



# AzMGMA's Sponsorship for Education 2010-2011



In the next few pages you will find a list of our programs, a description of each and an opportunity for you to assist us and to present your organization, service, and products to the 300 members of AzMGMA

As AzMGMA moves into the 2010-2011 program year the decision has been made to match our Sponsorship Program with our Education Program. The challenges which our membership is facing necessitate timely, appropriate education programs; as our sponsors your support will help to make that possible.

**Data Mining** – Presented by Pat Lapp, CPC

August 10, 2010 7:30 am, Arizona Inn, Tucson

August 11, 2010 11:30 am, Embassy Suites, Phoenix

Pat will identify how to extract the information needed from the information that any practice creates for the purposes of staffing, developing productivity standards, and for contract negotiations.

**Excel / Pivot Tables** – Nate Moore

September 16, 2010 10:00 am – 4:00 pm, Embassy Suites, Phoenix

Learn to analyze and consolidate large amounts of data from your practice management software and quickly extract critical knowledge using a variety of features in Microsoft Excel®. Walk away with the ability to better track collections, analyze reimbursement and collect accounts receivable. This workshop will start with the basics of Excel 2007, demonstrate several powerful Excel tools, introduce Pivot Tables, and finish with a Pivot Table example to work through as a group.

**Patient Satisfaction Surveys** – Membership Panel

October 12, 2010 7:30 am, Arizona Inn, Tucson

October 13, 2010 11:30 Embassy Suites, Phoenix

A Panel of AzMGMA practice administrators will discuss how they have used patient satisfaction surveys in their practices. They will address surveys they have developed along with their use of the sophisticated products offered by the survey providers.

**Managed Care Contract Negotiations** – James Hammond

November 9, 2010 7:30 am, Arizona Inn, Tucson

November 10, 2010 11:30 pm, Embassy Suites, Phoenix

This program will address how to prepare practice data for contract negotiations, how to evaluate your performance and that of the payor, and how to produce an optimal contract that meets the needs of these two parties, and assures that your patients receive excellent care.

## Opportunities for Sponsorship

Our **Monthly Meetings** will provide the following for one sponsor in each location:

- Give a five minute presentation to those in attendance

- Provide handout material on the tables

- Be represented by two individuals at the meeting

- Recognition as a 2010 Education Sponsor on the emails for the specific session

The cost for this sponsorship is \$300.

For the **Full Day Meeting** in September no more than six sponsors will:

- Receive a 6 x 2 1/2 ft skirted table to display their marketing materials. These tables will be set around the perimeter of the room where the session will be held.

- Two representatives will be in the meeting room all day, during breaks, lunch, and the meeting.

- Be recognized as a 2010 Education Sponsor on the emails for this session.

The cost for this sponsorship is \$600. (6 available)



## AzMGMA 2010 Education Sponsorship Registration

Company Name: \_\_\_\_\_  
Contact Name: \_\_\_\_\_ Phone #: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Email: \_\_\_\_\_ Fax: \_\_\_\_\_  
Representative(s) on Site: \_\_\_\_\_ Title: \_\_\_\_\_  
\_\_\_\_\_ Title: \_\_\_\_\_

**Data Mining** (\$300 each)

August 10, 2010 7:30 am Tucson \_\_\_\_\_  
August 11, 2010 11:30 Phoenix \_\_\_\_\_

**Excel / Pivot Tables** (\$600 each)

Sept 16, 2010 10:00 am – 4:00 pm Phoenix \_\_\_\_\_

**Patient Satisfaction Surveys** (\$300 each)

October 12, 2010 7:30 am Tucson \_\_\_\_\_  
October 13, 2010 11:30 am Phoenix \_\_\_\_\_

**Managed Care Contract Negotiations** (\$300 each)

November 9, 2010 7:30 am Tucson \_\_\_\_\_  
November 10, 2010 11:30 am Phoenix \_\_\_\_\_

Total Due \_\_\_\_\_

Payments Options:

- Check payable to AzMGMA

Send payment and application to:

Arizona Medical Group Management Association  
10221 N 32<sup>nd</sup> St Suite D  
Phoenix, AZ 85028

Credit Card Payment:  Visa  MasterCard  AmEx

Credit Card Number: \_\_\_\_\_ Security/Verification Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Exp Date: \_\_\_\_/\_\_\_\_

Card Holder Signature: \_\_\_\_\_

Billing Address: \_\_\_\_\_ City: \_\_\_\_\_ St: \_\_\_\_ Zip: \_\_\_\_\_

The registration can be submitted by faxing this page to 602-996-2330. The sponsorship reservation is complete upon payment in full.

Registration is also available on line at: [www.azmgma.org](http://www.azmgma.org) under Upcoming Events.