adding clinical team members, from recruitment to onboarding to training.</p>
4:15 – 5:15 pm	<p><b>Staffing Conundrums: Hiring the Right Team, Building a Strong Culture, Managing When You're Short-Staffed</b> – <i>Hillary Hernandez-Trujillo, MD FAAAAI; Dianne LeDuc, RN; Mohamed Yassin, MD FAAAAI</i> Keeping your allergy practice fully staffed can be a challenge. Speakers will provide tips on training and recruitment along with how to develop a culture within the practice that helps retain team members.</p> <p><b>From Training to the Real World: Navigating Your First Job Search</b> – <i>Rawaa Alnabulsi, MD; Vivian Hernandez-Trujillo, MD FAAAAI; Dayne Voelker, MD</i> This session is for FITs navigating the process of finding their first position post-fellowship. Speakers will provide practical information on identifying practice opportunities, evaluating competing offers and a timeline for practical considerations related to starting practice post-fellowship.</p> <p><b>Managing the Wellbeing of the Team: Wellness, Burnout and Dissatisfaction Among Patients, Staff and Physicians</b> – <i>Theresa Bingemann, MD FAAAAI; Alexa Doss, MD; Anil Nanda, MD FAAAAI</i> This session will identify ways to improve the wellness and wellbeing, as well as prevent burnout of the entire practice team, including physicians and staff members. Methods to improve patient satisfaction as well as ways to cope with dissatisfied patients will be discussed.</p>

**Sunday, July 14**

**8:00 –  
10:00 am**

**Cracking the Code: Solving Your Coding Conundrums** – *Anna Davidson, CPC CPMA*  
Case-based session walking through some challenging real-world coding scenarios from allergy practice.