



REDEFINING MEDICINE

## Growing Your Patient Base in 2020 & Beyond: The Ultimate Practice Management Workshop

Thursday December 12, 2019 | Las Vegas, NV

9:00 AM	Program Introduction & Opening Comments	Tim Sawyer
9:15AM	Building Your Wellness Practice with a Recurring Revenue Model (45 min)	Michael Bedecs, D.O.
10:00 AM	<b>Break</b>	
10:30 AM	The Law: Growing Your Practice in Compliance (1 hour)	Michael Byrd
11:30 AM	Compliance and Legal Q&A with Attendees (15 min)	Michael Byrd
11:45 AM	Embracing Today's Largest Consumer Group: Marketing to Millennials (45 min)	Audrey Neff
12:30 PM	<b>Lunch</b>	
1:30 PM	Building a Diversified Practice (45 min)	Jennifer Pearlman, M.D.
2:15 PM	Creating a World-Class Sales & Service Team (45 min)	Michael Bedecs, D.O.
3:00 PM	Making Social Media Work for YOU! (30 min)	Jennifer Pearlman, M.D.
3:30 PM	<b>Break</b>	
4:00 PM	Leadership vs. Management & the Importance of CRM to Grow Your Practice in 2020 & Beyond (1 hour)	Tim Sawyer
5:00 PM	Panel Discussion: Speak with the Experts! (1 hour)	All Faculty
6:00 PM	<b>Close of Session</b>	