

**INDIANA ONCOLOGY SOCIETY**  
***Membership Conference***

**The Westin - Indianapolis, IN**  
**Wednesday, April 21, 2010**

**AGENDA\***

- |                            |  |
|----------------------------|--|
| <b>8:45 am – 9:45 am</b>   | <b>Registration/Coffee/Resource Center</b>   |
| <b>9:45 am – 10:00 am</b>  | <b>Welcome and Introductions</b>   |
| <b>10:00 am – 11:00 am</b> | <b>Squeezing More Out of Your Oncology Practice Revenue Cycle</b><br>John E. Hennessy<br>Executive Director, <i>Kansas City Cancer Center</i>                |
| <b>11:00 am – 12:00 pm</b> | <b>The Evolution of Oncology Pay-For-Performance</b><br>Denise K. Pierce<br>President, <i>DK Pierce &amp; Associates, Inc.</i>                               |
| <b>12:00 pm – 1:00 pm</b>  | <b>Lunch/Resource Center</b>   |
| <b>1:00 pm – 2:00 pm</b>   | <b>Dancing with the Devil: Negotiating with Managed Care Companies</b><br>Ronald Howrigan<br>President, <i>Fulcrum Strategies</i>                            |
| <b>2:00 pm – 3:00 pm</b>   | <b>Welcome to the Vortex—Negotiating and Building Relationships with Your Payers</b><br>Dawn Holcombe, MBA, FACMPE, ACHE<br>President, <i>DGH Consulting</i> |

**\*Agenda subject to change**