

# BARBARA WATKINS SACK

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## CURRENT POSITIONS

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### **MIDWEST ORTHOPAEDICS, P.A.**

*Executive Director*

SHAWNEE MISSION, KANSAS

*January 2004 – Current*

Orthopaedic surgery private practice in suburban Kansas City. Reporting to physician board, I am responsible for all operations and strategic planning for the group.

- ❖ Increased collections by over \$1M/year within 2 years
- ❖ Added the first PA's to the practice
- ❖ Recruited Foot and Ankle specialist
- ❖ Implemented multiple IT efficiency applications, including a new Practice Management system, PACS, EMR, Patient Portal, Remote Deposit and Electronic Charge Capture software.
- ❖ Practice has been recognized as a "Better Performing Orthopaedic Practice" by MGMA in 2005, 2007, 2008, 2009, 2010, 2011 and 2012.
- ❖ Achieved Meaningful Use with SRS EMR in 2011 and 2012
- ❖ Participated in MGMA's "Better Performing Orthopaedic Practices" study and report in 2007.
- ❖ Met with HHS Secretary's Counselor on Health Policy to discuss the impact of Health Care Reform on physician practices, especially specialists, April 2011, October 2011 and May 2013.
- ❖ Identified in *Becker's Orthopedic & Spine Review* as one of "16 Great Orthopedic and Spine Practice Administrators" in 2009
- ❖ Recognized in *Becker's Orthopedic and Spine* magazine as one of "18 Orthopedic and Spine Practice CEO's & Administrators to Know", July/August issue, 2010
- ❖ Successfully implemented PQRI and eRx in practice, qualifying for CMS reimbursement each year since 2007
- ❖ Regular speaker at MGMA, AAOE and other medical practice management meetings across the country.

### **AMERICAN ASSOCIATION OF ORTHOPAEDIC EXECUTIVES (AAOE)** (FORMERLY BONES SOCIETY)

*PAST PRESIDENT*

*MAY 2013 – MAY 2014*

*PRESIDENT*

*MAY 2012 – MAY 2013*

*PRESIDENT-ELECT*

*MAY 2011 – MAY 2012*

*SECRETARY/NEWSLETTER EDITOR*

*MAY 2009 – MAY 2011*

*BOARD MEMBER*

*MAY 2007 – CURRENT*

AAOE is an organization dedicated to providing education and resources to orthopaedic practice executives and their staff members. The goal of AAOE is to set the standard for education, knowledge and insight as it relates to orthopaedic practice management. I have been a member since 2005 and have served on numerous committees and task forces, and currently hold the position of Past President for the organization.

## **UNIVERSITY OF FLORIDA**

*EXECUTIVE EDUCATION PROGRAM FACULTY*

**2011 - Current**

Physician Practice Management & Organizational Integration Program

On-line course: "**Financial and Productivity Management of Physician Practices**"

<http://ufexec.ufl.edu/the-certificate-series-overview.aspx>

My course provides a firm foundation in financial management essentials for the medical practice executive. It explains the fundamental basics of financial statements, the differences between hospital and medical practice revenue cycle management, RVUs, budgeting, cash and accrual accounting, payer contract negotiation, as well as other financial issues facing the medical practice.

## **BROWN-MACKIE COLLEGE**

*MEMBER, BOARD OF TRUSTEES*

**2011 – Current**

## **OTHER PROFESSIONAL EXPERIENCE**

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### **THEO & ALFRED M. LANDON CENTER ON AGING**

KANSAS CITY, KANSAS

UNIVERSITY OF KANSAS MEDICAL CENTER

*Director of Clinical Programs*

**2001 – 2003**

Reporting to Dean of the School of Medicine and Vice Chancellor for Administration. Developed, organized, and implemented a multi-specialty, inter-disciplinary geriatric clinical services program for the newly opened Landon Center on Aging. The clinic provided geriatric primary care as well as Neurology, Gynecology, Urology, Geriatric Family Medicine, Orthopedics, the Osteoporosis program, hearing, speech, OT and PT rehab clinical services as well as social workers and an Elder Law service. Program was eliminated by the University in 2003 after the departure of the two geriatric physician leaders and top PT leader to other universities.

### **SANTA FE TRAIL SENIOR HEALTH CENTER**

INDEPENDENCE, MISSOURI

A SERVICE OF INDEPENDENCE REGIONAL HEALTH CENTER

*Director, Senior Health Services*

**1992 – 2001**

Reported to Hospital CEO. Implemented and directed all aspects of operations for Senior Health Center(s), including departmental budgeting, personnel, physician recruitment and relations, marketing and contract management. Clinic operated as a department of the hospital, located 5 ½ miles off-site in Raytown, Missouri.

❖ Consistently documented financial advantage to hospital of providing geriatric

primary care via referrals to ancillary services and lower in-patient LOS and cost of care for our admissions, with fewer re-admissions than other admitting providers for same DRGs.

- ❖ Developed policy manual to comply with all current JCAHO standards, including development of JCAHO-approved policy on dispensing drug samples within a hospital department.
- ❖ Provided consulting assistance to GeriMed and, later, Columbia/HCA in conducting feasibility studies and marketing Senior Health Centers (SHCs) to other hospitals.
- ❖ Consulted for Columbia/HCA for the implementation of Senior Health Centers on a national basis, traveling to various other cities and hospitals.
- ❖ Trained SHC managers and consultants for Columbia/HCA.

**CONCURRENT WITH ABOVE POSITION:**

**SENIOR HEALTH CENTER AT THE GROVES**

A SERVICE OF INDEPENDENCE REGIONAL HEALTH CENTER

***Director, Senior Health Center***

Same responsibilities as above.

INDEPENDENCE, MISSOURI

***1998 – 2001***

**OVERLAND PARK SENIOR HEALTH CENTER**

A SERVICE OF OVERLAND PARK REGIONAL MEDICAL CENTER

***Director, Senior Health Center***

Same responsibilities as above.

OVERLAND PARK, KANSAS

***July, 1997 - July, 1998***

**UNIVERSITY OF KANSAS MEDICAL CENTER**

***Administrative Fellow***

KANSAS CITY, KANSAS

***July, 1991 - July, 1992***

**EDUCATION**

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UNIVERSITY OF KANSAS

***Masters Degree, Health Services Administration***

LAWRENCE, KANSAS

***May, 1991***

UNIVERSITY OF KANSAS

***Bachelor of Science in Business Administration***

LAWRENCE, KANSAS

***May, 1982***

**SKILLS**

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- Exceptional Organizational and Leadership skills
- Strong oral and written communication skills, including public speaking
- Financial Management expertise
- Experience with all aspects of small business management and hospital department administration
- Physician Relations skills for recruitment and retention

- Consulting skills and experience
- Proficiency in multiple computer applications, including GE Centricity, Stryker and Medstrat PACS, SRS EMR, Microsoft Office applications, including Power Point presentations

## **ORGANIZATIONS AND AFFILIATIONS**

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- **AAOE**, member since 2005
  - Past President 2013 - 2014
  - President 2012 - 2013
  - AAOE Board of Directors 2007- 2012
  - Program Committee, 2005-2006
  - Web Site Task Force, 2006
  - Survey Task Force, 2006
  - AAOS Education Task Force, 2007-2008
  - Other Education Task Force, 2007-2008
  - AAOE Secretary, 2009 – 2011
  - Newsletter Editor, 2009 – 2011
- **Midwest AAOE**, Member since 2005
  - Vice President 2007,
  - President 2008, 2009
- **Medical Group Management Association (MGMA)**, Member since 1989
- **Greater Kansas City Medical Managers Association (GKCMMA)**, Member since 1992
  - Member Board of Directors 2007 – 2009
  - Program Committee Chair 2008 – 2009
  - Scholarship Committee 2009-2010

## **PRESENTATIONS AND PUBLICATIONS**

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- ***Achieving Meaningful Use is Possible in Orthopedics: Q&A With Robert Sharpe, MD, and Barbara Sack, Executive Director of Midwest Orthopaedics*** Becker's Orthopedic & Spine Review, April 12, 2012
- ***National Orthopedic Leadership Conference (NOLC)***, April 2011 - AAOS annual Advocacy meeting in Washington, DC. Met with Rima Cohen, Counselor to the Secretary of HHS on Health Policy, as well as various elected officials regarding the impact of Health Care Reform on specialty practices.
- ***Successful PQRI Participation for Orthopaedic Groups***, MGMA Orthopaedic Practice Assembly Pre-Conference Workshop, New Orleans, LA, October 2010
- ***Successful PQRI Participation for Orthopaedic Groups***, AAOE Annual Meeting, Anaheim, CA, May 2010
- ***Physician-Administrator Team Decision Making***, AAOS Practice Management Symposium, October 2009, Albuquerque, NM with Burrell Gaddy, MD.
- ***Successful PQRI Participation; Administrator Panel***, C-Bones Annual Meeting, Santa

Barbara, CA, 2009

- **PQRI** – GKCMMA Meeting, October 2008, Kansas City
- **Personnel Management; Financial Management; In-Depth Training for the Practice Manager**, (3 presentations) AAOS Practice Management Symposium, October 2008, Washington, DC
- Article - **HDHP Trends**, BONEfide Newsletter, Fall 2007
- **Personnel Management**, AAOS Practice management Symposium, October 2007, Las Vegas
- **Orthopaedic Management 101**, BONES National Meeting, 2007, Chicago
- **HSA Panel Discussion**, BONES National Meeting, 2006, Phoenix
- Article – **High Deductible Health Plans and HSA's**– 3-part series of articles in the BONEfide Newsletter, 2005-2006
- **HSA's as a Method of Cost Containment in the Medical Practice**, BONES national Meeting, 2005, New Orleans