



8th ASTS Leadership Development Program
*The Premier Executive Management Course Designed Exclusively
for the Field of Transplantation*
Northwestern University Kellogg School of Management, James L. Allen Center
September 23 – 26, 2018

Overview

The ASTS Leadership Development Program (LDP) is designed to provide clinical and administrative leadership with essential skills necessary to successfully lead transplant centers within a complex financial and regulatory environment. Key components of the program include an exposure to necessary business practices including cost accounting, financial analysis, and contracting; leadership skills including team building, strategic analysis, and institutional relationships; and an overview of the legal and regulatory aspects of transplantation.

Who Should Attend

The ASTS Leadership Development Program encourages joint attendance of transplant center clinical and administrative leaders. Effective cooperation among these professionals is crucial for the future of transplant center success. The program also welcomes industry attendees.

Venue

Located in the heart of Northwestern University's Evanston campus, the James L. Allen Center is the home of the Kellogg School of Management's Executive Education programs and hosts more than 6,000 executives annually. The Allen Center is designed to facilitate peer learning and informal interactions among faculty and participants. The Center is completely self-contained with classrooms, study group rooms, bedrooms, dining rooms, lounge areas, snack rooms, laundry service, and an exercise room. The goal is to create a special environment for learning that anticipates all educational and logistical needs in a seamless fashion, thereby minimizing distractions from the learning experience.

Registration Information

Register online at ASTS.org. Program is limited to 60 participants. Registration includes: tuition, materials, lodging for the evenings of September 23, 24, and 25, 2018, and meals. Guests are not permitted.

Early Bird Registration (March 26 – June 30, 2018)

Member Rate = \$4,699

Non Member Rate* = \$5,699

Industry Rate = \$6,699**

Registration must be received by June 30. If payment is not received by June 30, the registration price will increase by an additional \$200.

Regular Registration (July 1 – August 23, 2018)

Member Rate = \$4,899

Non Member Rate* = \$5,899

Industry Rate = \$6,899**

Registration must be received by August 23. If payment is not received by August 23, the registration price will increase by an additional \$200.

Late Registration (August 24 – September 22, 2018)

Member Rate = \$5,099

Non Member Rate* = \$6,099

Industry Rate = \$7,009**

*Multi Attendee Discount: Non-member administrators attending along with an ASTS member from the same institution are eligible to register at the member rate.

** Industry attendance is limited to 10 participants and a maximum of two per company.

Availability is on a first come, first served basis until spots are filled. Payment in full is required to guarantee a spot in the program. A waiting list will be maintained.

Cancellation and Refund Policy

If a registrant is unable to attend, the fee may be transferred to a substitute. If the transfer requires additional financial transactions, applicable bank fees will apply (bank fees incurred by ASTS will not be refunded to the party transferring the registration). If no qualified substitute can be arranged before August 24, 2018, a refund will be issued, less a \$500 non-refundable deposit. Registration cancellation requests must be made in writing and received by August 24, 2018. No refunds will be issued for cancellations received after August 24, 2018.

Continuing Medical Education

Accreditation Statement

The American Society of Transplant Surgeons (ASTS) is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians.

Credit Designation Statement

The American Society of Transplant Surgeons designates this live activity for 26.25 *AMA PRA Category 1 Credits*[™]. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

Sunday, September 23, 2018

11:45 a.m. – 1:00 p.m. Lunch (Optional)

2:00 – 2:30 p.m. **Program Welcome**
David Mulligan
Yale-New Haven Transplantation Center

Jim Woodrum, MBA
Kellogg School of Management

2:30 – 3:15 p.m. **Overcoming the Transplant Headwinds**
Kenneth A. Andreoni, MD
University of Florida – Shands

3:15 – 6:00 p.m. **The Ecosystem of Transplantation**

Moderator
David Mulligan
Yale-New Haven Transplant Center

Hospital C-Suite Perspective (20 Min)
Keith B. Churchwell, MD
Yale-New Haven Transplant Center

OPO Perspective (20 Min)
Jeffrey Orłowski, MS
LifeShare of Oklahoma

Transplant Administrator Perspective (20 Min)
Gene Ridolfi, MHA, RN
Barnes-Jewish Hospital Transplant Center

10-minute break

Transplant Surgeon Perspective (20 Min)
David Mulligan
Yale-New Haven Transplantation Center

CMS Perspective (20 Min)
Daniel Schwartz, MD
Center for Medicare and Medicaid Services

Panel Session (45 min)

6:00 – 6:30 p.m. **Networking Reception**

6:30 – 8:30 p.m. **ASTS Presidential Remarks**
Dixon B. Kaufman, MD, PhD
University of Wisconsin

Dinner Keynote: Rebuilding Your Transplant Center
George E. Loss, Jr, MD, PhD, FACS
Ochsner Transplant Institute

Monday, September 24, 2018

- 7:00 – 8:30 a.m. **Breakfast**
- 8:30 – 10:00 a.m. **Accounting and Evaluating Financial Statements: Executive Essentials**
Marian Powers, PhD
Kellogg School of Management
- 10:00 – 10:15 a.m. Break
- 10:15 – 11:45 a.m. **Accounting and Evaluating Financial Statements: Executive Essentials
(continued)**
Marian Powers, PhD
Kellogg School of Management
- 11:45 a.m. – 1:00 p.m. **Lunch**
- 1:00 – 2:30 p.m. **Transplant Finance: Knowledge into Practice**
Michael M. Abecassis, MD, MBA
Northwestern Memorial Hospital
- 2:30 – 2:45 p.m. Break
- 2:45 – 4:15 p.m. **Transplant Finance: Knowledge into Practice (continued)**
Michael M. Abecassis, MD, MBA
Northwestern Memorial Hospital
- 4:15 – 4:30 p.m. Break
- 4:30 – 6:00 p.m. **Using the SRTR and PSRs to Improve Transplant Center Performance**
Dorry L. Segev, MD, PhD
Johns Hopkins University
- 6:00 – 6:30 p.m. **Networking Reception**
- 6:30 – 8:30 p.m. **Dinner Keynote: The Darkside of Healthcare Delivery: Payers, Providers, and
Implications for the Future of Healthcare Reform**
Ken Yamaguchi, MD, MBA
*EVP, Chief Medical Officer
Centene Corporation*

Tuesday, September 25, 2018

- 7:00 – 8:30 a.m. **Breakfast**
- 8:30 – 10:00 a.m. **Innovation Through Design Thinking**
David Schonthal, MBA
Kellogg School of Management
- 10:00 – 10:15 a.m. Break
- 10:15 – 11:45 a.m. **Innovation Through Design Thinking (Continued)**
David Schonthal, MBA
Kellogg School of Management
- 11:45 a.m. – 1:00 p.m. **Lunch**
- 1:00 – 2:30 p.m. **Creating and Developing Your Strategy**
Edward Zajac, PhD
Kellogg School of Management
- 2:30 – 2:45 p.m. Break
- 2:45 – 4:15 p.m. **Creating and Developing Your Strategy (Continued)**
Edward Zajac, PhD
Kellogg School of Management
- 4:15 – 4:30 p.m. Break
- 4:30 – 6:30 p.m. **Innovations in Transplantation Group Study and Presentations**
Jason R. Wellen, MD, MBA
Washington University School of Medicine
- 6:30 – 7:00 p.m. **Networking Reception**
- 7:00 – 8:30 p.m. **Dinner Keynote/Discussion**
Case Study: Journey to the First Uterus Transplant
Giuliano Testa, MD, MBA, FACS
Baylor University Medical Center

Wednesday, September 26, 2018

- 7:00 – 8:30 a.m. **Breakfast**
- 8:30 – 10:00 a.m. **Negotiating Productive Agreements: Improving Your Proficiency**
Jeanne Brett, PhD
Kellogg School of Management
- 10:00 – 10:15 a.m. Break
- 10:15 – 11:45 a.m. **Negotiating Productive Agreements: Improving Your Proficiency (continued)**
Jeanne Brett, PhD
Kellogg School of Management
- 11:45 a.m. – 1:00 p.m. **Lunch**
- 1:00 p.m. – 2:30 p.m. **Contracting in Transplant**
Charles B. Rosen, MD
Mayo Clinic, Rochester
- 2:30 p.m. – 3:30pm **Talent Management**
Jim Woodrum, MBA
Kellogg School of Management
- 3:30 – 4:00 p.m. **Wrap Up and Evaluations**
David Mulligan, MD
Yale-New Haven Transplant Center
- Jim Woodrum, MBA
Kellogg School of Management

Please note: Topics and speakers subject to change without notice.