

## Building a Bottom-Line Budget for 2004

Maximum profitability is never an accident; it is always planned. Too often physicians and managers never know how they are doing until it is too late to do anything about it. This unique program teaches physicians and managers how to work together in developing and using simple budget techniques to maximize physician productivity. It starts with a bottom-line goal that leads to simple, daily production goals for the physician. By following the plan the only result can be planned profits. This course was designed for surgeons, managers, administrators and office bookkeepers. This course is suitable for novices and sophisticated financial managers.

**This Practice Management Teleconference is just \$99 for ACS Fellows & their Practices:**

- ◆ A 90-minute live teleconference including a formal presentation and time for Q&A
- ◆ The course is given twice, on Wednesday December 3rd @ 3 PM Eastern (convenient for your staff) and Saturday Dec. 6th @ 10 AM Eastern (the most convenient time for surgeons). Your \$99 registration fee covers either one or both presentations and handout materials.
- ◆ The ability for ACS Fellows and practice managers to e-mail follow-up questions to Economedix Practice Management Advisors for personalized responses



Sponsored by the  
American College  
of Surgeons

**Course Objectives** - Completion of this Practice Management Course will provide:

1. An understanding of the components and processes for building a budget;
2. Tools for evaluating costs and determining required revenues;
3. A method to develop strategies for putting net income as the first priority;
4. The creation of templates for building a bottom-line budget;
5. An understanding of methods for translating revenue needs to customized physician productivity budgets; and
6. Create reporting mechanisms to easily track physician productivity.

**CME Certification Statement** - This activity has been planned and implemented in accordance with the Essential Areas and policies of the Accreditation Council for Continuing Medical Education (ACCME). The American College of Surgeons is accredited by the ACCME to provide continuing medical education to physicians.

The American College of Surgeons designates a maximum of 1.5 Category 1 credits toward the AMA Physician's Recognition Award, for successful completion of this course. To earn the CME credits through the American College of Surgeons, the individual must dial into the teleconference, remain on the telephone line for the full 90-minute session, then complete the combination Evaluation / CME Form that will be included with the course materials. The Evaluation / CME form must be completed and FAXED back within seven days following the date of the teleconference.

**Faculty** - The faculty for the course is Mr. R. Thomas (Tom) Loughrey, MBA. Mr. Loughrey is CEO of Economedix and a noted practice management consultant to physicians, medical offices and medical societies. For over a decade, Mr. Loughrey has provided consulting services to the College as a part of the Consultant's Corner at the annual ACS Clinical Congress and regularly is engaged by ACS to speak and teach at meetings and workshops throughout the country.

**Registration & Information** - This completed form can be Faxed Toll Free to **877-813-9784**; or mailed to **Economedix - 160 William Pitt Way - Pittsburgh, PA 15238**; For complete details and secure On-Line Registration simply go to: <http://YourMedPractice.com/ACS-Teleconference> *Thank you for your interest in this Program!*

Practice: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Contact: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
E-Mail: \_\_\_\_\_  
PM Program: [  ] **Building a Bottom-Line Budget for 2004** ... we plan on attending the following sessions:  
[  ] Wed. Dec. 3rd @ 3 PM Eastern, [  ] Sat. Dec. 6th @ 10 AM Eastern ... or [  ] Both Presentations.  
Form of Payment: [  ] Check Payable to Economedix, LLC & mailed to: 160 William Pitt Way Pittsburgh, PA 15238  
or [  ] Credit / Debit Card (MC, Visa, Discover or American Express)  
Card Number (15 or 16 digits): \_\_\_\_\_ Expiration Date: \_\_\_\_ / \_\_\_\_  
Name on Card: \_\_\_\_\_