

IDSNY pre-meeting workshop: ID Compensation Conversations

(In partnership with the IDSA Physician Compensation Initiative)

Tuesday, May 9, 2023

9am-12pm

Room 404/405 Vagelos Educational Center
104 Haven Avenue, NY NY 10032

(Light breakfast and lunch will be served. Free for trainees, but all attendees must register)

Learning Objectives:

- ✓ Identify knowledge required for an ID physician to navigate a successful compensation negotiation
- ✓ Review clinical and nonclinical functions of an ID physician, and how effort should be measured to truly reflect the full breadth of ID physician activity
- ✓ Explore how quality incentives can highlight the value of ID physicians and lead to greater compensation potential
- ✓ Examine the nuances of employment type/practice setting and how these dictate considerations for compensation negotiation

Time	Session
9-9:15am	Introduction/Opening Remarks (IDSA Task Force representative) <ul style="list-style-type: none"> • Background and goals of the PCI • key data points from physician compensation survey data
9:15-9:55am	What Does an ID Physician Need to Know for Compensation Negotiations to be Successful? (IDSA Task Force representative and compensation expert consultant) <ul style="list-style-type: none"> • Measuring Effort • Elements of Compensation • Value-Based Arrangements • The Negotiation Process
9:55-10:05	Networking break – ice breaker questions on the table on compensation issues
10:05 -11am	Case studies to Illustrate Key Strategies/ Compensation Tools Overview (to include local panel participation) <ul style="list-style-type: none"> • Background: commonly encountered OPAT challenges and how to address them • Facilitated breakout activity • Debrief and presentation of a successful infusion center-based OPAT model at NYHQ
11 - 11:10am	Networking break & solicitation of anonymous questions for panel for those who do not wish to ask in person
11:10-11:45am	Panel Discussion with audience participation (IDSA’s compensation expert to provide general Qs, IDSNY team to provider others + audience Qs) <ul style="list-style-type: none"> • Theresa Madaline (HHC, South Brooklyn) • Uzma Syed (South Nassau Hospital) • Liise-anne Pirofski (Einstein) • Marsha Epstein (Northwell)
11:45-close	Conclusions & Adjourn (IDSA Task Force representative)