



BREAKFAST

THURSDAY 10/26
7:30AM - 8:30 AM



PRIVATE EQUITY ACQUISITIONS WORKSHOP
CHRIS BLEE, MANAGING DIRECTOR OF BIGGSKOFFORD CAPITAL, LLC

THURSDAY 10/26
8:30 AM - 12:00 PM

JOIN US AS WE DISCUSS BEST PRACTICES FOR ADVISING MEDICAL GROUPS THROUGH THE SALE TRANSACTION WITH PRIVATE EQUITY. WE WILL WORK IN TABLE GROUPS AND DISCUSSIONS AS CHRIS FACILITATES THIS HANDS ON WORKSHOP.



LUNCH

THURSDAY 10/26
12:00 PM - 12:45 -PM



MEMBER ONLY BUSINESS MEETING

THURSDAY 10/26
12:45 PM - 1:30 PM



CLIENT-BASED OPTIMIZATION WORKSHOP
JEAN CARAGHER, CAPSTONE MARKETING

THURSDAY 10/26
1:30 PM - 6:00 PM

THIS WORKSHOP WILL EXPLORE HOW TO MEASURE THE IMPACT OF CLIENT RETENTION ON YOUR BOTTOM LINE. STRATEGIES FOR PRACTICAL CLIENT RETENTION, HOW TO ANALYZE YOUR CLIENT BASE AND IDENTIFY THE CLIENTS FOR CULLING, AND THE INFLUENCE CLIENT RETENTION HAS ON YOUR STAFF. WE WILL LOOK AT HOW AND WHEN TO TRANSITION CLIENTS OUT OF YOUR FIRM AND HOW TO RETAIN STAFF TO WIN THE WAR ON TALENT.



COCKTAILS AND GROUP DINNER

THURSDAY 10/26
7:00 PM - 9:30 PM





BREAKFAST

FRIDAY 10/27
7:30AM - 8:00 AM



PHYSICIAN COMPENSATION WORKSHOP
LIBBY HORNIBROOK, PARTNER EISNERAMPER
JOIN US AS WE DEEP DIVE INTO COMPENSATION MODELS, ALIGNMENT OF PROVIDER COMPENSATION, RISK FACTORS AND MORE.

FRIDAY 10/27
8:00 AM - 12:00 PM



LUNCH

FRIDAY 10/27
12:00 PM - 1:00 PM



HCAA COMMUNITY ROUNDTABLE & INSIGHTS
SCOTT MOORE, THE RAINMAKER COMPANIES
MEMBER ONLY

FRIDAY 10/27
1:00 PM - 3:00 PM





CHRIS BLEES, BIGGS KOFFORD

CHRIS BEGAN HIS CAREER AS A CPA AT BIGGSKOFFORD PC, WITH OFFICES IN COLORADO SPRINGS AND DENVER. IN 2003, CHRIS LAUNCHED THE FIRM'S M&A PRACTICE, KNOWN AS BIGGSKOFFORD CAPITAL. IN 2007 HE WAS ALSO APPOINTED AS THE CPA FIRM'S MANAGING PARTNER. CHRIS HAS BECOME A LEADER IN THE M&A SECTOR THROUGH HIS INVOLVEMENT IN OVER 300 MERGER, ACQUISITION, AND SALE TRANSACTIONS.



JEAN CARAGHER, CAPSTONE MARKETING

OUR PRESENTER/FACILITATOR IS JEAN CARAGHER, PRESIDENT OF CAPSTONE MARKETING, WHO HAS LED HUNDREDS OF CPAS THROUGH SIMILAR WORKSHOPS. WITH 35 YEARS OF EXPERIENCE WORKING SOLELY WITH CPAS, JEAN KNOWS THE CHALLENGES AND OPPORTUNITIES FIRMS FACE TODAY. HER EXPERIENCE AND KNOWLEDGE AND HER PRACTICAL APPROACH HELP GROWTH-FOCUSED CPA FIRMS ATTRACT THE BEST CLIENTS AND TALENT. LEARN MORE AT WWW.CAPSTONEMARKETING.COM.



LIBBY HORNIBROOK, EISNERAMPER

LIBBY IS A PARTNER IN THE HEALTH CARE SERVICES GROUP. SHE PROVIDES ACCOUNTING AND CONSULTING SERVICES TO CLIENTS WITHIN THE HEALTHCARE INDUSTRY. WITH EXPERIENCE IN SOFTWARE, CERTIFIED PUBLIC ACCOUNTING, AND CONSULTING FIRMS, LIBBY ALSO PERFORMS ADVISORY, TAX, AND ATTEST SERVICES FOR HOSPITALS, MEDICAL PRACTICES, AND OTHER HEALTHCARE ORGANIZATIONS.



SCOTT MOORE, THE RAINMAKER COMPANIES

AS OWNER & CHIEF OPERATING OFFICER OF THE RAINMAKER COMPANIES, SCOTT IS DEDICATED TO HELPING PROFESSIONAL SERVICE FIRMS ACROSS THE COUNTRY OPTIMIZE THEIR ABILITY TO GROW. OVER HIS 30-YEAR CAREER LEADING INTEGRATED MARKETING AND BUSINESS DEVELOPMENT PROGRAMS, HE HAS DEVELOPED A HOLISTIC PERSPECTIVE OF STRATEGIES AND TACTICS THAT DRIVE GROWTH.

