

AOCD Newsletter

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Winter 2003

American Osteopathic College of Dermatology

Message from the President

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Upcoming Events:

- * Midyear Meeting in Tucson, Arizona, March 31—April 3, 2004
- * Annual Meeting to be held in San Francisco, CA, November 7—11, 2004

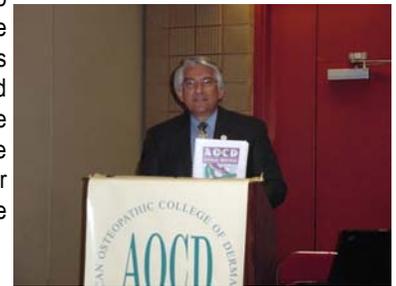
It's hard to believe that two months have elapsed since the 2003 AOCD Annual Meeting & Scientific Seminar in New Orleans and we are now enjoying the festivities of the Holiday Season. I wish to take this opportunity to thank all those who participated in the annual convention. The guest lecturers and their topics were superb. The resident lectures were by far the best ever, evidenced by the high quality and technical intricacies of their presentations. A special thanks to Dr. Cindy Hoffman for her meticulous work on the Presidential Banquet to honor outgoing President, Dr. Robert Schwarze. Working with Dr. Jim Del Rosso on the presentation of the Ulbrich Lifetime Achievement Award for Dr. David Horowitz was an unforgettable experience. The AOCD is fortunate to have people like Dr. Jim Del Rosso to help move our College in a positive direction. Rick and Becky Mansfield were invaluable as always, busy behind the scenes, tying up all those loose ends.

Our College has an exciting year ahead of us as we face new and challenging issues that will have an impact on all of our members for many years to come. The issue of the new membership designation "Osteopathic Fellow" will be

brought up as an amendment to the AAD membership for a vote during their election cycle. This would give all of those boarded by the AOBD parity within the AAD if favorably voted on by the AAD membership. This is by far the most important legislative action that our College faces.

The poster committee on skin cancer awareness continues under the guidance of Dr. Cindy Hoffman & Dr. Robert Schwarze. Our most recent poster has been strategically located at well-traveled areas at both Kennedy & LaGuardia Airports in New York.

The *Journal of the American Osteopathic College of Dermatology (JAOCD)* is going to the publisher who will be preparing our second issue. Thanks to all our contributors for making this a mainstay of our college. A special thanks to Dr. Jay Gottlieb for coordinating his efforts as Co-Editor along with yours truly and Dr. Jim Del Rosso, the Associate Editor. Hats off to Dr. Ronald Miller, Editor of this AOCD Newsletter along with this staff who have greatly upgraded the quality of the Newsletter. Both the *JAOCD* & *the AOCD Newsletter* are also now available on-line at our AOCD.org website, thanks to the efforts of Dr. Jere Mammino.



AOCD 2004 President Stanley Skopit, DO, FAOCD

We look forward with great anticipation to the 2004 AOCD Midyear Convention and Scientific Seminar that Dr. Bill Way, Program Chair is putting together. This will be held on March 31 – April 3, 2004 in Tucson, Arizona at the Hilton El Conquistador Golf and Tennis Resort.

All the best for a Joyous Holiday Season and a Happy, Healthy & Peaceful New Year in 2004. See you in Tucson, Arizona!

Stanley Skopit, DO, FAOCD
President

Letter from the Editor

A patient recently came to my office describing himself as a lawyer who was having problems with psoriasis. He had been treated at a large university, and was advised to undergo UVB therapy with tar applications, commonly referred to as the 'Goeckerman regimen'. He stated that this was the only treatment regimen that had worked for him. He went on to state that he lacked insurance. He successfully negotiated for a decreased cost on his treatment plan. I soon learned that the most recent Harris poll (2002) predicted that 7 – 10% of adult patients are attempting to negotiate prices with their physicians. Furthermore, five percent of patients are bartering on the price of hospital care.

While consumer involvement in selecting healthcare providers and services offers a good premise, their participation is not proving to slow down the rising cost of healthcare. The practice of bartering taking place between physicians and individuals within our offices may even serve to

exacerbate the problem. I prefer that patients not succumb to this technique. Too often, consumers do not have access to the reliable data that they need to make good, accurate choices.

On a similar note, I do not see the rising cost of healthcare improving in either our specialty or the industry as a whole. No matter how you cut it, healthcare costs are going up. While costs are rising, more people are losing jobs as well as their healthcare benefits. On a more personal note, healthcare and costs associated with healthcare and its provision are beginning to eat up actual spending power – both our employees' and ours. Taken together, these indicators equal "bad for the economy".

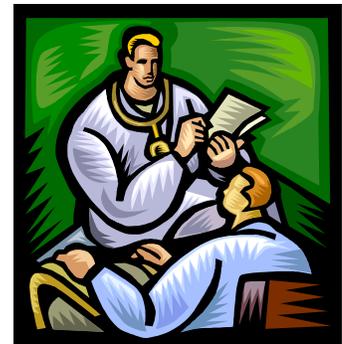
Similarly, recent federal tax cuts are insufficient to offset the cost of managing patient care. In addition, malpractice premiums are rising, and they fall entirely in my hands. Healthcare plans

have it easier – they can pass on the cost liability by raising the premium, and Blue Shield and PPO do not seem to care if the payment is increased. Physicians, on the other hand, can do nothing about it, except PAY. Malpractice goes up, and we are stuck.

Bottom line: be wary of people bearing gifts – such as 'negotiation' – at a time when the economy is not doing well and the impact on our practices is noticeable.

Sincerely,

Ronald C. Miller, DO, FAOCD
Editor



WANTED: Participants for 2004 Midyear Art Show. We invite Midyear meeting attendees to bring their art work for display and judging in Tucson. For details, contact Becky Mansfield at the AOCD national office.

Financial Corner

Retirement Secret

Most dermatologists tend to know about Keogh's, IRA's and 401K's. However, there is a plan that has a 'no max' limit on the amount you deposit; lets you trim your taxable income and provides creditor proof asset protection. It's called – 412(i). It can provide you with a retirement income because it's funded by insurance contracts and it gives you a death benefit as well.

Example: A 55-year old doctor with \$200,000 income puts \$113,000 into a 412(i) plan reduces their schedule C income to \$80,000 and

simultaneously guarantees a nest egg of about \$1 million while protecting the family from their death and protects the assets from court settlements and creditors under the Retirement Income Security Act. For more information on 412(i) check www.professionalbenefitsgroup.us.

Robert Schwarze, D.O., F.A.O.C.D.



Arches for Arches

Anyone recognize one of the last slides of the outgoing President's speech, Dr. Robert Schwarze, a replica of the St. Louis Arch? Within this abstract piece of art were noted fields of what appeared to be mosaic verrucae or wart like growths. It reminded me of a recipe that I discussed with Dr. Schwarze and Dr. Graff on how to treat these resistant strains. Formula: formalin 10%, dispense 1000 cc, soak infected area of verrucae for 10 – 15 minutes daily at h.s. followed by washing off of the formalin to seep under nail beds because the formalin can cause nail separation and damage. It should also be noted to use the formalin in ventilated areas with good air exchange. In three weeks, debride and apply either Cantharone, TCA, or podophyllin so

that you can build for mosaic destruction. Use an aluminum bread pan for the soaks. They cost about two dollars at any Meijer's store. Also, get a funnel. You may utilize the funnel for putting the formalin back into the container for re-use. Perform debridement and soaks until the verrucae are gone. Thank you, Dr. Robert Schwarze, for the pleasant thoughts, the beautiful painting and help with this letter.

Sincerely,
 Ronald C. Miller, DO, FAOCD
 Editor



St. Louis Arch

Annual Meeting Review

The AOCD annual convention was held in conjunction with the AOA in New Orleans this past October. The AOCD annual meeting and scientific seminar kicked off with the welcome reception at the Musee Conti Historical Wax Museum. The wax museum featured a tour of New Orleans through the use of historical wax figures, giving a flavor of the past and present while being serenaded by a jazz trio. The reception featured a sampling of the southern cuisine of New Orleans and offered a wonderful opportunity to visit with colleagues throughout the country and renew old friendships.

The academic program was superb. Some of the nation's top-notch speakers included Dr. Dan Meieron in the field of MOHS surgery, Dr. Evangelos Poulos in Dermatopathology, Dr. Lawrence Schachner in Pediatric Dermatology, as well as the Therapeutic Symposium moderated by Dr. Jim Del Rosso with presentations by Dr. Patty Farris on Treatment of Facial Disorders: Perspectives of Pharmaceuticals, Dr. David Cohen on Clinical Pearls in Diagnosis and Management of Eczematous Dermatitis, and Dr. Mark Lebwohl on The Current Status of Biologic Agents for Psoriasis. A record number of twenty-eight residents presented lectures on a wide range of extremely informative topics.

The Presidential Banquet was held at our host hotel, the Hilton New Orleans Riverside recognizing outgoing President, Dr. Robert Schwarze for his past year of dedicated service to the AOCD. An enjoyable retrospective of the past year was showcased through a slide presentation. The highlights of the Presidential Banquet involved the awarding of the honorary degree of Fellow to two recipients, Dr. Geoffrey Siegel and Dr. Brian Portnoy and the awarding of the Ulbrich Lifetime Achievement Award to Dr. David Horowitz. The evening concluded with a fabulous dessert buffet.

Stanley Skopit, DO, FAOCD
 Program Chair, 2003 AOCD Annual Meeting & Scientific Seminar

"Great actions
 speak great
 minds."

- John Fletcher



Dr. Stanley Skopit (L) accepts Program Chairman's plaque from Dr. Robert Schwarze (R)

Annual Meeting Memories



Left to Right: Denise Guevara, Do; Mark Lebwohl, MD; Julian Moore, DO. Dr's Guevara and Moore presented posters at the Annual meeting.



Dr. Jim Bernard (R) and Dr. Stanley Skopit (L) present Dr. David Horowitz (C) as the Ulbrich Lifetime Achievement Award winner.



AOCD Committee members from L to R, back to front: Dr's Mike Scott; Bill Way; Ed Yob; Eugene Conte; Cindy Hoffman; Gene Graff; Stanley Skopit; Becky Mansfield, Executive Director; and Dr. Robert Schwarze



Residents concentrate on the In-training Exam.

*"You are successful the moment you start moving toward a worthwhile good."
- Charles Carlson*



Dr. Robert Schwarze presents the Koprince Award winners: (left to right) Dr's Ken Kircher, Dimitria Papadopoulos, Matt Muellenhoff, Thi Tran, Bethany Wyles, and Charmaine Jensen



What a great attendance for the annual business meeting!



Friends gather at the Welcome Reception at the Musee Conti Historical Wax Museum.



Dr. Robert Schwarze (R) swears in President Stanley Skopit, DO for the ensuing year.

Claims Processing Tools for Physicians

The AOA is one of 17 national medical associations that make up the National Medical Specialty Health Insurance Coalition (NMSSHIC). The group's combined membership totals more than 500,000 physicians. NMSSHIC regularly meets with the American Association of Health Plans (AAHP) to discuss issues of common interest.

As a result of these meetings a number of working groups have been formed including one on claims processing. The claims processing work group includes members of NMSSHIC, representatives of health plans, and hospitals. The claims processing work group's mission was to identify ways that health plans and providers can improve the efficiency of the claims processing system. The work group developed several tools to try to improve the claims encouraging its health plan members to utilize the tools developed by the work group. The three tools were developed to try to improve the claims processing problems



encountered in physicians' practices. A brief summary and description of the tools is set forth below.

"Improving Claims Processing and Payment: A Self-Assessment Tool for Providers"

Claims are frequently delayed because of incomplete and inaccurate information on the claims submission form. The self-assessment tool, in the form of an easy to use checklist, is intended to assist physicians to take steps necessary to improve claims processing and payment and to increase administrative efficiency.

"Coordination of Benefits: Tips for Reducing Payment Delays and Improving Accounts Receivable"

Claims are often delayed because of the lack of information necessary to coordinate benefits. Reasons for coordination of benefits (COB) delays include: incomplete or inaccurate COB information on file with the plan or provider, and failure to attach the explanation

of benefits (EOB) from the primary payor when billing the secondary payor. The one page "tip sheet" was developed to inform physicians and their office staff about steps they can take to reduce COB related claims delays.

"Claim Correction Form"

Often it is necessary to resubmit claims because of additional information or documentation. Resubmitted claims are sometimes coded as duplicates and rejected. The claim correction form was developed because many health plans prefer receiving a claim correction form instead of an additional claim. The form can be filled out online and sent as an email attachment to payors or printed and faxed to them.

"A man who has made a mistake and doesn't correct it is making another mistake."

-Barbara Ann Kipfer

Midyear Update



Our 2004 AOCD Midyear Convention and Scientific seminar will be held on March 31 through April 3, 2004 in Tucson, Arizona. Bill Way has done an excellent job of organizing a phenomenal place for our conference, The Hilton El Conquistador Golf and Tennis Resort. He has organized der-

matology residents with 15-minute lectures and an exceptional welcome reception for all AOCD members, residents, family members and exhibitors. A wide array of topics from acne, actinic keratoses, Aldara and its uses, clinical pearls for dermatology, dermatology coding, disorders of hypopigmentation, psoriasis, and what's new for you in dermatology will be covered. Afternoons can be set aside to do some excellent golfing at some of the best golf courses in the world. Please mark you calendars and take time out of your busy schedule to join us for fun in the sun at the Hilton El Conquistador

Golf and Tennis Resort. Make your reservations early. We anticipate 21 CME credits for outstanding dermatology lectures that are going to be hard to beat. Great swimming, great recreational services, great tennis, and a beautiful resort. What more could one ask for? Thanks to Bill Way and the job that he has done. Thank you, Dr. Way.

Sincerely yours,

Ronald C. Miller, DO, FAOCD

Executive Directors Report

Welcome to 2004. We are looking forward to the continued growth of our membership and residency training programs in the new year. Dr. Bill Way and Dr. Ron Miller have developed outstanding programs for our Midyear and Annual meetings. Additionally, we will see major changes in the AOA CME program for both physicians and CME providers.

Education Evaluation Committee. The Education Evaluation Committee met twice this fall to review and approve resident annual reports and papers, residency program inspection reports, and residency program director changes. They also reviewed 4 new program applications.

A presentation was made in October to EEC members, program directors and residents by physicians working through a grant from Connetics to develop a computerized database for daily compilation of patient visits, diagnoses, and procedures. This program would allow residents to enter their annual report segregated totals from their database. We are working with Connetics to refine this program prior to possible implementation into our training curriculum.

Annual Meeting. Dr. Stanley Skopit did an excellent job in developing the annual meeting program in New Orleans. Attendees enjoyed the Welcome Reception at the Musee Conti Wax Museum. Lectures were well

attended throughout the three day session.

Midyear Meeting. Dr. Bill Way has finalized the lecture schedule for the Tucson Midyear Meeting. This will be a well-rounded dermatology program with an anticipated 21 hours of CME credit available pending AOA and AAD approval.

Membership. The annual dues billing has been sent to all members. We encourage members to renew online at our secure website. This reduces time and paperwork for everyone as well as encourages the membership to update their profile information for the "Find a DO" section on our website.

*"Write in your heart that every day is the best day in the year."
-Ralph Waldo Emerson*

CME. The AOA has revised its continuing medical education program to better reflect the needs of the membership and the changes in federal and pharmaceutical industry guidelines. These changes will have a direct impact on the organization and documentation of our future midyear and annual meetings.

AOCD Foundation. The AOCD Foundation has now been fully approved as a 501(c) 3 not-for-profit organization. Dr. Greg Papadeas, who initiated this concept, is working with AOCD staff to develop informational material for approval of the Foundation board prior to distribution to our membership.



The AOCD staff including myself, Administrative Services Manager, Rick Mansfield, and Administrative Assistant, Christi Nielsen look forward to working with our members and corporate members in the new year. Please email, call, or write with any questions or suggestions concerning the AOCD. May you have a happy, healthy, and prosperous 2004.

Becky Mansfield
Executive Director



AOCD Staff

New Orleans' Highlights



Dear Colleagues:

I want to thank everyone who attended the 2003 AOCD Annual Conference in New Orleans. It was one of the best meetings that I have ever attended! It started off with a bang at the Sunday evening welcome reception, and things never slowed down! The Wax Museum, the food, and all the good company – everything was phenomenal and well appreciated. On Monday, October 13, after a day filled with tremendous lectures, the President's Banquet showcased the Honorable Dr. Robert Schwarze completing his tenure as President, and turning the reins over to Dr. Stanley Skopit. The Albert P. Ulbrich, DO, Lifetime Achievement Award was bestowed on David Horowitz, DO, FAOCD. What a noteworthy and commendable inductee to receive this

award. I hope his message of hard work and support of the AOCD was imparted to all.

Sometimes, we do not say thank you enough. It is my feeling that our Executive Director, Becky Mansfield, our program chair and President, Dr. Stanley Skopit, our Past-President, Dr. Robert Schwarze, our Executive Board, the Residents of the AOCD, and our Corporate Sponsors all did a marvelous job in making this one of the most remarkable and well attended annual conferences ever.

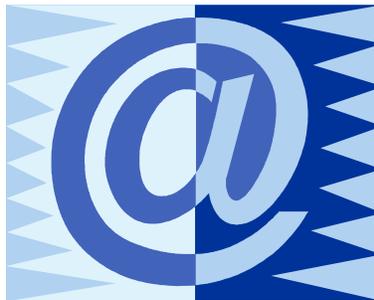
Again, **Thank You!**

Sincerely yours,
Ronald C. Miller, DO, FAOCD

AOA to Expand Osteopathic Presence on the Web

Osteopathic.org

In an effort to help educate the public about osteopathic medicine, the AOA will launch a consumer-focused web site on osteopathic medicine in January. This new site will feature a news feed with the latest health information; quick polls to test knowledge of health care issues; information on specific injuries or illnesses incorporating the osteopathic philosophy of care; and e-mail alerts to those who sign up to receive regular information on osteopathic medicine. Designed to educate more people about osteopathic medicine, the AOA encourages you to let your members know about this new web site at www.osteopathic.org so they can tell their patients, colleagues and friends.



DO—Online.org

Beginning in January, osteopathic professionals including D.O.s, osteopathic medical students and hospital administrative staff will get expanded coverage on the latest meetings, CME updates and physician credentialing reports on DO-Online.org. If you haven't already registered for the existing site, you can do directly to DO-Online.org and sign up to customize your personalized web site.

"Membership renewal forms have been mailed and emailed to all members. Dues are for the 2004 calendar year. We appreciate prompt renewal of your dues through the AOCD website, fax, or mail."



2004 AOCD MID-YEAR CONVENTION
Hilton Tucson El Conquistador Golf & Tennis Resort
Tucson, Arizona
March 31 - April 3, 2004

Wednesday – Saturday
21 Hours CME
What's New in Dermatology
Psoriasis: Biologics
Urticaria
Contact Dermatitis
Melanoma
Pigmented Disorders of the Skin
And
Several other exciting topics
Exhibits by multiple pharmaceutical companies

Program Chair: Bill V. Way, DO

Make plans to come and have fun with your whole family
playing golf, tennis, swimming, horseback riding,
and visiting the many local attractions in the Tucson area.

For more information, go to <http://www.aocd.org>
and also be looking for your
2004 AOCD Mid-Year Convention announcement
coming soon in the mail.

If you need more information today then please call
Becky Mansfield, Executive Director of the AOCD
At 800-449-2623

Classifieds

DERMATOLOGY PRACTICE

Historic downtown Romeo, Michigan. Established, 15 years. Beautiful, finished building. Second floor three bedroom apartment. Terms negotiable. (810) 667-9000.

Dermatologist – Busy general dermatology, surgical dermatology (MOHS) practice seeking Full or Part Time BC/BE Dermatologist to join our practice. Some cosmetic procedures being performed with ample opportunity to expand. Great community in South-Central New Jersey with excellent schools in the area. This is a well established practice of thirty years with huge referral base. Please send CV to Macaione/Papa Dermatology Associates. 707 White Horse Road, Suite C-103, Voorhees, NJ 08043 or call (856) 627-6907.

Pacific N.W. – Spokane, WA

Busy general dermatology, surgical dermatology (MOHS/Cosmetic) office seeking Full-Time or Part-Time BC/BE Dermatologist to join our practice. Enjoy mountains and outdoor recreational activities. Sophisticated medical community of 300,000. Family oriented community and good schools. Contact: Kari (509) 921-7141.

I am looking for a Dermatologist who would like to share space at our Wellness Spa in Michigan. Excellent opportunity for the right individual. Serious inquiries please call (810) 229-9612 or (586) 531-4121.

Dermatology – Midwest “Busy Waiting Room”

Two board certified dermatologists seek a third partner to join a thriving, well established group in Centerville, Ohio. We offer a full range of general dermatology and cosmetic procedures. One can practice quality medicine and have a quality life at the same time. Excellent schools with public and private options. A four season environment. We are seeking a long term relationship for the right individual. Salary, benefits, incentive based on productivity plus partnership option. Please send resume to:

Eugene T. Conte, DO, FAOCD
Dermatology Consultants, Inc.
8940 Kingsridge Drive, Suite 104
Centerville, Ohio 45459

DERMATOLOGISTS – 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 has just built a new office. Please send CV to: Mid Michigan Dermatology, P.C., Office Park West, 416 S. Creyts Rd., Lansing, MI 48917.

Part Time Dermatologist for busy Las Vegas practice call Laura Lynde at (702) 734-8511

Beatrice Keller Clinic is offering two Dermatology openings in the Phoenix area.

Beatrice Keller Clinic is a clinical, surgical and cosmetic dermatology practice established in 1990. Ten physicians (nine of whom are board certified), five men and five women, two DO's, eight MD's and one PA, practice at Beatrice Keller Clinic. The Clinic has three locations in the western part of greater Phoenix and a varied, predominantly retired, patient base. The positions offer an excellent compensation package and a relaxed atmosphere in which to practice. If interested please contact:

James W. Groff, DO, Medical Dir.
(623) 584-2127 or
Gabriel Zinsli, Business Manager
(623) 584-2127, ext. 216

Practice Opportunity Denver, Colorado

Group of 9 dermatologists seeking to add a tenth. We offer a broad base of medical, surgical, and cosmetic patients. Part or Full-time with superior compensation and benefits. Beautiful 4 season climate. Please contact Gregory G. Papadeas, DO, FAOCD, (303) 368-8611 or fax CV to (303) 368-9791.

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2004

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