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Robert H. Tessier

Pathology Presentations

College of American Pathologists



COLLEGE of AMERICAN
PATHOLOGISTS

College of American Pathologists Webinar

"What to Expect During and After the Merger or Acquisition of a Pathology Group" June 20, 2017

Association of Pathology Chairs



Association of Pathology Chairs

West, Midwest and Canada Regional Meeting, Association of Pathology Chairs

"Optimizing Pathology Income" October 27, 2016

West, Midwest and Canada Regional Meeting, Association of Pathology Chairs

"Part A Support including Performance Based Incentives" October 23, 2014

American Pathology Foundation



2018 Coding & Practice Management Seminar

"Designing a Value-Based Practice Model: Setting the Stage For 2018 and Beyond" April 17, 2018

2017 Coding & Practice Management Seminar

"Maximizing Pathology Income, The Best Strategies & Newest Benchmarks" March 28, 2017

2016 Coding and Practice Management Seminar

"Ten Best Financial Accomplishments and Ten Worst Mistakes I've Seen in the Pathology and Laboratory Business" April 12, 2016

2015 Coding and Practice Management Seminar

"Preparing for Part A Negotiations, What You Should Know" April 10, 2015

California Society of Pathologists



California Society of Pathologists Webinar

"Preparing for Part A Contract Negotiations Including Performance Based Incentives" November 18, 2015

University of Miami



42nd Annual Review & Recent Practical Advances in Pathology

"Maximizing Pathology Income in 2018" January 23, 2018

Dark Report

Executive War College *Conference On Laboratory & Pathology Management*

24th Annual Executive War College

“Negotiating Win-Win Part A Pathology Contracts with Hospitals and Health Networks: Best Approaches to Adding At-Risk Incentives that Deliver Value, Establishing Commercially Reasonable Arrangements, and Determining Fair Market Value for Part A Services” May 1, 2019

24th Annual Executive War College - Panel

“Anatomic Pathology Groups and Their Labs: Effective Strategies for Maintaining Clinical Excellence and Financial Stability During Disruptive Times” April 30, 2019

Webinar

“Newly Available Medicare Utilization and Price Data for Pathology: Why It’s Important to Your Lab and How to Use It to Boost Revenue and Pathologist Compensation” March 15, 2018

22nd Annual Executive War College

“Boosting Pathologist Income During 2017 with Creative Strategies for Part A, Pricing and Pathology Productivity” May 2, 2017

Webinar

“Boosting Revenue & Pathologist Income During 2017” January 25, 2017

21st Annual Executive War College

“Report on Medicare Physician Data and the Pathologist Workload Study: Insights to Guide Pricing, Managed Care Negotiations and Improve Part A Agreements” April 28, 2016

Webinar

“Pathology Practices: Financial and Clinical Strategies for 2016” November 17, 2015

University of Minnesota



UNIVERSITY OF MINNESOTA
PHYSICIANS

University of Minnesota, Residents & Fellows Presentation

“Pathology Business Affairs 101 Basic” April 12, 2017

G2 Intelligence



Pathology Institute 2014

"Hospital Pathology Contracting in a Dynamic Period: Maximizing Income through Innovative Arrangements" March 1, 2014