



Georgetown Business of Medicine: Hematology/Oncology



GEORGETOWN UNIVERSITY
Georgetown University Medical Center



MedStar Health

Purpose

Fellowship prepares trainees for practice as independent hematologist/oncologists. Most curricula focus on the clinical aspects of the specialty but do not cover the business of oncology. An understanding of this topic is important for all fellows regardless of their future ambitions. The Georgetown Business of Oncology course seeks to address that deficiency in oncology training by introducing trainees to topics like medical billing, contract negotiation, and practice management. In doing so, we hope to prepare physicians for the real world and allow them to make educated decisions when planning their future endeavors.



Learning Objectives

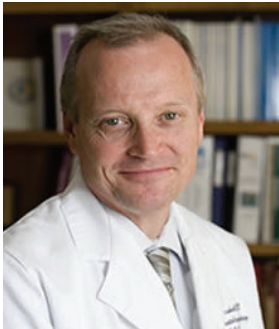
- **Identify** common revenue models in oncology
- **Evaluate and negotiate** contracts
- **Create** a career plan based on personal goals
- **Discuss** the basics of practice management



Course Directors



Neel D. Trivedi, MD is a Hematologist/Oncologist at the Virginia Piper Cancer Institute and Piper Breast Center at Abbott Northwestern Hospital, a part of the Allina Health system. He received a BA in Psychology and his MD at the University of Virginia. He completed his residency in Internal Medicine and fellowship in Hematology/Oncology at Georgetown University Hospital. He has focused his research in gastrointestinal malignancies and indolent leukemia/lymphoma.



John L. Marshall, MD is the Chief, Division of Hematology/Oncology, MedStar Georgetown University Hospital and Professor of Medicine and Oncology, Lombardi Comprehensive Cancer Center, Georgetown University. He is an internationally recognized expert in new drug development for GI cancer, with expertise in phase I, II, and III trial design, and has served as Principal Investigator for more than one hundred clinical trials. He is also the director of the Otto J. Ruesch Center for the Cure of Gastrointestinal Cancer, where he serves as an outspoken advocate for GI cancer patients and the importance of clinical research participation.

Speakers

Juliet Aiken, PhD, Managing Partner & Principal Consultant, Conducere and Director, Data Management & Analytics, Truth Initiative

Stephen L. Altman, Esquire with the Law Firm of Wharton, Levin, Ehrmantraut & Klein, P.A

Sandeep Dahiya, Ph.D, M.Phil, M.B.A, Associate Professor of Finance and Entrepreneurship, Georgetown University

Kashif Firozvi, MD, Maryland Oncology Hematology, Medical Director of White Oak Cancer Center, Medical Director of Innovation, US Oncology Network

John Marshall, MD, Chief, Division of Hematology/Oncology, MedStar Georgetown University Hospital and Professor of Medicine and Oncology, Lombardi Comprehensive Cancer Center, Georgetown University

Raymond Penzi, Vice President, Private Client at The Warner Companies

Mary Chris Ponder, MSHA, MSHI, Executive Director of Oncology Services at MedStar Georgetown University Hospital



Emily Russell, MSF, MBA, Director of Professional Services and Operations at MedStar Georgetown University Hospital

Brandon Smaglo, MD, FACP, Associate Professor, Department of Gastrointestinal (GI) Medical Oncology, Division of Cancer Medicine, The University of Texas MD Anderson Cancer Center

Madurima Uppalapati, MD, MBA, President and Medical Director at Northwest Georgia Oncology Centers, P.C.

Modules

Module 1:

21st Century Oncology

Module 2:

Contract Negotiation

Module 3:

Physician Compensation

Module 4:

Practice Reimbursement & Billing

Module 5:

Hiring in Academia

Module 6:

Being a Physician Leader

Module 7:

The Infusion Center

Module 8:

Career Planning Panel

Module 9:

Introduction to Personal Finance

Module 10:

Hiring in Private Practice

Module 11:

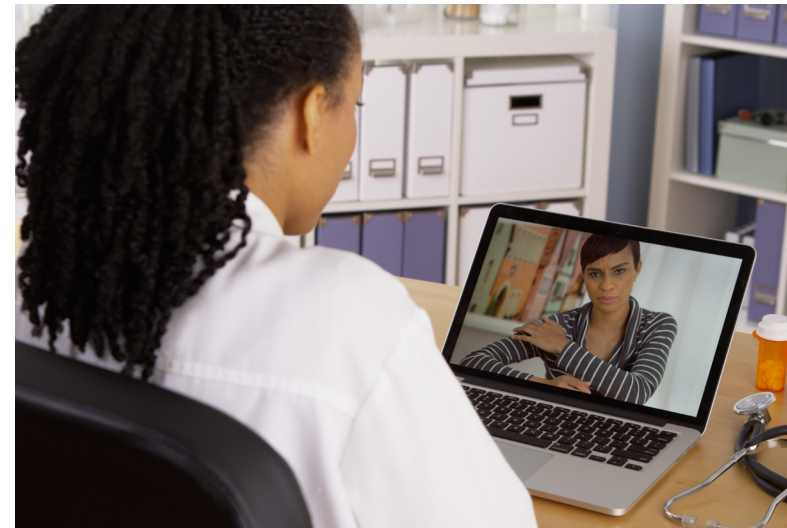
Medical Malpractice Primer

Module 12:

Disability Insurance

Pricing: This Course is \$1500 for 12 licenses to a program, \$150/ license for every extra fellow beyond 12. \$250 for individual licenses. All licenses are for 1 year.

This activity has been approved for *AMA PRA Category 1 Credits™*.



Testimonials



“I watched the contract negotiation session and I found it very helpful. I appreciated the stepwise focus on major contract points, even minor aspects of contract negotiation which are typically overlooked but could be a dealbreaker for some. A lot of aspects one wouldn’t necessarily think about unless they’ve gone through the hiring process in the past. I found it very valuable to know the intricacies of how certain practices work. Overall, I think it provides a good understanding to make sure one can protect themselves and end up working somewhere that fits their work ethic and culture.”

—Mohamed Samour MD, Hematology Oncology Fellow
at the [National Institutes of Health](#)



“The contract negotiation module from Georgetown Business of Medicine course was comprehensive and informative. Dr. Smaglo describes in detail the nuances of contract negotiation that go beyond just basics such as salary or vacation. This was a very helpful module for me as I am getting ready to start my job search for post-fellowship. I would recommend this course for all the fellows.”

—Monica Peravali MD, Hematology Oncology Fellow
at [MedStar Washington Hospital Center](#)

For more information visit: bit.ly/businessofmed

For further questions contact: gbom.course@gmail.com

The Ruesch Center
for the Cure of Gastrointestinal Cancers



AT GEORGETOWN LOMBARDI
COMPREHENSIVE CANCER CENTER

The Ruesch Center for the Cure of Gastrointestinal Cancers
Lombardi Comprehensive Cancer Center, Podium A
3800 Reservoir Road NW
Washington DC

Email: rueschcenter@georgetown.edu