



DAY I

6:30 AM

8:30 - 9:00 AM

9:00 AM - 12:00 PM

12:00 - 1:30 PM

1:30 - 2:00 PM

2:00 - 3:00 PM

3:00 - 4:30 PM

4:30 - 5:00 PM

PALOOZAversary

Conquer Uncertainty · Shatter Limitations · Realize Potential

MAY 3-5, 2019 · GAYLORD OPRYLAND IN NASHVILLE, TN

AGENDA

OPTIONAL: Pre-Conference Yoga Class. Generously led by fellow practice owner and yoga instructor, Jessica Lynn Hatfield, TheraTree, Pediatric Therapy Services.

Palooza attendees unite and find balance between their mind and body. This one hour vinyasa class is inspired by the Baptiste Power Yoga Sequence, Journey into Power. The physical practice can be modified for people of all ability levels. Bring a towel and a mat. Location: TBD

Registration

Welcome!

The Palooza Panel

A Panel of your peers and their staff. Hosted by Diane, this is a tell all/share all of successful actions, steps and solutions to navigate problems faced by private practices, today.

Lunch (Meal Not Included)

Team Building / Networking

Concept of Viability

The first step to sanity! In this brief but powerful overview, Craig Ferreira defines true viability and the necessary order of importance that is needed to survive and thrive.

How to Disaster Proof Your Practice – Eradicating What Keeps You up at Night

- Handling Threats of Change in the Economy
- Therapists Leaving (and taking your patient base with them)
- Fear of Change/How to Predict and Avoid a Mutiny
- Upset Parents
- Fear of Competition-Becoming the Bigger Fish
- Thinking About Diversifying? The How to and the What for
- Unpaid to Paid- How to Speed up your Claims and Keep Money Coming in the Door
- Wearing Your “Best Hat”- How to Stop Treating and Start Managing

Negotiating Insurance Contracts

- Proven Strategies that Work
- Ways to Increase your Reimbursement Rates (You can do this!)
- Pushing Past the “no”

Implementation

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DAY 2

7:00 AM

9:00 AM - 11:30 AM

11:30 AM - 1:00 PM

1:00 - 5:00 PM

DAY 3

7:00 AM

9:00 AM - 12:00 PM

12:00 - 1:30 PM

1:30 - 3:00 PM

3:00 - 5:00 PM



OPTIONAL: Pre-Conference Yoga Class

Produce Your Way to A Profit

- Maintaining and Improving Production Levels
- The Time to Hire Is...? Why Timing is Everything
- Expand! By Adding Disciplines, What to Do and How
- What you Need to Know Before Adding a Specialty Therapy

Lunch (Meal Not Included)

Getting Your HR Act Together

- Recruiting, Hiring, Training & Ramping
- Discipline vs Training and the (long or short) Road to Firing

OPTIONAL: Pre-Conference Yoga Class

The Palooza Panel, Part II

Lunch – Team Building / Networking (Meal Not Included)

Social Media – (It's Just not a Palooza Without This)

- Strategies that work!

Optional Networking! The Community Continues!!

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