



# HBP

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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



### **42<sup>nd</sup> 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*

#### **The Dark Intelligence Group, COVID-19 STAT Briefings**

*“Part A and Performance Incentives in the Era of COVID-19”* November 12, 2020

#### **25<sup>th</sup> Annual Executive War College**

*“Virtual Meet-Up: Part A and Performance-Based Incentives”* September 8, 2020

#### **24<sup>th</sup> 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

#### **24<sup>th</sup> 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

#### **22<sup>nd</sup> 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

#### **21<sup>st</sup> 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

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**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*