

2018 AAA Annual Conference & Trade Show Agenda

September 5-8, 2018 | MGM Grand | Las Vegas, NV

Wednesday, September 5

7:00am – 6:00pm	Exhibitor Move In	Grand Ballroom	
8:00am – 5:00pm	Attendee Registration	Grand Pre-Function Hallway	
9:00am – 4:00pm	[Pre-Con] Mandatory Cost Data Collection: When Is It Happening & How to Prepare	Grand Ballroom 113-114	Rebecca Williamson, Angie McLain, Asbel Montes, Kathy Lester, Scott Moore, Brian Werfel
7:00pm – 10:00pm	Savvik Health Insurance Info Session *RSVP Required	TopGolf	

Thursday, September 6

8:00am – 3:00pm	Exhibitor Move In	Grand Ballroom	
8:00am – 6:00pm	Attendee Registration	Grand Pre-Function Hallway	
8:30am – 9:00am	Coffee	Grand Pre-Function Hallway	
8:50am – 9:00am	Opening Remarks	Grand Ballroom 112-114	Mark Postma
9:00am – 10:00am	[General Session] Re-Imagining Your Organization	Grand Ballroom 112-114	Rob Lawrence
10:00am – 2:00pm	AAA Board Meeting	Grand Ballroom 111	*Open to All
10:10am – 11:25am	[Reimbursement] Five Essential KPIs That Drive Your Ambulance Cash Flow	Room 101-102	Eric Foust
	[HR] Management I Never	Room 106-107	Scott Moore, Brian Werfel
	[Hot Topics] EMS Agenda 2050: The Future of EMS, Creating a People-Centered System	Room 109-110	Dr. Jon Krohmer
11:35am – 12:50pm	[Reimbursement] Faster and More Compliant EMS Billing Ahead! A Case Study in Efficiency at REMSA	Room 101-102	Chris Watanabe
	[HR] Resuscitating a Manager	Room 106-107	Scott Moore, Brent Dierking
	[Hot Topics] 1 October - EMS Response to Mass Shooting in Las Vegas	Room 109-110	Scott White
12:50pm – 2:00pm	Lunch On Your Own		
2:00pm – 3:00pm	[General Session] Medicare Update	Grand Ballroom 112-114	Brian Werfel
3:00pm – 3:10pm	Coffee	Grand Pre-Function Hallway	

3:10pm – 4:25pm	[Reimbursement] Medicare Update Deep Dive	Room 101-102	Brian Werfel
	[HR] Supervising Former Peers	Room 106-107	Matt Streger
	[Hot Topics] Rural EMS in America - A Private Provider Model	Room 109-110	Michael Williams
4:30pm – 6:30pm	Welcome Reception in Expo Hall	Grand Ballroom	

Friday, September 7

7:00am – 5:00pm	Attendee Registration	Grand Pre-Function Hallway	
7:00am – 8:00am	Off the Mat – Yoga, Wellness, & Self Care	Room 106-107	Sarah McEntee, Jenna Ferlazzo
7:30am – 8:00am	Coffee	Grand Pre-Function Hallway	
8:00am – 9:15am	[Reimbursement] Following the Money: Case Studies in Using Technology to Improve Billing and Finance Operations	Room 101-102	Randy Skomsvold
	[HR] Myth of the Silver Bullet	Room 106-107	Margaret Keavney
	[Leadership] Cost Data Collection Executive Summary	Room 109-110	Scott Moore, Asbel Montes, Rebecca Williamson, Angie McLain
9:25am – 10:40am	[Reimbursement] The Top 10 Documentation Mistakes Ambulance Providers Make – and Supervisors Overlook	Room 101-102	Steve Wirth
	[HR] Streamlining Hiring & Training	Room 106-107	Jeremy Tinter, John Peterson
	[Leadership] Jackpot! Creating & Maintaining High Value Relationships	Room 109-110	Doug Hooten, Matt Zavadsky
10:45am – 12:00pm	[Keynote] Coaching for Leadership	Grand Ballroom 112-114	Marshall Goldsmith
12:00pm – 4:30pm	Exhibit Hall & Lunch	Grand Ballroom	
4:30pm – 8:00pm	Exhibitor Move Out	Grand Ballroom	
5:00pm – 7:00pm	Annual Membership Meeting & President's Reception	Grand Ballroom 112-114	

Saturday, September 8

7:30am – 1:00pm	Attendee Registration	Grand Pre-Function Hallway	
7:30am – 8:00am	Coffee	Grand Pre-Function Hallway	
8:00am – 9:00am	[General Session] 10 Essential Conversations Deep Dive	Grand Ballroom 112-114	Aarron Reinert, John Becknell
9:10am – 10:25am	[Reimbursement] The Top Ten "Phrases of Rejection" – The Words That Lead to Denied Claims	Room 101-102	Steve Wirth
	[Hot Topics] How to Use EMS Data for Quality Improvement	Room 106-107	Brooke Burton
	[Leadership] Are Modern EMS Systems Incompatible with High Employee Engagement?	Room 109-110	Aarron Reinert, John Becknell

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10:35am – 11:50am	[Reimbursement] Reimbursement for 911 Services: Medical Necessity in the Context of Emergency Ambulance Responses	Room 101-102	Brian Werfel
	[Hot Topics] What Happens Here, Stays Here? Handling Diversion in the Workplace	Room 106-107	Doug Hooten, Matt Zavadsky
	[Leadership] Are Modern EMS Systems Incompatible with High Employee Engagement?	Room 109-110	Aarron Reinert, John Becknell
11:50am – 12:00pm	Coffee	Grand Pre-Function Hallway	
12:00pm – 1:00pm	[General Session] Connecting the Dots	Grand Ballroom 112-114	Scott Moore