SOUTH DAKOTA MEDICAL GROUP MANAGEMENT ASSOCIATION
FALL CONFERENCE

FUNdamentals of Healthcare Leadership

August 28 - 30, 2019
Arrowwood Resort & Conference Center at Cedar Shores
Oacoma, SD
Welcome to the Fall Conference!

Welcome to all who are attending or considering the Fall SDMGMA Conference. Once again, we’ve got a great agenda lined up to make it a great event for all and we really hope to see you in the beautiful conference setting at Arrowwood Resort in Chamberlain/Oacoma along the peaceful shores of the Missouri River. It’s the right place and the right time to recharge your passion and excitement for health care leadership!

Wednesday will begin with a 4-person golf scramble and networking at the Chamberlain Country Club followed by an evening welcome reception at the Arrowwood Resort and Convention Center. The reception will be held on the deck and terrace overlooking the Missouri River.

The Thursday morning conference program will kick off with Heather Springer, Attorney with Woods, Fuller, Schultz and Smith P.C. sharing timely and relevant updates on health and employment law for clinics and medical providers. We then welcome Dr. Don Klitgaard, Medical Director from Myrtue Medical Clinic, presenting on the upcoming 2020 physician fee schedules and blended payment systems and what that will mean for your practice. We will follow with a panel discussion featuring several state leaders in our public health, insurance, and policy administrations. The panel will share new legislative, policy, and process updates, as well as fielding questions from our members.

Thursday afternoon will feature Dr. Preston Renshaw, Chief Medical Officer at Avera Health Plans and DAKOTACARE, leading a presentation on population health and the practice implications for the future. We’ll wrap up the day with the first of two sessions from our keynote speaker Paul Long entitled “Connecting the Workplace and Life through F.U.N”. Paul is a motivational speaker and consultant who specializes in helping teams and individuals find fun, enjoyment, and fulfillment in our increasingly complex and intertwined work and life balance. The day will conclude with the SDMGMA annual business meeting followed by pontoon rides and an evening social and banquet (with some great prizes).

We will start the day on Friday right with SDMGMA’s very own Robyn Ewalt, Consultant at Avera Health Leadership & Organizational Development, leading a presentation on managing your energy and effectiveness. A sure bet to get your energy level up to start the day. We will then conclude the conference with a final message from keynote speaker Paul Long entitled “What’s MY Motivation? Proving Relevance to the Next Generation Workforce.”

On behalf of the Board of Directors and Education Committee, we welcome you to our Fall SDMGMA Conference. We hope that you truly enjoy your time with us!

Jon Pociask
President, SDMGMA

COMING UP

MGMA 2019 Annual Conference
October 13-16
Ernest N. Morial Convention Center
New Orleans

SDMGMA 2020 Spring Conference
April 29, 30 and May 1
Holiday Inn City Centre Downtown
Sioux Falls, SD

President
Jon Pociask

President Elect
Digna Miller

Vice President
Angie Leonard

Secretary/Treasurer
Chad Roggow

Member-at-Large
Julie Friesz

Member-at-Large
Jamie Sachtjen

Past President
Robyn Ewalt

ACMPE Forum Representative
Justin Garry (ex-officio)

Legislative Liaison
Mark Hatting (ex-officio)
Wednesday, August 28, 2019

11:00 am  **Golf at the Chamberlain Country Club – 33848 Golf Course Rd., Oacoma**  
Sponsors: Lunch – First Bank & Trust; Beverage Cart – Advanced Asset Alliance; Golf Prizes – Sanford Health Plan

5:00 pm – 7:00 pm  **Registration and Vendor Set-Up – Hale/Oacoma**

6:00 pm  **Opening Reception/Picnic for Attendees and Vendors – Tiki Deck**  
Weather permitting, otherwise pre-function area outside of Hale/Oacoma  
Sponsors: The Hauge Group; TLC Advantage; Credit Collections Bureau; Sanford Health Network

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Thursday, August 29, 2019

7:00 am – 8:00 am  **Breakfast, Registration, and Vendors Open**  
Sponsor: Avera Health Plans

8:00 am – 8:15 am  **Welcome and Announcements**  
Jon Pociask, SDMGMA President

8:15 am – 9:15 am  **Health and Employment Law Updates for Clinics and Medical Providers**  
Heather Springer, Attorney, Woods, Fuller, Schultz & Smith P.C.

9:15 am – 10:15 am  **2020 Physician Fee Schedules – Blended Payments for OV Codes**  
Don Klitgaard, MD, Medical Director, Myrtue Medical Clinic, Harlan, IA

10:15 am – 10:45 am  **Refreshment Break with Vendors**  
Sponsor: COPIC

10:45 am – 12:00 noon  **Heads of State Update and Panel Discussion**  
Joan Adam, Director of the Division of Administration for the Department of Health; Jill Kruger, Deputy Director, Division of Insurance; and Bill Snyder, Director of the Division of Medical Services, Medicaid Program

12:00 pm – 1:00 pm  **Networking Lunch with Vendors**  
Sponsor: Wellmark Blue Cross Blue Shield

1:00 pm – 2:00 pm  **What’s All This Talk about Population Health?**  
Preston Renshaw, MD, FAAFP, Chief Medical Officer, Avera Health Plans and DAKOTACARE

2:00 pm – 2:30 pm  **Refreshment Break with Vendors**  
Sponsor: COPIC

2:30 pm – 4:00 pm  **Connecting the Workplace and Life through F.U.N**  
Paul Long, Motivation Speaker and Consultant

4:00 pm – 4:45 pm  **Annual Business Meeting – SDMGMA Members Encouraged to Attend**

5:00 pm  **Pontoon Day!**

6:00 pm – 6:30 pm  **Social**  
Sponsor: DAKOTACARE

6:30 pm – 7:30 pm  **Banquet (with prize drawings)**  
Sponsor: MMIC

7:30 pm  **BINGO! Prizes!**  
Sponsor: eProvider Solutions

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Friday, August 30, 2019

7:30 am – 8:00 am  **Breakfast/Vendors Open**

8:00 am – 9:00 am  **Manage Your Energy and Effectiveness**  
Robyn Ewalt, Consultant, Avera Health Leadership & Organizational Development

9:00 am – 9:30 am  **Refreshment Break with Vendors**  
Sponsor: COPIC

9:30 am – 11:00 am  **What’s MY Motivation? Proving Relevance to the Next Generation Workforce**  
Paul Long, Motivation Speaker and Consultant

11:00 am  **Final Prize Drawing & Announcements**

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See you at the 2020 spring conference at the Holiday Inn City Centre in Sioux Falls April 29, 30 and May 1!

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*Note all presentations and the annual business meeting will be held in the Wheeler Room. Vendors/breakfasts/lunch/breaks/banquet will be held in the Hale/Oacoma Room. All events held at the Arrowwood Resort & Conference Center at Cedar Shore unless otherwise noted below.*
Don Klitgaard, MD
Medical Director, Myrtue Medical Clinic and President at Heartland Rural Physician Alliance, Harlan, IA

Dr. Klitgaard graduated from the University of Iowa School of Medicine in 1996 and completed his residency at the LMEF family medicine residency program in Lincoln, Nebraska, in 1999. He is the medical director of the Myrtue Medical Center clinics in Harlan, Iowa, where he has been the physician champion as this medical practice participated in the TransforMED National Demonstration Project. This two-year project, sponsored by the American Academy of Family Practice (AAFP), was designed to support and study the implementation of the medical home model of care in real-world practice settings. Dr. Klitgaard’s practice is actively evolving into a patient-centered medical home, already having implemented advanced-access scheduling, and ambulatory surgery centers in South Dakota and Minnesota and assists in representing such facilities throughout the country. She also guides many employers, ranging from publicly traded companies to small employers, in all areas of employment law. Her educational background is a J.D., University of Iowa, College of Law (1999), with Highest Distinction, Order of the Coif, where she was awarded Honor for graduating first in class. Heath was also recently recognized by 2017 Best Lawyers “Women in the Law” for her work in health care law.

Thursday, 8:15 am – 9:15 am
Health and Employment Law Updates for Clinics and Medical Providers

This session will provide attendees with the knowledge of:
- Emerging issues in health law affecting clinics
- Developments in fraud and abuse
- Physician discipline/peer review at the clinic level
- Updates in employment law affecting clinic
- Legal trends

Jill recently assumed the Deputy Director position with the Department of Labor and Regulation, Division of Insurance. Jill returns to the Division where she previously was an Assistant Director who oversaw the Life/Health and Compliance areas. Over the last 15 years when Jill was not with the Division of Insurance, she worked for the State of South Dakota Bureau of Human Resources where she managed the South Dakota Risk Pool before moving on to management of the State Employee Benefits Program. Jill has extensive experience in managing vendor contracts and supervising projects.

Bill Snyder
Medicaid Director, SD Department of Health

Bill Snyder spent over 20 years in commercial healthcare and insurance before joining the South Dakota Department of Social Services in 2017. His time in the private sector included everything from basement start-ups to Fortune 50 conglomerates, with particular focus on payment integrity. Bill is pursuing a master’s degree in health economics and public policy.

Thursday, 10:45 am – 12:00 noon
Heads of State Update and Panel Discussion

We welcome the heads of our state departments to give current state of state issues, updates on discussions and activities in the legislature, and what’s coming our way in the next legislative session. Open time for discussion and QA with audience.

Preston Renshaw, MD, MBA, MS-HQSM, FAAFP, FAAPL
Chief Medical Officer, Avera Health Plans and DAKOTACARE

As a strong advocate for patient-centered medical care, clinical integration and pioneering change, Dr. Renshaw brings an innovative perspective to our health care community during this challenging and dynamic period in health care. Dr. Renshaw earned his medical degree at the University of Nebraska Medical Center in Omaha, Nebraska, and completed his internship and residency at the University of Nebraska Medical Center through the Department of Family Medicine. He is Board Certified in Family Medicine. After practicing for 10 years, he joined the leadership of Avera Health Plans in 2014 where he has overseen disease and case management, risk adjustment, quality, provider relations, pharmacy,
This session will provide you with the knowledge to:

- Identify tactics that allow you to take control of your energy in the moment, as well as set yourself up for success before the day even begins
- Understand how you can take steps towards building more effectiveness from your efforts, thus achieving a higher work/life balance satisfaction
- Create understanding of why current costs in healthcare are not sustainable
- Understand the changing models of healthcare delivery
- Create a solid platform to address the social determinants of health

Robyn Ewalt
Consultant, Avera Health Leadership & Organizational Development

Robyn is a professional consultant in leadership development with Avera Health Leadership and Organizational Development. She has over twenty years of leadership experience, with more than a decade in primary care clinic administration. Her primary functions within her consultant role are bringing leadership development programming forward for both formal leaders as well as future and informal leaders. The mission of Avera Leadership Development is to design and deliver learning opportunities to meet the development needs of new and current leaders, provide growth opportunities for the development of future leaders, and standardize leadership processes throughout Avera.

Friday, 8:00 am – 9:00 am
Manage Your Energy and Effectiveness

Have you ever reached the end of the day and wondered just exactly what you got accomplished? Is there a tendency for work issues to spill into your time with family and at home? This interactive session will bring you insights and awareness to your energy in areas of responsibility, helping you to engage in tactics that will empower you to better use your energy and time, making you more effective at the end of the day.

This session will provide you with the knowledge to:

- Articulate areas of your personal and professional life that energize you, and those that drain you
- Identify tactics that allow you to take control of your energy in the moment, as well as set yourself up for success before the day even begins
- Understand how you can take steps towards building more effectiveness from your efforts, thus achieving a higher work/life balance satisfaction

Paul Long
Motivational Speaker and Consultant

Paul is a motivational speaker and consultant that has challenged the corporate landscape for over a decade while engaging audiences around the globe. As the MLB Kansas City Royals’ 2016 Fan of the Year, Paul’s shenanigans have been featured in media outlets like ESPN, the Washington Post and even the Wall Street Journal!! Through his concept of “Fundamism,” infectious spirit and unique take on F.U.N. in the workplace, Paul has provided memorable experiences at hundreds of events while championing pediatric cancer research. Paul’s keynote experience is sure to bring laughter, tears, and provoke thought to any event. So... are YOU ready to have some F.U.N.?

Thursday – 2:30 pm – 4:00 pm
Connecting the Workplace and Life through F.U.N.

Two grown men, cat wrestling singlets and a social experiment. Paul leveraged his concept of Fundamism to become the Kansas City Royals’ 2016 Fan of the Year while inspiring his employees, organization and an entire city! Paul’s philosophy of Fundamism is a deliberate approach to happiness in the workplace, can be applied by anyone and is certain to move your team in the direction you desire. Based on the core principle of F.U.N., this experience will allow your team to explore their Foundation, Understanding of Others and direction you desire. Based on the core principle of F.U.N., this experience will allow your team to explore their Foundation, Understanding of Others and help identify Next Steps in maximizing their overall effectiveness at work and in life. Laugh, learn and actively engage with your team while Paul coaches you through principles that help improve employee engagement, maximize productivity, provide memorable customer experiences and create a more F.U.N. work environment!

This Session will provide you with the knowledge to:

- Outline core behaviors that aid in creating a purpose driven life at home and in the office
- Exploration of social styles and how to maximize communication effectiveness
- How to gain a better understanding of others’ perspective and drive meaningful interactions
- How to have more F.U.N. in the workplace and in life
- Identify next steps in creating a F.U.N. implementation strategy

Friday, 9:30 am – 11:00 am
What’s MY Motivation? Proving Relevance to the Next Generation Workforce

Businesses across the globe are actively seeking answers in how to move the millennial workforce, predicted to hold 75% of all jobs by 2025. Contrary to popular belief, everyone is motivated by something, even millennials! In this program, Paul introduces his concept of Fundamism while explaining how it can help combat negativity in the workplace, improve customer experience and promote employee satisfaction. The Fundamism philosophy can be applied by all, so motivation is ultimately created not only from the top down, but the bottom up.

This Session will provide you with the knowledge to:

- Inspire your team while promoting individual accountability in creating workplace fulfillment
- Feel empowered and motivated with clarity in the role each individual has in creating their own happiness
- Look internally rather than placing blame elsewhere, to help employees take greater initiative and increased sense of pride in achieving desired outcomes

KEYNOTE SPEAKER
ACCOMODATIONS

Arrowwood Resort & Conference Center at Cedar Shores
1500 Shoreline Dr., Oacoma, SD 57365
Reservations: 1.888.697.6363 or 605.734.6376

Room Rates:
Single/Double Occupancy - $99.95 plus taxes
Mention Medical Group Managers block of rooms
Block of rooms held until July 29, 2019

Overflow Hotels:
Howard Johnson Inn & Suites
203 East Highway 16, Oacoma
605.234.4222

Holiday Inn Express
100 Highway 16, Oacoma
605.734.5593

ATTRACTIONS

Visit www.Chamberlainsd.org for a list of attractions in Chamberlain including Akta Lakota Museum & Cultural Center, Lewis & Clark Interpretative Center, SD Hall of Fame along with other outdoor activities available.

DIRECTIONS

Arrowwood Resort & Conference Center at Cedar Shores
Off 1-90 take Exit 260 at Oacoma. Turn right at the yellow flashing light and go 2 miles east. You will see the sign directing you one mile north on Shoreline Drive.

Chamberlain Golf Course
The Chamberlain Country Club is located on West Hwy 16, 33848 Golf Course Rd, Oacoma. From Cedar Shores, go south from the resort to Highway 16 and proceed west until you reach the golf course in approximately 5 miles.

ACMPE Certification –
elevate your career and set yourself apart from the crowd by becoming a board certified medical practice executive. ACMPE board certification is designed for individuals with at least two years of experience in healthcare management. The CMPE designation validates your expertise and brings greater recognition from physicians, executives, industry professionals, and peers. The following are SDMGMA members who are ACMPE certified:

- Darin Berg, CMPE
- Heather Bindel, CMPE
- Tim Braithwaite, CMPE
- Mark Hatting, CMPE
- Joel Jackson, CMPE
- Jennifer Kalahar, CMPE
- Traci Matthew, CMPE
- Digna Miller, CMPE
- Patricia Tlustos, CMPE

Fellowship –
is the highest level of distinction you can earn in the medical practice management profession. This is the next step after achieving certification. Join others who are dedicated to making a difference and creating best practices in the healthcare industry. SDMGMA Fellows are:

- Ed Arshem, FACMPE (Life)
- Justin Garry, FACMPE
- Katherine Haberling, FACMPE
- Ann Roemen, FACMPE

Nominee –
this is the first step toward certification. To become a nominee to the national board certification program you must be a member of MGMA-ACMPE and have at least two years of healthcare management experience, including six months in a supervisory role. SDMGMA nominees are:

- Stan Gebhart
- Cynthia Jacobs
- Lori Konst
- Steve Kurban
- Angela Leonard
- James Shea
- Karoliina Slack

To learn more about becoming a nominee, certified member or fellow, please visit with Justin Garry, ACMPE Forum Rep for South Dakota, by contacting him at (605) 480-3418 or jjgarry@hotmail.com.
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