



COMMUNITY & CONFERENCES

Strategize to *Maximize!* Virtual Conference

Learn how to control your year in just one day!

VIRTUAL CONFERENCE ON FRIDAY, FEBRUARY 26, 2021
FROM 7 AM - 5 PM, PST

FRIDAY
FEBRUARY 26, 2021

7:00 AM - 7:30 AM, PST

7:30 AM - 11:30 AM, PST

AGENDA

WELCOME AND ORIENTATION

LET THE PLANNING BEGIN!

Taking a Look and Reviewing 2020 Statistics
Where to Start When Planning Your 2021 Goals
Finding and Implementing the VITAL Data that Drives the Planning for All Other Data
Physical Space Considerations - Organizing and Arranging to Maximize Capacity

SITE GOALS

- Setting Weekly Available Goals for the Company
- Setting Weekly Available Goals for Each Location

IMPLEMENTATION

Getting More Team "On the Bus"

- Your Ideal Hire
- Discerning the Right Amount to Hire
- Timing - When to Hire
- How to Choose Wisely and Correctly

IMPLEMENTATION

Maximizing Annual Visit Potential

- How to Set Annual Targets
- How to Set Monthly Targets
- How to Set Weekly Targets
- How to Monitor Targets Daily

IMPLEMENTATION

Setting Annual Advanced Schedule Targets

IMPLEMENTATION

Setting Annual Percentage of Arrival Goals

- Company
- By Location

IMPLEMENTATION

Bottom Line-Discover How Many New Patients Needed to Meet Your Clinic Goals

- Setting Annual Targets for New Patients
- Setting Weekly Targets for New Patients
- Learn How to Track Daily Progress to a Weekly Target

IMPLEMENTATION

Site goals

- Setting Annual Targets for New Patients
- Setting Weekly Targets for New Patients

LUNCH

EXCEEDING BILLING THRESHOLDS

Setting Billed Out Goals

- Company Billed Out
- Company Billed Out / Visit
- Site Billed Out
- Site Billed Out / Visit

IMPLEMENTATION

EXCEEDING REVENUE THRESHOLDS

Setting Collection Goals

- Company Revenue
- Company Revenue / Visit
- Site Revenue
- Site Revenue / Visit

IMPLEMENTATION

Goal Setting Based on Insurance Fee Schedule Analysis

- Planning for Free Schedule Increases
- Planning for Specific Code Increases

IMPLEMENTATION

11:30 AM - 12:00 PM, PST

12:00 PM - 03:30 PM, PST

3:30 PM - 5:00 PM, PST

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