

WHAT'S NEW

Did you know that Derrick Weisbrod, our CEO and co-founder, is the President of the Greater St. Louis MGMA? HTA has been involved with this group since our founding, and we love working so closely with the medical group managers of St. Louis! In his tenure, Derrick is focusing on increasing membership and community engagement from Practices and Business Partners alike! Come join us at the next meeting!



UPCOMING EVENTS

Wednesday,
March 11th

11:30am-1pm St. Louis MGMA Panel Discussion and Lunch

Saturday,
March 14th

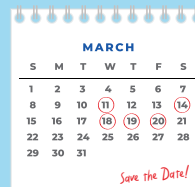
9am St. Patrick's Day Parade Run 5 Mile/3K in St. Louis

Wednesday,
March 18th

3-5:30pm Kansas City MGMA Insurance Payor Panel and Fair

Thursday-Friday
March 19-20th

MGMA IL, MGMA St. Louis, HFMA Southern IL., ICAHN Clinical Innovation and Collaboration Summit



See more at:
htadvisorsllc.com/events

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REFERRAL

Join the HTA Advisory Committee!



Have a coffee on us, and get a chance at a FREE iPad.

With our new referral rewards program, every qualified referral enters you into a drawing for a new iPad. Don't miss your chance to win this quarter!



Healthcare Technology Advisors

This monthly publication provided courtesy of Derrick Weisbrod & Hugh Anderson, Founding Advisors of Healthcare Technology Advisors.

Our mission is to be trusted advisors guiding healthcare businesses through the complex IT and HIPAA landscape while providing a comprehensive service that always maintains a human touch.



CLIENT SPOTLIGHT: AGILITY ORTHOPAEDICS



Dr. Nadaud



Dr. Rabenold



Dr. Wayne

Agility Orthopaedics is a full service Orthopaedic clinic located in Creve Couer, Missouri. The physicians and staff know their patients on a personal level and genuinely care about their treatment and recovery. The practice's main goal is to return patients to their normal activities quickly and with as little pain as possible. By integrating the most innovative surgical and non-surgical techniques with proven traditional methods of treatment, their medical team ensures the best possible outcomes. The physicians and staff make it their goal to make each patient feel secure and confident in their road to recovery.

Founders Dr. Joshua Nadaud and Dr. Jason Rabenold opened Agility Orthopaedics in the

summer of 2016. Two years later they brought on Dr. Andrew Wayne in order to serve more patients. Their clinic is located at 555 North New Ballas Rd, Suite 175, and conveniently serves St. Louis and the surrounding county areas.

The dedicated team at Agility Orthopaedics also includes experienced physician assistants, nurses and specialized support staff who help provide a comprehensive treatment program. The team strives to provide the highest quality care in a friendly and supportive environment. As their technology partner of many years, HTA can vouch for the wonderful personalities and helpful members of this team!

TECH TIP: DON'T BE LUCKY, BE COVERED!

We all use the internet in our office, whether we're connecting to cloud applications, sending emails, processing payments or scheduling appointments. Most of our work CAN'T be done without the internet! So what happens when your connection slows down, or even stops?

LOST productivity and revenue, ANGRY and ANNOYED employees and patients, or worse!

Instead of relying on luck, why not get yourself a guarantee? Did you know that copper coax internet has no guarantee of connectivity, only that your Internet Service Provider will give its "best effort" to reconnect you? Meanwhile, fiber-optic internet comes with a 99.99% connectivity guarantee. That means that if your internet is down for more than 4 minutes a month the ISP will pay YOU for the inconvenience.

You can fill out a brief form to discover if HTA can help your practice get covered. Go online here: htadvisorsllc.com/fiberquote or call today at **(314)312-4701**



HOW TO SET GOALS FOR THE LONG HAUL

By Derrick Weisbrod



What is a S.M.A.R.T. Goal?

Specific, Measurable, Achievable, Realistic, and Timely.

As January and February pass, the urgency to fulfill New Year's resolutions falls by the wayside. It's easy to forget about them, especially if you already feel like you've failed and not achieved your goal. One of my two resolutions is to increase my cardiovascular-aerobic health; specifically, to gain two hours of breathing while having an elevated heart rate. (Because setting a goal to "work out more" is not S.M.A.R.T.) This goal supports my desire to perform long distance paddling with greater efficiency, and to finish the MR340 with a better time!

If you don't know, the MR340 is a 340 mile long-distance paddling race down the Missouri River from Kansas City to St. Charles, and this August I will be participating and paddling for a cause. My cause, and my second resolution, is to raise money for Lydia's House, a St. Louis charity that helps victims of domestic violence.

To help achieve this goal, and achieve it well, I have a seven-month training plan to increase my overall physical conditioning, as well as two peers who are serving as coaches and accountability partners to help me stay on track.

As with any goal setting, such as our annual goals for our businesses in 2020, it is vital to document the plan to achieve the goal. Firstly, figuring out the "why" of your goals is vital to keep you and your team laser-focused on executing the plan. Next, you have to measure and report on progress towards the goal to ensure it stays on track. Adding accountability via a peer group to your leadership process helps keep you focused on completing your plan and hence drives success in achieving your stated goals.

This month I will be tackling my first official race of 2020 at the St. Louis St. Patrick's Day Festivities. Instead of easing myself in with a 3 mile option, I'm jumping straight to the 5 mile run. I believe in setting goals that are higher than I can comfortably reach - after all, if it's easy, it isn't going to drive innovation or improvement. My focus is working my way towards two hours of running, or completing a half marathon (13.2 miles) by May.

Having a big, lofty goal (or as I've heard them called, BHAG - Big, Hairy, Audacious Goal) is a good way to keep your team striving for constant improvement. By trying to figure out how to achieve THAT, even if you fail, you will learn how to accomplish everything else to a higher standard. And if you stick with that BHAG for long enough, you might find yourself achieving it despite yourself. Then, it's time to figure out an even MORE audacious goal, and start aiming for that.

Feel free to keep me accountable to these goals by asking me about what I've done in the last week or two towards training for the Paddle for a Cause 340. Let me know what your goals are for this year. Together, we can push ourselves to keep on track with SMART goals and ambitious dreams.





Mark your calendar for this event!

Southern Illinois HFMA, ICAHN and MGMA of Illinois and St. Louis invite members and non-members to two days devoted to excellence in practice management through concepts such as revenue cycle optimization, leadership development, employee engagement and usable, practical knowledge.

For the second year in a row these four rock-star organizations are coming together to present a Spring Conference loaded with education, networking, and the luck of the Irish!

Where?

Regency Conference Center
400 Regency Park
O'Falon, IL 62269

When?

March 19-20, 7:30am-4:30pm

Who?

Members, non-members, and guests of the Southern Illinois HFMA, Illinois Critical Access Hospital Network, and Illinois and St. Louis MGMA. The conference will also feature business partners and vendors who can provide useful insight and benefit to your practice.

How?

Register online through the MGMA website at mgmastl.org/events

Why?

This event is packed with interesting and meaningful presentations, including "Prevention Based Care Using Artificial Intelligence," "Creating a Viable Medication Assistance Program," "Using Mobile Devices in the Practice," and "Meeting Physicians Where They Are - Tension Between Productivity and Fatigue." Add to that all the great networking opportunities and the endless education that can happen in the hall and over coffee, lunch, dinner and drinks, and this is an opportunity you don't want to miss!

