Get a head start on business practice management at AAO 2023.

AAOE Instruction Courses *(Included with registration)*
For Physician, YOs and Residents

**Saturday, Nov. 4**

- **658 | AI and Ophthalmology: How to Leverage Technology to Support Your Practice**, 8 – 9:15 a.m.

- **205 | Buying and Selling Equity in Ambulatory Surgery Centers — 2023**, 8 – 9:15 a.m.

- **204 | New Associate Employment Contracts: The Facts You Need to Know**, 8 – 9:15 a.m.

- **225 | Lessons to Learn from Medicare Audits**, 9:45 – 11 a.m.

- **224 | Employment Law Basics for the Small Ophthalmology Practice**, 9:45 – 11 a.m.

- **221 | 25 Lean Ideas for an Efficient and Organized Retina Practice**, 9:45 – 11 a.m.

- **223 | Designing/Developing a Successful Ophthalmic ASC**, 9:45 – 11 a.m.

- **656 | Business and Professional Relationships between MDs and ODs**, 2 – 3:15 p.m.

- **254 | Advanced Investing Techniques to Decrease Taxes and Increase Wealth**, 2 – 3:15 p.m.

- **273 | Ten Things for Physicians and Administrators To Know Before Starting An Optical Dispensary**, 3:45 – 5 p.m.

The American Academy of Ophthalmic Executives® (AAOE®), the Academy’s practice management affiliate, provides you with the practice management information and support you need during and after the Annual Meeting.
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Sunday, Nov. 5

• 402 | Leadership Pearls for the Clinical Practice,*  
  8 – 9:15 a.m.

• 401 | Young Ophthalmologists — How to Find Your 
  Dream Job, 8 – 9:15 a.m.

• 403 | Restrictive Covenants — All You Ever Wanted to 
  Know, 8 – 9:15 a.m.

• 420 | Hot Topics in Ethics — Ignorance Isn’t Bliss 
  When it Comes to Patient Care and the Code of 
  Ethics,* 9:45 – 11 a.m.

• 421 | What’s That Practice Worth? — A Guide to 
  Valuation in Practice Sales Transactions, 
  9:45 – 11 a.m.

• 418 | Patient Satisfaction Made Simple: Seven Steps, 
  9:45 – 11 a.m.

• 439 | Diversity, Equity, and Insanity: Navigating These 
  Polarizing Issues,* 11:30 a.m. – 12:45 p.m.

• 436 | Panel: Why Go Peds?, 11:30 a.m. – 12:45 p.m.

*indicates that the course is part of the AAOE Practice 
Management Leadership Summit Course on Sunday, Nov. 5.

“As a Young Ophthalmologist, 
AAOE gave me the confidence and 
knowledge to run my own practice.”

Arvind Saini, MD, MBA 
Integrity Eye 
Former AAOE Board Member

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**Sunday, Nov. 5 (continued)**

- **437** | *Starting Your Own Solo Ophthalmology Practice: Why and How*, 2 – 3:15 p.m.

- **460** | *Measure What Matters: The 10 Metrics Needed for Your Ophthalmic Practice to Grow and Thrive*, 2 – 3:45 p.m.

- **456** | *How to Talk to Patients So They Will Listen (and How to Save Time and Increase Revenue)*, 2 – 3:45 p.m.

- **480** | *Leadership Challenges: Managing Polarities and Building Teams in a Diverse and Inclusive Culture*, 3:45 – 5 p.m.

- **479** | *Physician Compensation Trends for Employed and Owner Providers*, 3:45 – 5 p.m.

- **476** | *Personal Finance for Ophthalmologists: How to Save $3 Million on Your Own (Or, Do I Need a Financial Advisor?)*, 3:45 – 5 p.m.

- **475** | *The First Few Years of Practice: Some Key Concepts*, 3:45 – 5 p.m.

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**Level Up for Practice Management Success!**

**Friday Intensive Classes** *(Separate ticket required.)*

**Friday, Nov. 3**
9 a.m. to 12 p.m.

**MC01** | *Think Differently: Create the Culture that Promotes Satisfaction, Success and Retention*

**MC02** | *Anticipate the Journey: Advancing Retina Practice Management*

**Friday, Nov. 3**
1:30 p.m. to 4:30 p.m.

**MC03** | *Practice Management Essentials*

**MC04** | *Finders, Keepers: How to Recruit and Retain Staff in a Challenging Job Market*

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Protecting Sight. Empowering Lives®
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**Monday, Nov. 6**

- **601 | Change the Way You Think About Clinic Templates With Departure-Based Scheduling**, 8 – 9:15 a.m.

- **202 | Practice and ASC Real Estate: Rising Rates, Provider Sentiment, and Private Equity**, 8 – 9:15 a.m.

- **617 | Income Division for Group Practices: Structuring Appropriate Physician Compensation Arrangement**, 9:45 – 11 a.m.

- **616 | Optimizing Patient Flow and Staff Efficiency Through Facility Design**, 9:45 – 11 a.m.

- **618 | Physician, Brand Thyself**, 9:45 – 11 a.m.

- **636 | Ensure Advanced Patient Care in the Era of Private Equity**, 11:30 a.m. – 12:45 p.m.

- **633 | Boost Physician Efficiencies: Creating a Lean Culture With Technology**, 11:30 a.m. – 12:45 p.m.

- **648 | Yes! You Can Still Start a New Private Practice**, 2 – 3:15 p.m.

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**Conversations With the Experts**

Schedule a free 20-minute, one-on-one private consultation with a practice management expert.

Academy Resource Center, Moscone West Booth 7537
Saturday, Nov. 4 – Monday, Nov. 6
9 a.m. to 5 p.m.

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