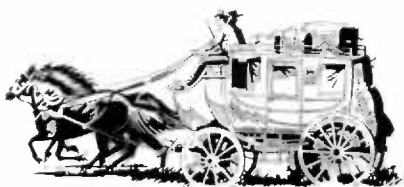




AOCD Newsletter
Volume 21 Number 50
Spring 2002

Calendar of Events

Annual Meeting 2002
October 7-11
Las Vegas, NV
Las Vegas Hilton Hotel



Midyear Meeting 2003
February 12-15
Telluride, CO
Wyndham Mountain
Lodge

A Message from the President

It's hard to believe that more than seven months have passed since I first took office. So much to do, so little time. We had a wonderful Midyear Convention in Hilton Head in March organized by our 2nd VP Ronald Miller, DO. We had several guests including AAD President-Elect Ray Cornelison, MD. He gave us an extensive Academy Update and spoke to our Executive Committee regarding our desire to achieve Fellowship status in the AAD. Ray is very supportive of our College and invited Mike Scott, DO, and myself to sit at his table during the Academy's Presidential Banquet last February.

During our Midyear Meeting, the Education Evaluating Committee met and voted on some changes to the Basic Standards in Dermatology so that we maintain good quality programs. Some of the changes will make current program inspections and the new program application process more stringent.

Jere Mammino, DO has been doing a fantastic job maintaining and changing features of our website. We now have a new monthly Internet Grand Rounds organized by Bill Way, DO. Each month a Residency Program is responsible for submitting cases and Dr. Way puts it on our website. This can be accessed at www.AOCD-grandrounds.org or by going to the Dermatology Links section of our official website at www.AOCD.ORG. See my program's May cases.

We also have a new AOCD Marketplace where you may purchase AOCD shirts, hats, and our AOCD poster. Speaking of posters, we are working on a new one which we hope to launch soon. We want to eventually make these posters more visible as a public service announcement in such places as airports and hotels.

Dr. Schwarze and I attended "DO Day on Capital Hill" in April. The AOA was trying to raise awareness of the HEALTH Act of 2002 (Greenwood Bill) which supports professional liability insurance reforms including: limiting non-economic damages, limiting attorney contingency fees, and establishing a uniform statute of limitations. In many states, medical insurance premiums have escalated out of control causing physicians to leave and patients to be without access.

In June I was invited by the American Academy of Dermatology Association to attend their conference on Capitol Hill to lobby members of Congress on issues of concern to Dermatologists and their patients including; the 2002 Medicare payment decrease, and to support increased federal funding for medical research.

I hope to see all of you in New York at the Academy's summer session and I invite you to an AOCD Wine and Cheese reception on Friday, August 2, 2002, from 5-7 pm at the Hilton Hotel, Concourse B. This event is sponsored by Dermik. Otherwise I hope to see you in Las Vegas at our Annual Meeting.

Sincerely,

Cindy Hoffman, DO, FAOCD
President

EDITORIAL

This article is in regards to an article I recently read in *Cutis*. It appears that many of us are being frustrated by medical policy updates as far as health maintenance organizations and are looking for explanations of benefits when we treat patients during office visits. Certain policies will pay for routine removals of the following lesions considered cosmetic: epidermal inclusion cysts, pilar cysts, fibroma, keloid scars, lipomas, papillomas, seborrheic keratoses, skin tags and verruca. We are also fully aware that these lesions are not often purely cosmetic. Many times a seborrheic keratosis has been misdiagnosed and is actually a pigmented basal cell epithelioma. There may also be changes addressed to verruca that are thought to be infectious disease that may not receive reimbursement.

Given the rise in tide of all these changes, it is a constant challenge on a daily basis to keep updated as far as new insurance policies and what can be taken off and what can remain on the patient. It has always been our longstanding goal to treat our patients in improved conditions, but no practice can perform these services without payment on a regular basis. If the carriers do not pay for the procedure at the same day of the visit, do we have these patients drive 200 miles to have another procedure done in 2-3 weeks? This is not only an inconvenience for the patient, it is an inconvenience for everyone involved and increases expense.

For all of us who participate with managed care, the dilemmas that face us each day are becoming much more complex. With improved drug formulations, improved drug reactions and treatment courses, many times we are not allowed to deliver this to the patient. A recent case with Blue Care Network where a 16-year-old girl presented to myself with having a wart treated with numerous modalities, was treated with intralesional injections of Bleomycin. A large amount of time was spent on the phone with documentation to justify the treatment of this wart. The wart cleared with inter lesional of Bleomycin. This young lady had this refractory wart for the better part of six years that did not respond. Blue Care Network would not reimburse us, and told us that this was not a treatment that was in vogue in spite of all the documentation that was given to them proving otherwise. When it is a personal decision by the physician, we are thinking about the patient first.

There are no simple answers, but it appears the best that we can do for these patients is to work through our local societies and the AOCD to defend the patients and our practices for them to improve.

Sincerely

Ronald C. Miller, DO, FAOCD

IT'S NEW...OUR OWN JOURNAL!!

The Journal of the American Osteopathic College of Dermatology (JAOCD) is about to become a reality. The inaugural issue is planned for early 2003. This will require a joint effort by every member of the AOCD. We will need the support of all members, resident members and program directors. Articles submitted will be reviewed by the editorial review committee to determine suitability for publication. An author information form will be forthcoming. Jay Gottlieb, D.O. and Stanley Skopit, D.O. will serve as co-editors for our new journal.

DO-ONLINE EXPANDS

The American Osteopathic Information Association (AOIA) recently announced new features for DO-Online, the free physician member Web portal. DO-Online is a free member benefit that lets physicians log on to their members-only site with information, clinical resources and services from the AOA and other professional sources. DO-Online also offers a free, customizable patient accessible Web site that includes information about the physician and their practice, and patient education materials from the AOA.

Members who register with DO-Online can now participate in online meetings. This technology brings physicians together in real-time communication, and allows participants to view together slides, images, and documents. Online meeting participants can also send and receive instant text messages to each other as well as a variety of other communications tools. An online meeting demonstration is on the DO-Online site so physicians can try out the new feature.

Also new to DO-Online is a directory of portal users. Members who are using DO-Online can access contact information about other physicians within the portal. This directory allows secure messaging between physicians.

The next set of features that DO-Online users will see are the CME and secure e-commerce areas of the portal. The CME area allows members to find and register for CME programs offered by AOA-accredited CME sponsors, and download CME materials. Members can sign up for participating programs and pay for their registration through the portal using any major credit card.

DO-Online is made possible by a major grant from Pharmacia. To register for DO-Online, go to www.do-online.org/registration. Members who have registered already should log in at www.do-online.org.

2003 MIDYEAR MEETING

The 2003 AOCD Midyear Meeting and Scientific Seminar will take place February 12-15 in beautiful Telluride, Colorado. These dates coincide with both Valentine's Day and President's weekend so hopefully this will encourage families to attend.

The meeting will be held at the Telluride Convention Center with lodging at the nearby Wyndham Mountain Lodge. Both offer easy ski access to the Telluride Ski Resort and some of the finest surroundings in North America. We are planning an excellent didactic program coupled with a number of thrilling alpine events. Conference time will be structured to allow for plenty of winter activities. I am sure this will be a popular vacation weekend, so mark your calendars.

See you next year!

Richard A. Miller, DO, FAOCD
Program Chair

19+ RULES FOR FINANCIAL SUCCESS

Following a second annual presentation on financial and investment strategies at the Midyear Meetings, I felt this information should be shared with the membership. We all deal with financial issues in our daily business lives. Our goal is to have a successful dermatology practice that will provide income to meet the needs of our families now and in the future. Listed below are 19+ rules for investment success that provide a firm foundation for financial planning and may be of help to you.

1. Use common sense. If it looks too good to be true, it is!
2. Never argue with the market. Forget pride and ego. Never buy on emotion, gut instinct or feelings for a stock.
3. Does the company have major management problems or lawsuits? This can be favorable or horrible
4. Read *Investor's Business Daily*, *Money Magazine*, etc.
5. What is the over-all government attitude toward your stock?
6. Check into companies buying back 5% or more of their stock and those with new management (management background).
7. Don't try to guess on bottom or buy on the way down.
8. Buy stocks with a Relative Price Strength Rating of 85 or high in the Corporate Ratings.
9. Buy mostly in the top six broad industry sectors advertised in New Highs List.

10. Buy stocks with increasing institutional sponsorship in recent quarters.
11. Current quarterly after-tax profit margins should be improving and nearing its crest.
12. Cut every loss when it's 7% below your cost. Make no exceptions so you can always avoid huge, damaging losses. Never average down in price.
13. Buy when market indexes are in an upswing. Reduce investments and raise cash when general market indexes show five or more days of volume distribution.
14. Read business journals, Investor's Corner and Big Picture columns to learn how to recognize important tops and bottoms in market indexes.
15. Don't select because of dividends or P-E ratios. Buy the number 1 company in an industry in earnings and sales growth, R.O.I., profit margins and product quality.
16. Pick companies with a new product or service that is sound.
17. Select mainly New America entrepreneurial companies (those that had an IPO within the last eight years) that are growing.
18. Find out if the market presently favors big-cap or small-cap stocks.
19. Do analysis of all your buys and sells. Post on charts where you bought and sold. Evaluate and develop rules to correct your major mistakes.

Recently I had the opportunity to talk with someone who purchased several homes and thought that I would discuss what realtors don't want to tell you! They don't want you to know that it's NOT a good idea to settle on a purchase price based solely on what area sale prices have been. If you find a house that particularly interests you, try this bargaining tool. Access the local government internet site for your area; most of these sites have statistics on local housing. Look up recent sale prices of thirty or so homes and divide that by the square footage of each house. That will give you the price per square foot and reference value for comparison. The price variability increases with recent updates and/or renovations.

Robert Schwarze, DO, FAOCD

President-Elect

AOCD MARKETPLACE

The AOCD virtual Marketplace is now open~! Through our web site, we are now able to offer to members a stylish golf shirt and cap. Our logo is embroidered on each. In addition the "Silly Kids, or are they?" poster can be purchased. To see photos and sizes available, as well as ordering online, go to our members' section of the web site at www.aocd.org/members and click on the Marketplace link.

MIDYEAR MEETING 2002

I wanted to take time out from my busy schedule to say thank you to all of the people that helped make our midyear convention at Hilton Head such a success. I have had numerous calls from people who attended the convention stating how good the food was as well as the lodging and lectures. As the Program Chair, I want to say thank you to everyone for all of their input. I cannot really take the credit for all of the success. It appears that the shoulders of Dr. Robert Schwarze, Dr. Cindy Hoffman, our President, and great lectures from Dr.'s Ed Yob, James Del Rosso and William Lichon all helped to make this such a great midyear convention.

I wanted to say thank you to every one of the people that contributed; even the ones that I can't name nor can remember. People like our Executive Director who went the extra mile, spent a lot of extra energy and effort to make it successful. If you have any complaints, praises or special needs, please pass them along. I also want to thank all of the local representatives as well as the corporate sponsors that gave us all of the excellent support to make this such a fine meeting.

Sincerely yours

Ronald C. Miller, DO, FAOCD



Dermatopathology Labs of Central States representatives Christine Miller, Theresa Feeser and Kathleen Keough presented Brent Goodsell, DO, the lucky raffle winner, with a new Palm Pilot at the end of Saturday's lectures.



William Lichon, DDS and Ronald Miller, DO prepare for the Thursday morning lectures.



Scott Goffin, DO and Bob Schwarze, DO visited with James Leyden, MD following his presentation.



Midyear meeting faculty included (l to r): Jim Del Rosso, DO; Melinda Greenfeld, DO; and Craig Zeiring, DO.

AOCD BULLETIN BOARD

Dr. Stephen Mallette, a first year resident in Dermatology at Western University in California, co-authored an article with Dr. Lawrence Moy, MD, entitled "Advances in Laser Dermatology". This article appeared in the December 2001 issue of *Skin and Aging, A Year in Review*.

Medical Hair Restoration Fellowship

MHR, the clinical leader in hair loss research and hair transplantation, is seeking physicians for its prestigious Hair Transplantation Fellowship. For consideration, fax your CV to 407-875-9050. Heathrow/Orlando - Dr. Matt Leavitt; Manhattan - Dr. Craig Ziering.

DERMATOLOGIST

Rapidly growing practice in Lansing, Michigan seeks board certified Dermatologist. The patient population is varied and caseload variety is excellent. We offer a wide variety of dermatologic services to include UVA/UVB therapy, Blu-light therapy and a substantial amount of dermatologic surgery. Our practice is in the process of building a new office with a target occupancy date of September 2002. Please send CV to: Mid Michigan Dermatology, P.C. 7201 W. Saginaw, Suite 305, Lansing, MI 48917.

DERMATOLOGY ASSOCIATE – DALLAS, TEXAS

BC/BE for busy two office practice. Growing lakeside community. Just 30 minute drive to downtown Dallas. Outstanding income potential. Excellent mix of general derm and cosmetics. Laser and Liposuction. Liberal buy-in. Call in confidence doctors voice mail 888-251-9976.

DERMATOLOGY ASSOCIATE – WESTPORT, CONNECTICUT

Two person dermatology group with offices along Fairfield County Connecticut shoreline. Full range of dermatologic and surgical services including genneral dermatology, Mohs surgery, laser surgery, chemical peels, Botox, collagen, liposuction, etc. Looking for a hard working, energetic individual with a primary interest in general dermatology. Surgical and cosmetic skills a plus. Starting salary and benefits competitive with the area. Position will lead to full partnership in practice. Contact Steven A. Kolenic, III, MD at 203-226-6821 or 203-975-1112.



Cindy Hoffman, DO, FAOCD, President and Robert Schwarze, DO, FAOCD, President-Elect attended the AOA DO Day on the Hill in Washington, DC on April 18