



**TRAUMA CENTER**  
FINANCE & BUSINESS COURSE<sup>SM</sup>

**Trauma Finance & Business Planning Course**  
**Las Vegas, NV**  
**Monday, April 29, 2019**

**Basic Track**  
**Galleria B**

- 7:00 Registration & Continental Breakfast  
*Galleria Foyer*
- 8:00 Trauma Finance 101  
*John Osborn*
- 8:50 Trauma Financial Challenges: Managing Revenue, Costs & Physician Relations  
*Melissa Thorson*
- 9:40 Break  
*Galleria Foyer*
- 10:00 Collections, Denials and Appeals  
*Tim Murphy*
- 10:50 The Annual Trauma Report: Making It Work for You  
*Robert Falcone*

**Advanced Track**  
**Galleria C**

- 7:00 Registration & Continental Breakfast  
*Galleria Foyer*
- 8:00 Trauma Finance 102  
*Valerie Rinkle*
- 8:50 Building your Business Plan and Selling it  
*Robert Falcone*
- 9:40 Break  
*Galleria Foyer*
- 10:00 Reporting and Analysis for Maximum Impact  
*John Osborn*
- 10:50 Trauma Service Line: What It Can Do For You and How to Do It  
*Melissa Thorson*

**12:00 Lunch (provided) - Lotus Ballroom 1 & 2**

**General Session**  
**Galleria B & C**

- 1:00 Case Studies & Group Exercises
- 3:00 Break - Galleria Foyer
- 3:15 Business Plan Development, Putting It All Together
- 5:00 Adjourn