



## **2012 Annual Spring Administrators' Association Meeting**



OMNI  HOTELS & RESORTS

**April 27 ~ April 28, 2012**



**NOTE: Hotel Registration Cut-Off Is March 27, 2012 and Room Block is Limited**

**TO: All GASCO Administrators and Affiliates**

**From: Joan Kines and Clay Towns**  
**GASCO Administrators' Association Co-Chairs**

**Date: March 6, 2012**

You are cordially invited to attend the GASCO 2012 Annual Spring Administrators' Association Meeting, which will be held April 27<sup>th</sup> & 28<sup>th</sup> at the Omni Hilton Oceanfront Resort, Hilton Head Island. This is a beautiful location for our meeting and we hope the enclosed itinerary will provide you with the perfect balance of relevant educational topics and fun.

**Could it be our last beach party & welcome reception?** The theme for our Friday night party will be "Time to Mayan Your Own Business." It's 2012 and the Mayan Calendar is set to end on December 21, 2012 and some have suggested this could be the end of the world as we know it. (just think no year-end closing to do). But we all know that ASP pricing and healthcare reform began the end of our world as we know it in 2005. Our presentations will be geared to helping you navigate areas important to this evolving practice climate. Attendees, sponsors & exhibitors – grab your maracas and sombreros, Mexican-themed garb and your Calendar Girl/Boy - come have a great time with your family or guests and let off some steam with Mexican food, Margaritas, music, dancing and karaoke!

Your immediate family members or guests are welcome, but please give us the number of guests you will bring. We must have an accurate count for food service planning as soon as possible.

Your registration package includes:

- A meeting agenda
- A registration form (complete a separate form for each person attending)
- Directions to Hilton Head and map – go to for more hotel information

## **REGISTRATION**

Registration fees will be:

- **\$0.00** – GASCO Administrators' Association Members, Navigators and GASCO Affiliate Members
- **\$150.00** – Non-members

Room rates will be:

- **\$189 for Single and Double Rooms**

The rates will be available for three days prior to the meeting and three days after the meeting if you would like to extend your stay. The local and state taxes added will be 11% and the type of room will be based on availability at the time you make your reservation. Please reserve your hotel room as soon as possible, as a limited number of hotel rooms is reserved under the GASCO room block at the Omni Hilton beginning Thursday April 26 through 29, 2012. Call the hotel at (800) 843-6664 to reserve your room and advise that you are with the Georgia Society of Clinical Oncology. ***Please note that once all of the rooms reserved under the GASCO block are sold, the availability of additional rooms and rates are at the hotel's discretion.***

**The meeting registration deadline is, Friday April 20, 2012, but the hotel reservation cut-off date is March 27, 2012.** You may register for the meeting online at [www.gasco.us](http://www.gasco.us), by fax or regular mail, but all payments must be received by April 20st. Payments by Mastercard or Visa may also be made online at GASCO's website. Call us if you need to discuss your registration or if you have problems with our online system.

Be sure to bring plenty of business cards for networking. If you have any questions or areas you wish to have discussed related to any speaker topics or concerning any business issues for the Association, e-mail them to Karen Beard at [karen.beard@gasco.us](mailto:karen.beard@gasco.us) by April 20.



**2012 Annual Spring Administrators' Association Meeting**  
*Time to Mayan Your Own Business*



April 27-28, 2012  
Omni Hilton Oceanfront Resort  
23 Ocean Lane, Hilton Head Island, SC 29928

**DAY 1 AGENDA - Friday – April 27, 2012**

12:00 - 1:00 pm  
*Commodore Hall*

**Registration, Lunch & Exhibits**  
*Lunch and Exhibits Open Pre-Function Area*

1:00 pm  
*Promenade*

**Opening Remarks - Review Meeting Agenda**  
*Joan Kines, Co-Chair, Administrators' Association*  
*Clay Towns, Co-Chair, Administrators' Association*

1:05 – 2:30 pm  
*Promenade*

**“Audits – The Oncology Target”**  
*Michelle Weiss*  
Weiss Oncology Consulting

Description – “Insurance payors are increasing their audits with the goal of reducing or eliminating fraud, waste and abuse. Both governmental and commercial payors, including Medicare Managed Care, recover billions of dollars in refunds on an annual basis. An effective compliance program detects and eliminates coding and billing risks through an internal auditing and monitoring program. This may include an understanding of modifier application, medically unlikely edits, Medicare Local Coverage Determinations, other payor policies and other coding guidelines and regulations. This interactive session is valuable to administrators, coders and other staff involved with coding and charge capture and will review common areas of misunderstanding that may result in an audit or investigation.

2:30 – 3:00 pm  
*Commodore Hall*

**Break/Exhibits**

3:00 – 4:00 pm  
*Promenade*

**“Georgia Legislative Update”**  
*Andy Lord, GASCO Lobbyist, Georgia Capitol Solutions*

Andy will also prime the group for the next day as we are attempting to get a member of the State “Red Tape” or a Health Committee Chair to have an interactive session with our group on Saturday.

4:00 – 4:30 pm  
*Promenade*

**Brief Administrator's Association Business Session**

6:30 pm -?? - Shorehouse

**GASCO Welcome Party & Fiesta**

Could it be our last beach party & welcome reception? It's 2012 and the Mayan Calendar is set to end in December (just think -no year end close). But we all know that ASP pricing and healthcare reform began the end of our world as we know it in 2005. Attendees, sponsors & exhibitors – grab your maracas and sombreros and you Calendar Girl/Boy - come have a great time with your family or guests and let off some steam with Mexican food, Margaritas, music, dancing and karaoke!

**AND BY POPULAR DEMAND: THE FLYING PIG IMMUNITY IDOL RETURNS!**

## DAY 2 AGENDA - Saturday – April 28, 2012

7:00 – 8:00 am  
*Commodore Hall*

### **Breakfast Buffet and Exhibits**

8:00 am  
*Promenade*

### **Welcome and Introductions**

*Joan Kines, Co-Chair, Administrators' Association*

*Clay Towns, Co-Chair, Administrators' Association*

8:05 – 9:15 am  
*Promenade*

### **“Key Note Speaker – Dr. Chuck Jackson, Ed.D”**

***Are You Feeling On Fire, Burnt Out or Like You Were Beat Out with a Shovel? Creating teams that work in challenging times.”***

9:15 – 10:00 am  
*Promenade*

### **Personnel Policy Compliance**

*Dara Dehaven, Esq.*

*Ogletree, Deakins, Nash, Smoak & Stewart, P.C. –*

*Employment Law Attorneys*

Merging, Selling, Upsizing, Down-sizing, Right-sizing your practice? Dara will review the current rules for employment of professional and administrative staff and areas of potential risk.

10:15 – 10:45 am  
*Commodore Hall*

### **Breaks and Exhibits**

10:45 – 11:45 pm  
*Promenade*

### **Personnel Policy Compliance (Continued – Wrap Up & Q&A)**

*Dara Dehaven, Esq.*

*Ogletree, Deakins, Nash, Smoak & Stewart, P.C. – Employment Law Attorneys*

11:45 am – 1:00 pm

### **Lunch with Sponsors and Exhibitors**

*Speaker from the State of Georgia Red Tape Reduction Committee & Q&A – Introduction by Andy Lord – Bring your problems & ideas.*

1:00 – 2:00 pm

### **National Regulatory Update/Sunshine Laws**

*Rich Sanders, Sanders Law Firm (Back by popular demand).*

2:00 – 2:15 p.m.  
*Promenade*

### **Closing Remarks - Adjournment**

*Joan Kines, Co-Chair, Administrators' Association*

*Clay Towns, Co-Chair, Administrators' Association*

***Make your reservations now – the countdown continues!***





**2012 Annual Spring Administrators' Association Meeting**

**April 27 ~ April 28, 2012**

**Omni Hilton Head Oceanfront Resort At Palmetto Dunes**

**Hilton Head Island, South Carolina**

***REGISTRATION FORM***

**One Form Per Person – Conference Registration Deadline: - April 20, 2012**

**Please Note - Room Discount Deadline is March 27, 2012 – Instructions attached**

\_\_\_\_\_  
Name and Title

\_\_\_\_\_  
Name of Practice

\_\_\_\_\_  
Address

\_\_\_\_\_  
City

\_\_\_\_\_  
State

\_\_\_\_\_  
Zip

(\_\_\_\_\_) \_\_\_\_\_  
Phone

(\_\_\_\_\_) \_\_\_\_\_  
Fax

\_\_\_\_\_  
E-mail address

**Are you a member of GASCO? ☐ YES ☐ NO**

**MEETING REGISTRATION FEES (Online Registration Payments Available)**

- **Free – GASCO Administrators' Association Member**
- **Free – GASCO Affiliate Members**
- **\$150.00 – Non-members**
- **Please note Membership Dues (\$10) must be paid prior to meeting.**

☐ **YES, I plan to attend the GASCO Administrators' Association Spring Meeting.  
Enclosed is my registration fee payable to GASCO.**

\_\_\_\_\_ **Total number, including you and guest(s), who will be attending the dinner and  
party on Friday evening April 27, 2012.**

**You may register by regular mail, fax - (770) 951-2157,  
or register and pay by Mastercard or Visa online at [www.gasco.us](http://www.gasco.us).**

***If paying by check, checks must be mailed for receipt no later than April 20, 2012 to complete your registration.***

***Mail registration forms and payments to: ATTN Kellie Reich  
GASCO, 3330 Cumberland Blvd., Suite 225, Atlanta, Georgia 30339***

**For questions contact Kellie Reich, [kellie@gasco.us](mailto:kellie@gasco.us), or Karen Beard, [karen.beard@gasco.us](mailto:karen.beard@gasco.us), or by calling  
(770) 951-1018 or Toll Free (877)88GASCO**



OMNI HILTON HEAD OCEANFRONT RESORT  
AT PALMETTO DUNES  
23 OCEAN LANE  
HILTON HEAD ISLAND, SC 29928

**RESERVATION INFORMATION:**

GROUP NAME: GASCO

PLEASE CALL 1-800-843-6664 TO MAKE A ROOM RESERVATION.

**DEADLINE: Tuesday, March 27, 2012**

CHECK-IN – 4:00 P.M.

CHECK-OUT – 11:00 A.M.

PARKING FEE: \$8.00 PER DAY WITH IN/OUT PRIVILEGES

**EARLY DEPARTURE FEE:**

IN THE EVENT A GUEST WHO HAS REQUESTED A ROOM WITHIN A GROUP'S BLOCK CHECKS OUT PRIOR TO GUEST'S RESERVED CHECKOUT DATE, THE HOTEL WILL ADD AN EARLY CHECKOUT FEE TO THAT GUEST'S INDIVIDUAL ACCOUNT. GUESTS WISHING TO AVOID AN EARLY CHECKOUT FEE SHOULD ADVISE THE HOTEL AT OR BEFORE CHECK-IN OF ANY CHANGE IN PLANNED LENGTH OF STAY.

**DIRECTIONS:**

75 S

I-16E TOWARDS SAVANNAH, EXIT 165

95 N TO EXIT 8

HIGHWAY 278

CONTINUE ON HIGHWAY 278 ON TO HILTON HEAD ISLAND

CONTINUE ON 278 BUSINESS (NOT CROSS ISLAND PARKWAY) TO MILE MARKER 8

TURN LEFT AT PALMETTO DUNES RESORT

TRAVEL APPROXIMATELY 1 MILE TO SECURITY GATE.

TELL THE OFFICER YOU ARE GOING TO THE HILTON OCEANFRONT RESORT

YOU WILL RECEIVE A PASS.

HOTEL IS ¼ MILE ON THE LEFT.



