the private practice

> "Transformative – I arrived with a very narrow focus in terms of my vision for private practice and that morphed in to a new, exciting and very big vision for my future practice!"
>
> Oncologist & Haematologist

Courses in Practice, Financial and Lifestyle Management

for Healthcare Professionals

2019

Welcome

Now in our 11th year of presenting medico-specific business, financial and lifestyle education to healthcare professionals, we can't help but feel a sense of momentum, that our message is being heard and acted on; that a good working knowledge of the fundamental principles underlying successful set-up and growth of a medical business will also provide the leverage required to achieve and maintain your desired lifestyle, and help create a robust platform for intergenerational success.

It is very gratifying to have partnered with many Medical Colleges, Societies and Associations who understand the importance of, and value, education of this nature.

If you belong to one of the following organisations, please let us know so that you can secure your signifigant registration fee discount.

ACD, ACMA, ADSN, AFMW, AMA, ANZSCTS, AOA, ARA, GESA, GPRA, ICON, MIGA, NASOG, OMGA, PCPA, RACS, USANZ

The Private Practice team and I look forward to welcoming and working with you in 2019 and beyond and to sharing a powerful learning experience!

Steven Macarounas
Head of Education
and Managing Editor,
The Private Practice

"It is a 'must' do course for clinicians.
It is one of the best courses I have ever attended.
Truly inspiring and wonderful speakers."

General Practitioner

The doctor's lifecycle

Recent Fellow | Setting Up Your Practice | Growing Your Practice | Planning For Practice Succession | Transition To Retirement

Transition to Practice 'Comprehensive'

The Transition to Practice 'Comprehensive' course has been developed for advanced trainees, recent Fellows and consultants seeking a smooth and efficient transition to private practice. This course aims to prepare you for the challenges involved with establishing and managing a successful medical business and to expose you to the strategies and habits required to achieve lifestyle success.

SYDNEY: Fri 22 – Sun 24 March
The Grace Hotel, 77 York St

MELBOURNE: Fri 31 May – Sun 2 June
InterContinental The Rialto, 495 Collins St

BRISBANE: Fri 21 – Sun 23 June
Stamford Plaza, Edward St & Margaret St

ADELAIDE: Fri 16 – Sun 18 August
Hilton Hotel, 233 Victoria Square

SYDNEY: Fri 15 – Sun 17 November
Radisson Blu Plaza Hotel, 27 O'Connell St

MELBOURNE: Fri 29 Nov – Sun 1 Dec
Pullman on the Park, 192 Wellington Parade

Registration Fee $2,145 (incl GST)

Education Partner discounts available see back for details

- **Practice set-up** Develop a checklist and action plan for assessing your options with respect to buying into or setting up your own practice, and successfully managing the process to fruition.
- **Practice management** A good practice manager is invaluable during and after a practice setup, but what key skills should you consider?
- **Medical practice business planning** Understand the theory and tools required for providing structure and systems for project and people management.
- **Medicare and medical billing** Deep dive into how the Medicare system works and learn how you can optimise the results for your practice and avoid commonly made mistakes.
- **Tax, accounting and business structures** Choosing appropriate financial, business and tax structures is critical. Our presented case studies help you to make informed decisions.
- **Medico-legal risk management** Identify and quantify the risks in practice, develop and learn the tools and strategies to manage these risks.
- **Personal risk management** Discover why and how to design and implement your own personal and family long-term 'safety net' for protection against unforeseen events.
- **Banking and finance** Do you know what practice, investment and personal finance products and strategies are available to you? This session will explore tailored solutions designed for the unique needs of healthcare professionals.
- **Medical practice information technology** Advance and maximise your practice and personal efficiency through smart adoption of technology and strategy.
- **Wealth creation and lifestyle planning** Making it and keeping it. Develop a sound comprehension of money 'do's' and 'dont's', smart debt management, understanding investments, understanding legislation and choosing the right team to work with.
- **Asset protection and estate planning** Learn the legal instruments and strategies that will help you protect personal assets from claim and minimise tax effects for beneficiaries.
- **Medical practice marketing** Explore essential marketing strategies including branding, generating referrals, websites, internet and social media plus more.
- **Practice design and construction** Understand the principles of practice design and construction and their impact on patient satisfaction.

Private Practice Growth Strategies

Transform your practice from good to great. Re-imagine what your practice could look like, how it should operate for optimal interaction and engagement with patients, referrers, professional, and administrative staff. Learn why growth is crucial for survival and the strategies required to achieve business and lifestyle success.

SYDNEY: Sat 3 – Sun 4 August
Radisson Blu Plaza Hotel, 27 O'Connell St

MELBOURNE: Sat 30 Nov – Sun 1 Dec
Pullman on the Park, 192 Wellington Parade

Registration Fee $1,595 (incl GST)

Education Partner discounts available
see back for details

- Systems, policies and procedures – The 'what and how' to get organised
- Group and multi-practice models
- Attracting, retaining and creating a 'path to equity' for contracted doctors
- Leadership and team building
- Advanced marketing strategy
- Advanced wealth and lifestyle planning
- Practice design and construction
- Medical practice information technology
- Risk management measures
- Practice succession planning

Advanced Wealth Planning & Lifestyle Management

Keen to understand the secrets of the independently wealthy? Ready to take control of your financial life?

This workshop will help explain how to effectively and consistently convert high income into appreciating assets that will provide for your desired lifestyle now and into retirement, as well as help establish a platform for intergenerational success.

MELBOURNE: Sat 1 – Sun 2 June
InterContinental The Rialto, 495 Collins St

SYDNEY: Sat 3 – Sun 4 August
Radisson Blu Plaza Hotel, 27 O'Connell St

Registration Fee $1,595 (incl GST)

Education Partner discounts available
see back for details

- Your values, goals and vision
- Risk tolerance and investor profiling
- Understanding asset classes and investment platforms
- Understanding relevant super legislation
- Debt management and finance strategy
- Property – a diagnostic approach to investing
- Managing risks
- Estate planning strategy
- Building a bullet-proof financial plan
- Choosing and working with advisers

Transition to Retirement

A successful retirement requires informed and considered decision making as early as possible.

Many factors, both business and financial, need to be addressed and strategies developed to achieve a successful transition from practice life to personal life.

Over two highly interactive days, course delegates will be guided through the important business and financial decisions and strategies that will significantly impact their quality of life and the effectiveness of their intergenerational wealth platform.

SYDNEY: Sat 24 – Sun 25 August
Radisson Blu Plaza Hotel, 27 O'Connell St

Registration Fee $1,595 (incl GST)

Education Partner discounts available
see back for details

- Your desired lifestyle
- The mathematics of retirement
- Investment portfolio review and management
- Understanding relevant super legislation and making the most of it
- How to optimise and realise the value of your practice
- Managing the risk of practice growth and sale
- Asset protection and estate planning

"Best 'setting up in practice' program I have been to thus far (I have been to 3 others). Fantastic course, well balanced, great 'non-sell' approach by industry."

Orthopaedic Surgeon

"This course was very thought provoking in many ways. It identified strategies that we will need to implement in a range of areas in the next few years."

Anaesthetist

Practice Succession Annual Retreat

Balgownie Estate Vineyard Resort & Spa
1309 Melba Highway, Yarra Glen, VIC
Fri 6 – Sun 8 September

Friday evening – Sunday afternoon
$2,145 (incl GST)

Friday evening welcome dinner and introductory address

Does not include accommodation

HURRY – NUMBERS ARE LIMITED

Education Partner discounts available

A learning and lifestyle event in the heart of Yarra Valley wine country, designed as a family and/or whole-practice bonding and motivational retreat.

This event gives you the opportunity to step away from your practice to evaluate your next steps to realise the saleable value of your business.

The retreat includes opulent, fine dining lunch and dinner gatherings as well as an exclusive wine tasting afternoon.

Create, communicate and realise the saleable value of your practice

A practice that presents a compelling opportunity for a buyer is one that maximises the value embedded in the practice and minimises the type of value that is difficult to transfer i.e. the personal goodwill from the particular qualities and experience of an individual doctor.

This interactive two day workshop will guide you through the four key principles of the practice valuation formula and help you develop a succession plan tailored for your business.

- **The Secret Wheels of Happiness & Success**
  A discussion of the results of a recent extensive survey of Australian doctor's participation in a range of activities found to be pre-conditions for improving chances of a happy and successful life.
- **Creating value**
  Identifying the action required to position your practice as an entity in its own right with longevity beyond the current principals participation.
- **Protecting value**
  Ensuring that business and personal risks, which may affect practice value, are identified and that adequate risk management measures are implemented.
- **Improving value**
  Identifying operational efficiencies as well as growth strategies to significantly boost the value of your practice.
- **Realising value**
  Engaging with the 'practice-buying' market, identifying successors and the right consultants and strategies to help maximise the proceeds of sale.
- **Life after work…on your terms**
  This session will explain the principle of the 'happiness equation' and explore several models for your new phase of life.

Key Features

- CPD point entitlement
- Intensive lecture & workshop style presentations by leading professionals in business & financial disciplines specialising in healthcare consultancy
- Completion of needs analyses & action plans
- Course app & resource centre
- Networking social functions
- Morning tea, lunch & afternoon tea throughout

Education Partner Discount

You may qualify for an education partner discount via your College, Society or Association. For further details, please call 02 9229 9731 or email enquiries@theprivatepractice.com.au

Further Information

Further details including pre-course reading, confirmed presenters, course schedules, accommodation arrangements & social program will be forwarded upon registration.

In the meantime, should you have any queries please contact our Events & Logistics Manager:

Slavka Borovina
The Private Practice
(02) 9229 9731 or via
enquiries@theprivatepractice.com.au

theprivatepractice.com.au

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