



**7<sup>th</sup> Annual ASTS Leadership Development Program**  
*The Premier Executive Management Course Designed Exclusively for the Field of Transplantation*  
**Northwestern University Kellogg School of Management, James L. Allen Center**  
**September 11 – 14, 2016**

**Overview**

The ASTS Leadership Development Program (LDP) is designed to provide clinical and administrative leadership with essential skills necessary to successfully lead transplant centers within a complex financial and regulatory environment. Key components of the program include an exposure to necessary business practices including cost accounting, financial analysis, and contracting; leadership skills including team building, strategic analysis, and institutional relationships; and an overview of the legal and regulatory aspects of transplantation.

**Who Should Attend**

The ASTS Leadership Development Program encourages joint attendance of transplant center clinical and administrative leaders. Effective cooperation among these professionals is crucial for the future of transplant center success. The program also welcomes industry attendees.

**Venue**

Located in the heart of Northwestern University's Evanston campus, the James L. Allen Center is the home of the Kellogg School of Management's Executive Education programs and hosts more than 6,000 executives annually. The Allen Center is designed to facilitate peer learning and informal interactions among faculty and participants. The Center is completely self-contained with classrooms, study group rooms, bedrooms, dining rooms, lounge areas, snack rooms, laundry service, and an exercise room. The goal is to create a special environment for learning that anticipates all educational and logistical needs in a seamless fashion, thereby minimizing distractions from the learning experience.

**Registration Information**

Register online at [ASTS.org](http://ASTS.org). Program is limited to 60 participants. Registration includes: tuition, materials, lodging for the evenings of September 11, 12, and 13, 2016, and meals. Guests are not permitted.

**Early Bird Registration (April 11 – June 24, 2016)**

**Member Rate = \$4,599**

**Non Member Rate\* = \$5,599**

**Industry Rate\*\* = \$6,599**

*Registration must be received by June 24. If payment is not received by June 24, the registration price will increase by an additional \$200.*

**Regular Registration (June 25 – August 10, 2016)**

**Member Rate = \$4,799**

**Non Member Rate\* = \$5,799**

**Industry Rate\*\* = \$6,799**

*Registration must be received by August 10. If payment is not received by August 10, the registration price will increase by an additional \$200.*

**Late Registration (August 11 – September 11, 2016)**

**Member Rate = \$4,999**

**Non Member Rate\* = \$5,999**

**Industry Rate\*\* = \$6,999**

\*Multi Attendee Discount: Non-member administrators attending along with an ASTS member from the same institution are eligible to register at the member rate.

\*\* Industry attendance is limited to 10 participants and a maximum of two per company.

Availability is on a first come, first served basis until spots are filled. Payment in full is required to guarantee a spot in the program. A waiting list will be maintained.

### **Cancellation and Refund Policy**

If a registrant is unable to attend, the fee may be transferred to a substitute. If the transfer requires additional financial transactions, applicable bank fees will apply (bank fees incurred by ASTS will not be refunded to the party transferring the registration). If no qualified substitute can be arranged before August 11, 2016, a refund will be issued, less a \$500 non-refundable deposit. Registration cancellation requests must be made in writing and received by August 11, 2016. No refunds will be issued for cancellations received after August 11, 2016.

## **Continuing Medical Education**

### **Accreditation Statement**

The American Society of Transplant Surgeons (ASTS) is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians.

### **Credit Designation Statement**

ASTS designates this live activity for *AMA PRA Category 1 Credits™*. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

## Sunday, September 11, 2016

11:45 a.m. – 1:00 p.m. Lunch (Optional)

2:00 – 2:45 p.m. **Program Welcome**  
Kenneth A. Andreoni, MD  
*University of Florida - Shands*

Jim Woodrum, MBA  
*Kellogg School of Management*

2:45 – 4:00 p.m. **Essentials of Transplant Economics and Practice**  
David A. Axelrod, MD, MBA  
*Dartmouth Hitchcock Medical Center*

4:00 – 5:00 p.m. **Transplant Centers in Trouble**  
Breakout Sessions

5:00 – 6:00 p.m. **MACRA – What Does It Mean to Transplant?**  
Alan I. Reed, MD, MBA  
*University of Iowa*

6:00 – 6:30 p.m. **Networking Reception**

6:30 – 8:30 p.m. **ASTS Presidential Remarks**  
Timothy L. Pruett, MD  
*University of Minnesota*

**Dinner Keynote:**  
**The CMS Perspective**  
Daniel Schwartz, MD, MBA  
*Centers for Medicare and Medicaid Services*

## Monday, September 12, 2016

7:00 – 8:30 a.m.	<b>Breakfast</b>
8:30 – 10:00 a.m.	<b>Creating and Developing Your Strategy</b> Craig Garthwaite, PhD <i>Kellogg School of Management</i>
10:00 – 10:15 a.m.	Break
10:15 – 11:45 a.m.	<b>Creating and Developing Your Strategy (Continued)</b> Craig Garthwaite, PhD <i>Kellogg School of Management</i>
11:45 a.m. – 1:00 p.m.	<b>Lunch</b>
1:00 – 2:30 p.m.	<b>Accounting and Evaluating Financial Statements: Executive Essentials</b> Beverly Walther, MBA, PhD <i>Kellogg School of Management</i>
2:30 – 2:45 p.m.	Break
2:45 – 4:15 p.m.	<b>Accounting and Evaluating Financial Statements: Executive Essentials (continued)</b> Beverly Walther, MBA, PhD <i>Kellogg School of Management</i>
4:15 – 4:30 p.m.	Break
4:30 – 6:00 p.m.	<b>Using the SRTR and PSRs to Improve Transplant Center Performance</b> Dorry L. Segev, MD, PhD <i>Johns Hopkins University</i>
6:00 – 6:30 p.m.	<b>Networking Reception</b>
6:30 – 8:30 p.m.	<b>Dinner Keynote</b> <b>The Challenges of Leading a Complex, Integrated Health Care Delivery System</b> Speaker TBA

## **Tuesday, September 13, 2016**

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| 7:00 – 8:00 a.m.       | <b>Breakfast</b>   |
| 8:00 – 10:00 a.m.      | <b>Transplant Finance: Knowledge into Practice</b><br>Michael M. Abecassis, MD, MBA<br><i>Northwestern Memorial Hospital</i>             |
| 10:00 – 10:15 a.m.     | Break  |
| 10:15 – 11:45 a.m.     | <b>Transplant Finance: Knowledge into Practice (continued)</b><br>Michael M. Abecassis, MD, MBA<br><i>Northwestern Memorial Hospital</i> |
| 11:45 a.m. – 1:00 p.m. | <b>Lunch</b>   |
| 1:00 – 2:30 p.m.       | <b>Leading a High Functioning Multi-Disciplinary Team</b><br>Leigh Thompson, PhD<br><i>Kellogg School of Management</i>                  |
| 2:30 – 2:45 p.m.       | Break  |
| 2:45 – 4:15 p.m.       | <b>Leading a High Functioning Multi-Disciplinary Team (continued)</b><br>Leigh Thompson, PhD<br><i>Kellogg School of Management</i>      |
| 4:15 – 4:30 p.m.       | Break  |
| 4:30 – 6:00 p.m.       | <b>Transplant Centers, Institutes, and Institutional Relationships</b><br>Alan I. Reed, MD, MBA<br><i>University of Iowa</i>             |
| 6:00 – 6:30 p.m.       | <b>Networking Reception</b>  |
| 6:30 – 8:00 p.m.       | <b>Dinner</b><br><b>Groups Prep for “Transplant Shark Tank”</b>  |
| 8:00 – 9:00 p.m.       | <b>“Transplant Shark Tank” Presentations</b>   |

## Wednesday, September 14, 2016

7:00 – 8:30 a.m.	<b>Breakfast</b>
8:30 – 10:00 a.m.	<b>Negotiating Productive Agreements: Improving Your Proficiency</b> Jeanne Brett, PhD <i>Kellogg School of Management</i>
10:00 – 10:15 a.m.	Break
10:30 – 11:45 a.m.	<b>Negotiating Productive Agreements: Improving Your Proficiency (continued)</b> Jeanne Brett, PhD <i>Kellogg School of Management</i>
11:45 a.m. – 1:00 p.m.	<b>Lunch</b>
1:00 p.m. – 2:30 p.m.	<b>Strategic Contracting and Pricing in Transplant</b> William C. Chapman, MD <i>Washington University School of Medicine</i>
2:30 – 3:30 p.m.	<b>Keeping Up with the Changing Regulatory Landscape</b> Kenneth A. Andreoni, MD <i>University of Florida – Shands</i>
3:30 – 4:00 p.m.	<b>Wrap Up and Evaluations</b> Kenneth A. Andreoni, MD <i>University of Florida – Shands</i>  Jim Woodrum, MBA <i>Kellogg School of Management</i>

**Please note: Topics and speakers subject to change without notice.**