

# 2022 Managed Care Seminar

## Creating a Tech-Savvy and Patient-Focused Vision Care Office: Best Practices to Adopt

December 14, 2022

Battleground Country Club - Manalapan, New Jersey

**7 Hours COPE Credit - 2 NJSBO TPA/5 NJSBO REGULAR**  
**All CE is COPE Accredited**

### **Keys to Managing Ocular Surface Disease - Christopher Kuc, OD**

This course will focus on key elements every eye care practitioner should incorporate into the care of their ocular surface disease (OSD) patients. Reviewing the elements of the exam, incorporating repeatable metrics, diagnostic tools, treatment modalities, and patient education will help bring to light areas that can help the dry eye patient. This course will also review the latest in office diagnostic testing, pharmaceutical therapies, and in-office treatments available for OSD.

### **Dementia and the Eye - Christopher Kuc, OD**

This will focus on the understanding of ipRGC and how they are tied to a host of body functions including circadian rhythm, serotonin/dopamine pathways, and cognitive function. This will segue into the latest research on Alzheimer's and Dementia and how OCT and OCT-A imaging may be utilized for early detection and also how cataract surgery may lower risk for dementia among other things.

### **The Power of Communication: Improving Clinical and Financial Benefits by Becoming a Better Communicator - Steve Vargo, OD, MBA**

Healthcare professionals spend a great deal of time educating patients. Patients politely listen but often fail to act on the doctor's recommendations. What if you could be more effective at getting the patient to not just listen, but act on the information you share? This presentation will teach you strategic communication skills that will improve both clinical outcomes for the patient and financial outcomes for the practice.

### **The Breakup: Successfully Parting Ways With Vision Care Plans - Steve Vargo, OD, MBA**

This course will give attendees insight into whether dropping vision plans is the right strategic decision for their practice, how to identify the true cost and profit centers in the office, and what they need to start doing if they desire to be less dependent on 3rd party plans in the future.

### **An Overview of Racial Health Disparities - David Kountz, MD, MBA**

The delivery of healthcare as we know it is fundamentally transforming, with greater emphasis on improving the continuity of care for patients. This involves enhancing quality of care, population health, and community engagement. Race and ethnicity are key components of social determinants of health. Despite our best intentions, the high stress atmosphere in healthcare leads to microaggressions which affects communication, engagement and quality of care. Learn how unconscious bias plays a significant role in shaping healthcare disparities and potential ways to mitigate and address it. Examples and recommendations will be shared.

### **Compliance Update: Getting Up to Speed on HIPAA, ADA Accommodations and Recent Anti-Kickback, Stark and False Claim Act Activity by the US Justice Department - James A. Schragger, Esq.**

While you may have some recollection about federal laws and regulations which have been adopted over the years, government policy concerning the 21st Century Cures Act and information blocking, HIPAA and patient health information privacy, your responsibilities under the ADA patient accommodations continue to evolve. The Office of the Inspector General of the US Justice Department has written firm guidance on the provision of free CE to referring doctors and state regulators have examined the practice of royalties and bonuses paid by vendors to prescribers with respect to anti-kickback statutes. Get up to speed on all these topics and protect your practice.

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7:30am - 8:30am : Registration and continental breakfast (in Exhibit Hall)

8:30am - 9:20am: Keys to Managing Ocular Surface Disease  
Christopher Kuc, OD - COPE # 80270-TD (1 NJSBO TPA Credit)

9:20am - 10:10am: Dementia and the Eye  
Christopher Kuc, OD - COPE #81523-NO (1 NJSBO TPA Credit)

10:10am - 10:30am : Coffee Break in Exhibit Hall

10:30am - 11:20am: The Power of Communication: Improving Clinical and Financial Benefits  
by Becoming a Better Communicator - Steve Vargo, OD, MBA - COPE #81628-PM (1 NJSBO Regular Credit)

11:20am - 12:10pm: The Breakup: Successfully Parting Ways with Vision Care Plans  
Steve Vargo, OD, MBA - COPE #81629-PM (1 NJSBO Regular Credit)

12:10pm - 1:00pm: Buffet Lunch

1:00pm - 2:15pm: An Overview of Racial Health Disparities  
David Kountz, MD, MBA - COPE #81525-PB (1.5 NJSBO Regular Credits)

2:15pm - 3:30pm: Compliance Update: Getting Up to Speed on HIPAA, ADA Accommodations and Recent Anti-Kickback,  
Stark and False Claim Act Activity by the US Justice Department  
James A. Schragger, Esq. - COPE #81582-EJ (1.5 NJSBO Regular Credits)

NJSOP General Membership Meeting to follow from **3:45 PM - 5:15 PM**. Registration sent under separate cover.



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December 14, 2022 | Battleground Country Club | Manalapan, NJ

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ ARBO Tracker Number: \_\_\_\_\_

NJSOP/AOA Member OD - \$255

Para Member - \$160

Non Member OD - \$375

Para Non Member - \$210

Total amount enclosed or to be charged: \$ \_\_\_\_\_

Visa/Amex/Mastercard Number: \_\_\_\_\_ Expiration: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

Registration fee includes 7 COE credits, continental breakfast, AM break, and buffet luncheon.

Make check payable to NJSOP and mail to: 4 AAA Drive, Suite 204, Hamilton, NJ 08691

**Cancellation Policy:** 100% refund up to 11/30/21. No refund will be given after 11/30/21.

Form may be faxed if paying by credit card only. Fax to (609) 323-4014