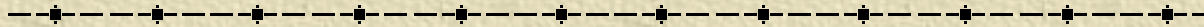
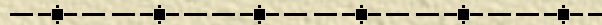


American College of Surgeons 2004 Leadership Conference



Cynthia Brown
Director, Division of
Advocacy and Health Policy



2003 Legislative Accomplishments

- ✦ Physician payment update
 - ◆ 2-year reprieve from negative adjustments
- ✦ Medical liability
 - ◆ So close.....
- ✦ Trauma system development
 - ◆ Progress on reauthorization
- ✦ Patient safety
 - ◆ Legislation improved





MMA Impact

Procedure	2005 Pay pre-MMA	2005 Pay expected	Change
Total Knee	\$1,220	\$1,496	22.6%
Carotid Endarterectomy	\$922	\$1,130	22.6%
TURP	\$572	\$696	21.7%
Partial Colectomy	\$995	\$1,218	22.4%
Laminectomy	\$849	\$1,044	23.0%
Hernia repair	\$376	\$463	23.1%

2004 Legislative Activities

- ✦ Elections dominate the agenda
- ✦ Continued focused on medical liability
- ✦ Continued progress on trauma
- ✦ No action on Medicare
 - ◆ “Re-building year”
- ✦ Miscellaneous issues
 - ◆ Physician-owned specialty hospitals
 - ◆ Assistants at surgery



2004 Legislative Activity -- continued

- ✦ Patient safety legislation
- ✦ Graduate medical education
 - ◆ Student loan repayments
 - ◆ DGME/IME payments for training in community settings
- ✦ Scope of practice issues
 - ◆ Veterans eye care



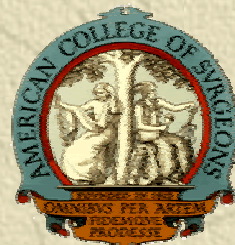
Other 2004 Activities

✦ Regulatory and private sector agenda

- ◆ “Buy down” cost of fixing Medicare payment system
- ◆ Private sector payment policies

✦ State issues

- ◆ Scope of practice
- ◆ Office-based surgery regulation
- ◆ Medical liability reform
- ◆ Expert witness standards



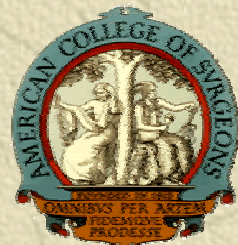
2005 Outlook

- ✦ Medical liability reform
 - ◆ Someone has to compromise
- ✦ Medicare physician payment
 - ◆ Updates –5% 2006-2012
 - ◆ MMA modifications
- ✦ Pay-for-performance
 - ◆ Public and private sector initiatives
- ✦ Coverage for the uninsured
- ✦ Medicare fee schedule
 - ◆ 5-year review



Other Division Activities

- ✦ Coding and practice management courses
 - ◆ Regional workshops and teleconferences
- ✦ Resource material for surgical residents
- ✦ Closed claims studies
- ✦ Medical liability educational programs



American College of Surgeons Professional Association

✦ Vehicle for most aggressive lobbying efforts

✦ Formed in 2002

◆ More flexible tax-exempt status

- Permits more commercial activity
- No limit on lobbying activity
- May be affiliated with political activity

◆ **ACSPA-SurgeonsPAC**



ACSPA-SurgeonsPAC

- ✦ Established October 2002
- ✦ About \$350,000/\$40,000 collected
- ✦ Contribution criteria
- ✦ Access opportunities and visibility



ACSPA Liability Activities

- ✦ Patient education brochures
- ✦ Campaign buttons
- ✦ State advertisements
- ✦ Waiting room material and others under development







Surgeons go door-to-door making "House Calls" on Tuesday, October 7

Surgeons from the New Jersey Chapter of the American College of Surgeons will be coming to New Jersey neighborhoods to make "House Calls" on Tuesday, October 7.

Why the house calls? Because we have a **medical liability insurance crisis** in New Jersey. And your local surgeons want to discuss this current crisis and its growing impact on your access to surgical care in New Jersey.

What is the growing impact? Many doctors—particularly specialists such as surgeons—have had to leave their communities and relocate to other regions of the country. Some doctors have stopped providing important health care services altogether. In both cases this is happening because doctors cannot find affordable medical liability insurance to continue their medical practice here in New Jersey.

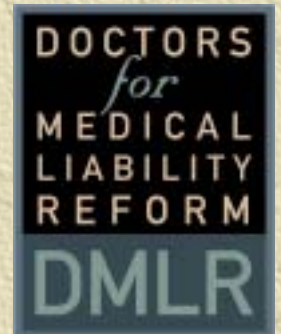
America's medical liability system is *broken*. It has turned into a lottery in which lawyers ask juries for jackpot awards and then pocket a large amount of the money. It's time for Governor McGreevey and the New Jersey Assembly to support a legislative package of proven common sense and civil justice reforms that will safeguard patients' access to care, while preserving their access to courts.

Please take a few minutes on October 7 to listen to the concerns of New Jersey surgeons. Please be there for them —so they can continue to be there for you!



ACSPA--Doctors for Medical Liability Reform

- ✦ State focused public education campaign
 - ◆ WA, NC, SC, GA, PA, FL, IL
- ✦ Complementary inside-the-Beltway strategy
- ✦ 30-minute TV news magazines
- ✦ Print advertisements





IF YOU'RE CONSIDERING MORE
BUSINESS IN WASHINGTON STATE:

Before You Move In, Look Who's Moving Out.

Before you take business to the next level, it's important to consider the quality of the business environment in Washington state. The advantages listed below are just a few of them.

Attracting a variety of business talent is an important part of growing your business. Washington state provides a competitive environment that can be extremely beneficial to your business.

Washington state's professional and business environment is one of the best in the country, offering a diverse range of services to help you succeed.

THE BROAD base of education and workforce "pulls and reflects" the state's diverse and multicultural ability across the Washington.

There are a lot of high business potential in all areas, whether they're

and have excellent skills. That's why thousands of American families have chosen to raise their children in Washington state. It's not just the quality of the education, but also the safety and security of the state. There are many reasons to choose Washington state.

AN EXCELLENT QUALITY OF ACCESS TO HEALTHCARE IS AN ESSENTIAL PART OF YOUR BUSINESS. THAT'S WHY WASHINGTON STATE IS THE IDEAL LOCATION FOR YOUR BUSINESS AND YOUR CUSTOMERS.

Washington state's professional and business environment is one of the best in the country, offering a diverse range of services to help you succeed.

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For the best results, we
recommend you visit our
ProtectHealthNow.org
1000 10th Street
Seattle, WA 98101
Phone: 206.462.1234

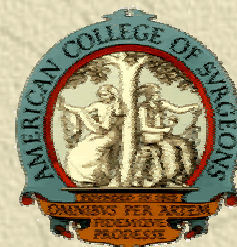
**DOCTORS
FOR
MEDICAL
LIABILITY
REFORM
DMLR**

Washington State Medical Liability Reform Act of 2009 (SB 5000) - Revised July 2010. The Society of American Doctors is a national organization of medical professionals. It is not affiliated with any political party or organization. The information on this page is for informational purposes only and does not constitute an offer of insurance or any other financial product. Please consult your agent for more information.

**DOCTORS
for
MEDICAL
LIABILITY
REFORM
DMLR**

Opportunities for Fellows to Participate

- ✦ Be informed
- ✦ Express your views
- ✦ Use the Federal Legislative Action Center
- ✦ Use the State Legislative Action Center for Surgery
- ✦ Participate in ACSPA-SurgeonsPAC





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