Interview with recruiters and employers
www.NonClinicalCareers.com
October 22–23, 2016, Chicago, IL

13th ANNUAL

Non-Clinical Careers for Physicians Conference

Inside information on dozens of alternative careers

Network with over 40 faculty members

Exhibitors and Recruiters see page 13

Preconferences
How to Supplement Your Income with Lucrative Home-Based Work
Thursday, October 20, 2016
How to Find and Land High Paying Non-Clinical Jobs
Friday, October 21, 2016

www.NonClinicalCareers.com
Non-Clinical Careers for Physicians www.NonClinicalCareers.com

Non-Clinical Careers For Physicians Registration Information

Location/Hotel Accommodations: Non-Clinical Careers for Physicians will be held at the Crowne Plaza Chicago O'Hare Hotel & Conference Center in the Village of Rosemont, IL. This full service "fly in fly out" property is easily accessible to Chicago's O'Hare airport and provides complimentary 24 hour shuttle service to and from O'Hare Airport. SEAK has secured a special group rate of $149/night for single occupancy. Rooms are limited and this rate expires on October 12, 2016. To make your reservations, please call 877-337-5793 and refer to the SEAK Group rate.

Included in Your Main Conference Registration:
- All main conference sessions with your choice of breakout sessions.
- Networking at provided breakfast, lunch, and breaks each day as well as the Saturday evening reception.
- The opportunity to meet one-on-one with employers, speakers, mentors, and recruiters.
- A detailed and informative course book.
- A free copy of the book Do You Feel Like You Wasted All That Training?: Questions from Doctors Considering a Career Change, by Michael J. McLaughlin, MD.

Cancellations: Conference cancellations received in writing prior to October 12, 2016 will receive a full tuition refund. Persons cancelling on or after October 12, 2016 will receive a full tuition credit.

Please register me for the following preconferences:
- How to Supplement Your Clinical Income with Lucrative Home-Based Work Thursday, October 20, 2016
- How to Find and Land High Paying Non-Clinical Jobs Friday, October 21, 2016

Please register me for the main conference:
- 2016 13th Annual Non-Clinical Careers for Physicians, Saturday–Sunday October 22-23, 2016

Physician training seminars available on DVD: (MA residents add 6.25% sales tax)
- Medical Malpractice Survival Training for Physicians ($895)
- How to Become a Successful Physician Inventor ($895)
- Negotiating Skills for Physicians ($495)
- How to Start, Build & Run A Successful Physician Consulting Practice ($895)

Please print or type all items to assure accuracy. All confirmations will be sent to the individual indicated. Priority Code: NCCFEB17

MAIL to: SEAK, Inc., P.O. Box 729, Falmouth, MA 02541 FAX to: 508.540.8304
CALL: 508.457.1111 or REGISTER ONLINE: www.seak.com

First Name (as it will appear on name badge):

Last Name:

Title:

Specialty:

Company/Organization:

Mailing Address:

City: State: Zip:

Phone: Fax:

E-Mail: (Please print neatly - confirmations and other information will be sent via email)

☐ I’ve enclosed a check payable to: SEAK, Inc., P.O. Box 729 Falmouth, MA 02541

OR I’m Paying by Credit Card (please circle card type) MC / Visa / Amex / Discover

Card Number: Exp. Date:

Name as it appears on the card: Security Code:

Signature:
If you are a physician who would like to explore the numerous non-clinical opportunities open to you, this is the conference for you.

- Find out what’s out there, how to get it and how much it pays
- One-on-one mentoring
- Meet with employers and recruiters
- See with your own eyes that switching to a non-clinical career has more financial potential than clinical medicine and is in fact a step forward, not a step backwards
- Learn from numerous colleagues who have successfully made the switch and hear how it is done
- Become empowered by knowing that you are far from alone in your desire for change
- Network with faculty, speakers, mentors, recruiters and fellow attendees
- Get your process of career change moving
- Form a customized action plan to position yourself for and successfully make your career transition

SEAK, Inc. (www.seak.com), founded in 1980, is an ACCME accredited continuing education and publishing firm. We have trained thousands of physicians across the United States. We pride ourselves on the quality of our educational programs and encourage attendees to talk to other physicians who have taken SEAK courses in the past. Please see the extensive list of testimonials available at www.NonClinicalCareers.com.
Q. How much non-clinical opportunity is out there for physicians?
A. More than you can imagine. Our 40+ faculty will be providing information on dozens of non-clinical career paths. Your biggest challenge will likely be deciding which of many possible roads to follow.

Q. Do I need to be actively looking for a job to attend or benefit from this conference?
A. No. Many, if not most, of the attendees at the conference are not immediately looking for jobs, rather they just want to see the breadth of opportunities that are available to them to plan for the future or keep their options open.

Q. Do attendees find jobs at the conference?
A. Yes. We will once again be inviting recruiters and employers to the conference. Our recruiters and employers traditionally conduct hundreds of interviews onsite and hire many of our physician attendees. Last year our employers were looking to fill over 35 full time positions and numerous part time and work from home positions. Industries represented included pharma, consulting, insurance, education, independent review and others. Additionally, attendees find jobs through their networking at the conference.

Q. How does the free mentoring/networking work?
A. Attendees have the opportunity to sign up for 15 minute 1-1 mentoring sessions with our large and diverse panel of mentors. You will have numerous opportunities to network with faculty and fellow attendees during the conference.

Q. What is the age of your typical attendee and why do they come to the conference?
A. It runs the full range. Each year we have 350+ attendees and this will include interns, residents and physicians in their 70s. Our attendees come for many reasons including wanting to make more money, have more control over their schedule, looking for new challenges, a physical disability that prevents them from practicing medicine, or simply no longer enjoying the practice of medicine.

Q. How many of the main conference attendees attend one or more of the preconferences?
A. Over 50%, as the information contained in the preconferences is not covered in the main conference.
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<tr>
<th>Time</th>
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<tr>
<td>7:30–8:30</td>
<td>Registration and Continental Breakfast with Faculty, Mentors, and Recruiters</td>
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<tr>
<td>8:30–9:30</td>
<td>How to Plan and Execute Your Successful Career Transition</td>
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<td>Break and Mentoring and Employer Sign Up Time: Attendees will sign up for individual sessions with recruiters and mentors.</td>
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<td>11:00–12:00</td>
<td>How to Achieve Personal and Professional Balance, Fulfillment, and Joy</td>
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<td>LUNCH (Provided with Faculty, Mentors, and Recruiters)</td>
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<td>4:50–6:00</td>
<td>Networking Reception with Colleagues, Faculty, Mentors, Recruiters, and Employers</td>
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Kim Aikens MD, MBA is the founder of the Aikens Approach, a corporate mindfulness and leadership-training program. Also a certified career coach she offers career and business coaching services for physicians through her consulting company, Pursuit Health.

Paul Beninger, MD, MBA is an infectious disease physician who has had a distinguished career in pharma, including various roles at FDA, Merck and currently as Therapeutic Area Head, Pharmacovigilance with Genzyme (a Sanofi company). He is also on the faculty of Tufts University School of Medicine as Director of the MD/MBA program.

David Best, MD, MBA is the CEO and Co-Founder of the MDea family of companies, including BESTMSLs (BESTMSLs.com), a contract medical science liaison organization, The Doctor’s Channel (TheDoctorsChannel.com), the world’s largest short form video site for doctors including CME, The Almost Doctor’s Channel (TheAlmostDoctorsChannel.com) for premeds, med students, residents and fellows, MDea (MDeaNY.com) a medical communications agency and Dr. Cruiter (DrCruiter.com) a physician placement service.

Joe Bormel, MD, MPH is the Acting Vice-President, Medical Informatics at Healthline Networks. His previous experience in informatics includes serving as Medical Officer in the Office of the National Coordinator for Health IT at The US Department of Health and Human Service, serving as a Vice-President at QuadraMed, and Chief Architect, Medical Management at Cerner Corporation.

David C. Brodner, MD is a Board Certified ENT and Sleep Medicine physician from Boynton Beach, Florida. His non-clinical pursuits include expert witnessing, serving as a teacher and consultant for medical device companies, and performing disability and utilization file reviews.

Jeffery D. Brown, MD is a successful physician consultant who has built a national EHR training practice. He is available to mentor other physicians on branding yourself and running and developing a successful full or part time consulting practice through social media and other techniques.

Doug Burnette, MD, CFP is a Partner and Wealth Manager with Clark & Burnette Wealth Management a growing independent Registered Investment Advisor with over $20,000,000 of assets under management.

Cynthia Cuffie, MD is President of Aspire Educational Associates which focuses on career planning and development. She has wide experience in pharmaceutical clinical development.

Phillip Brian Davis, MD is a senior reviewer at CDER/ODEIV/Division of Medical Imaging Products for the US Food and Drug Administration. Dr. Davis has wide experience working for the Federal Government at the FDA.

Cory S. Fawcett, MD is the owner of Prescription for Financial Success where he shows other physicians how to live a great life, have a fulfilling career, control debt and become financially successful. Dr. Fawcett also provides insight and advice on how to find enjoyable part-time work after retirement.

Judy L. Finney, MD, FACC has been an Associate Medical Director with Allstate Financial in Chicago since 2012 where her responsibilities mainly involve underwriting life insurance. Prior to joining Allstate, Dr. Finney practiced interventional cardiology for more than 25 years in Arizona.
Heather Fork, MD, CPCC is owner and founder of the Doctor’s Crossing. As a CTI certified coach, she works with physicians who are seeking to renew and revitalize their careers and avoid burnout.

Helane Fronck, MD is a professional coach who focuses on helping other physicians conquer burnout and become fully engaged in a life they want to be living and love being a doctor again. She holds multiple coaching certifications including Certified Physician Development Coach, Certified Professional Co-Active Coach and Associate Certified Coach.

Constantine (Dean) Gean, MD, MBA, MS, FACOEM is Regional Medical Director at Liberty Mutual and a Physician Board Certified in Occupational Medicine, with wide experience and expertise in disability insurance. His prior positions include Chief Medical Officer at UNUM, the largest US Group Disability Insurer and Corporate Medical Director/VP of Operations at CORE, Inc.

Lisa S. Jenkins, MD is the owner and Medical Director of Genesis MedSpa in Colorado Springs, Colorado, which she founded in 2007. Genesis MedSpa has won numerous awards and been named a Colorado top 100 woman-owned business.

Jeffrey W. Wilder, MD Weeks Career Services and the Past President of the National Resume Writers’ Association.

Charlotte Weeks is an executive career coach and professional resume writer. She is the CEO of Weeks Career Services and the Past President of the National Resume Writers’ Association.

Kernan Manion, MD is a professional development coach who specializes in helping physicians deal with career dissatisfaction and burnout, develop core leadership and emotional intelligence skills, and successfully explore and complete career transitions.

Philip J. Marion, MD is triple board certified in Physical Medicine & Rehabilitation, Pain Management and Electrodiagnostic Medicine. He has extensive experience in performing IME exams and file reviews.

Michelle Mudge-Riley, DO, MHA has spent the past 10 years mentoring and coaching other doctors in their career strategy and helping physicians with all aspects of a non-clinical transition.

Nahille Natour, MD, CPCC, ACC is a Certified Professional Co-Active Coach (CPCC) whose passion is to inspire her clients to achieve balance in their lives. Her firm Inspire Balance Coaching, LLC serves physicians who are looking to transform their life, careers, businesses and relationships.

Stephanie Pearson, MD, FACOG is an OB/GYN who is disabled from practicing obstetrics and currently owns her own insurance brokerage business. She is available to offer guidance to physicians on how to manage disability risk and successfully navigate a disability, should one occur.

Julia Pewitt Kinder, D.O. is a national speaker, best-selling author, career consultant, fitness expert, and mom (Ella has Down syndrome and inspired Dr. Kinder’s career transition).

Ruben J. Rucoba, MD is a freelance medical writer and practicing pediatrician. He has been a writer and editor for over two decades, is a member of the American Medical Writers Association and has experience in both CME/medical communications and writing for the general public.

Alexander Ruggieri, MD is the Managing Medical Director at Anthem Care Management. Dr. Ruggieri is well traveled in the non-clinical career journey. His past experience includes CMO for Cerner Corporation and Medical Director for Safety and Pharmacovigilance at Amgen. His clinical training and experience is in internal medicine and rheumatology and includes a National Library of Medicine Fellowship in Medical Informatics.

Bharat Kohli, MD, MBA is Chief Medical Officer for AHRM Inc. a boutique Contract Research Organization. Dr. Kohli has diverse non-clinical experience. His past employment includes being Corporate Director, Healthcare R&D at the Fortune 300 Company Praxair and Associate Medical Director at Kaleida Health, a non-profit hospital system with over 2,000 beds and 11,000 employees.

Michelle Mudge-Riley DO, MHA has spent the past 10 years mentoring and coaching other doctors in their career strategy and helping physicians with all aspects of a non-clinical transition.

Laura McCain, MD, FACOG is a medical director at PPD, a global contract research organization (CRO) with over 12,000 employees. She serves PPD as a medical monitor/safety physician and as a product development consultant.

Peter S. Moskowitz, MD is a certified career transition coach and life coach for physicians and Executive Director of The Center for Professional and Personal Renewal in Palo Alto, CA. He is also Clinical Professor of Radiology, Emeritus, at the Stanford University School of Medicine.

Sosunmolu Shoyinka, MD is a Medical Director Behavioral Health for Cenpatico Behavioral Health/Sunflower State Health Plan in Lenexa, Kansas where he oversees clinical services planning and utilization for over 140,000 covered lives. He is a Yale, Columbia, and NYU trained psychiatrist and addiction medicine specialist.
Day One, Saturday, October 22, 2016

Registration and Continental Breakfast with Faculty, Mentors and Recruiters

8:30-9:30  How to Plan and Execute Your Successful Career Transition

Heather Fork, MD, CPCC

Dr. Fork will lay out a step-by-step protocol for physicians considering career transition — including providing practical tips, with examples, for how to potentially improve job satisfaction in your clinical career. She will provide a proven pathway for identifying the careers that are a best fit for you and for then positioning yourself for and securing your first non-clinical role. In addition, Dr. Fork will discuss partial non-clinical transitions (blending clinical work with non-clinical work). She will provide case examples from some of the hundreds of physicians whom she has had the privilege of coaching. Questions and Answers.

Heather Fork, MD, CPCC, is owner and founder of the Doctor’s Crossing. As a CTI certified coach, she works with physicians who are seeking to renew and reinvigorate their careers and avoid burnout. She helps doctors tap into their natural abilities and passion to create new and inspiring opportunities within clinical medicine or through non-clinical options. After practicing for 9 years in her own successful dermatology practice, she made the difficult decision to leave her practice and pursue a calling to serve others in a different way. Having gone through a career transition, she is able to integrate her experience, training, and abiding interest in her work to help other physicians find happiness, success and fulfillment in their own lives and careers.

9:30-10:15  Introduction of the Mentors and Recruiters. The Conference Mentors and Recruiters will introduce themselves and briefly describe their background and areas of interest.

10:15–11:00  Break and Mentoring and Employer Sign Up Time: Attendees will sign up for individual sessions with recruiters and mentors.

11:00–12:00  How to Achieve Personal and Professional Balance, Fulfillment, and Joy

Nahille Natour, MD, CPCC, ACC

Dr. Natour will show you the steps to take to allow you to reconnect with your passion on a daily basis. She will provide practical advice, with examples, for how to believe and achieve what is possible, identify your crucial values and life purpose and to align yourself with these. She will recommend specifics such as creating space and time for yourself, properly care for your well-being and having fun. Dr. Natour will explain why it is critically important to focus on your own well-being and will provide numerous suggestions for ensuring that your vocation is your passion and not a chore. Questions and Answers.

Nahille Natour, MD, CPCC, ACC is a Certified Professional Co-Active Coach (CPCC) whose passion is to inspire her clients to achieve balance in their lives. Her firm Inspire Balance Coaching, LLC serves physicians who are looking to transform their life, careers, businesses and relationships. As a board-certified Obstetrician/Gynecologist, she has experience in many practice settings and has personally and successfully worked through physician burnout. Dr. Natour completed her OB/Gyn residency training at Baylor University Medical Center in Dallas. She earned her medical degree from Texas A&M University Health Science Center School of Medicine and carries an undergraduate degree from the University of Texas at Austin. She received her coaching certification through The Coaches Training Institute as well as the International Coach Federation. Dr. Natour is a SEAK alumnus.

12:00–1:00  LUNCH (Provided with Faculty, Mentors, and Recruiters)

1:00–1:50  BREAKOUT SESSIONS, CHOOSE ONE

A. Opportunities for Physicians in Medical Informatics

Jonathan Teich, MD, PhD

Dr. Teich will detail the various entities that typically hire physicians for healthcare IT positions including providers, vendors, the government, and even insurers. He will provide insight on the types of projects physicians can be expected to work on in each of these work settings and will provide advice for positioning yourself through experience, education and other techniques for breaking into the field of informatics. In addition, Dr. Teich will discuss practical issues such as whether you can and should continue to practice clinically, hours, work setting, compensation/ benefits, and opportunities for advancement. Questions and Answers.

Jonathan Teich, MD, PhD is the Chief Medical Informatics Officer of Elsevier. He also practices Emergency Medicine part time and has been on the faculty of Harvard since 1983. Dr. Teich’s experience in healthcare IT includes Advisor to ONC at the US Department of Health and Human Services, Chief Medical Officer of HealthIntelligence, serving on the Board of Directors of HIMSS, AMIA, and the eHealth Initiative, and Corporate Director, Clinical Systems R&D for Partners Healthcare. Dr. Teich received his BS from Caltech, his PhD from MIT, and his MD from Harvard.

OR

B. Opportunities for Physicians as Entrepreneurs

Mark J. Tager, MD

Mark J. Tager, MD has had a long and varied entrepreneurial career in healthcare. He is CEO of ChangeWell, Inc. and co-founder of the Key Opinion Leader Training Academy. Along with noted integrative cardiologist, Mimi Guarneri, MD, he has authored Total Engagement: The Healthcare Practitioner’s Guide to Heal Yourself, Your Patients and Your Practice, a text designed to help physicians rekindle their passion for medical pursuits. Early in his career, Dr. Tager founded and ran a medical communications company before it was ultimately sold to Mosby Yearbook. He went on to help create Reliant Technology, where he launched the Frelax® laser and introduced the science of fractional photothermolysis to physicians and consumers around the world. Today, the products and services of Reliant are part of Valeant. He has consulted with healthcare companies in the United States, Korea, Panama, Japan, the EU, and Russia. Recent clients include Sente, Edge Systems, UVO, Histogen, Stemmedica, Zeltiq, Cleveland Heart Lab, and Life Length. Dr. Tager did his undergraduate and medical training at Duke University and family practice at the University of Oregon Health Sciences Center.

1:50–2:00  BREAK AND NETWORKING OPPORTUNITY
Day One, Conference Program: Saturday, October 22, 2016

2:00–2:50 BREAKOUT SESSIONS, CHOOSE ONE

A. Opportunities Available for Physicians with Consulting Firms: What is Available and How to Obtain Them

Andrew Ziskind, MD
Dr. Ziskind will discuss why physicians go to work for healthcare and national consulting companies. He will explain why physicians are hired, their career path, and what their work consists of. Dr. Ziskind will offer practical advice and suggestions for physicians considering consulting and will explain what makes physicians attractive to consulting companies. Questions and Answers.

Andrew Ziskind, MD is the managing director, Chicago, of the Huron Consulting Group. Dr. Ziskind has more than 25 years of experience in clinical care and academic health system leadership. He is an MGH-trained interventional cardiologist with extensive clinical and administrative experience. He has developed and led innovative primary care and specialty delivery systems that span both academic medical centers and community hospitals, and has vast knowledge and leadership involvement in accountable care, payment reform and population health. Dr. Ziskind has experience in national and international consulting and was recognized by Consulting Magazine as one of the 25 most influential consultants in 2013.

OR

B. Opportunities for Physicians as Medical Science Liaisons

David Best, MD, MBA
Dr. Best will discuss the opportunities for physicians in the field of Medical Science Liaisons (MSLs). He will explain how to get your foot in the door, what employers are looking for, compensation, and career development. Dr. Best will explain why physicians become MSLs love their jobs and make a difference in patients’ lives. Questions and Answers.

David Best, MD, MBA is the CEO and Co-Founder of the MDea family of companies, including BESTMSLs (BESTMSLs.com), a contract medical science liaison organization, The Doctor’s Channel (TheDoctorsChannel.com), the world’s largest short form video site for doctors including CME, The Almost Doctor’s Channel (TheAlmostDoctorsChannel.com) for premeds, med students, residents and fellows, MDea (MDeaNYc.com) a medical communications agency and Dr. Cruter (DrCruter.com) a physician placement service. Born and raised in Camden, New Jersey, David went on to Franklin & Marshall College, Temple University School of Medicine for his MD, Lenox Hill Hospital for his surgical residency, Pitt for ENT, and Baruch College for his MBA. He entered the world of pharmaceuticals in 1982 with Saatchi & Saatchi, where he served as Medical Director and Sr. VP, Account Supervisor. Subsequently, he was Medical Services Director for Bristol-Myers Squibb and on July 10, 1989, started the first scientifically credentialed Medical Science Liaison (MSL) group in the industry. He went on to create Colleague Medical, a peer-to-peer dinner meeting company for Reed Elsevier. In 1995, he returned to the Saatchi organization and started BESTMED, a medical education company with the slogan, “the most creative med ed company in the world.” You may recognize David as he starred with his Jack Russell Terrier, Elvis, in the CBS hit reality series Greatest American Dog.

2:50–3:00 BREAK AND NETWORKING OPPORTUNITY

3:00–3:50 BREAKOUT SESSIONS, CHOOSE ONE

A. Opportunities for Physicians in Pharma

Daniel J. Isaacman, MD, FAAP
Dr. Isaacman will review the structure of pharmaceutical companies and explain how physicians fit into various roles including medical affairs, regulatory affairs, clinical research, drug safety, marketing, and communications. He will provide insights into what can be expected from a career in the pharma industry in terms of typical projects and responsibilities, hours, work setting (including the growing number of work from home positions), travel requirements, opportunities for maintaining a clinical practice, compensation structure and benefits. The differences between a career in pharma and that of one in clinical medicine will be illustrated and emphasized so the attendee can determine if this opportunity is a good fit. Most importantly, Dr. Isaacman will provide advice on how to develop and showcase skills that are sought after by industry so that you can break into this field. Questions and Answers.

Daniel J. Isaacman, MD, FAAP is Senior Director, Global Therapeutic Area Leader Infectious Disease, Vaccines and Pediatrics for Parexel. Previously, he served as Vice President, Clinical Development for Infacare, Director of Vaccine Clinical Research for Merck, and Director/Senior Director, Vaccines, for Wyeth. In addition to his work in pharma, Dr. Isaacman is a Professor of Pediatrics at Drexel University School of Medicine and still works clinically on a part time basis as a pediatric emergency medicine physician. Dr. Isaacman received both his medical and undergraduate degrees from the University of Pennsylvania.

OR

B. Opportunities for Physicians in Coaching

Helane Fronek, MD
Dr. Fronek will introduce attendees to the extremely rewarding endeavor of coaching. She will explain what coaches do on a day to day basis, how they get paid, how to get clients, how to get started in this field and the keys to excelling in this field. In addition, Dr. Fronek will discuss certification, fees, working conditions, how you can be a coach and still practice clinical medicine as well as the transferable skills you will develop when coaching and how these can make you a better communicator, leader, physician and person. Questions and Answers.

Helane Fronek, MD is a professional coach who focuses on helping other physicians conquer burnout, become fully engaged in a life they want to be living and love being a doctor again. She holds multiple coaching certifications including Certified Physician Development Coach, Certified Professional Co-Active Coach and Associate Certified Coach. In addition to her coaching activities, Dr. Fronek serves as an Assistant Clinical Professor of Medicine at UC-San Diego School of Medicine and sees patients at La Jolla Vein Care in La Jolla, California. Dr. Fronek received her MD from Northwestern and trained in Internal Medicine at UC-San Diego School of Medicine.

3:50-4:00 BREAK AND NETWORKING OPPORTUNITY

4:00-4:50 BREAKOUT SESSIONS, CHOOSE ONE

A. Non-Clinical Opportunities Available in the Medical Device Industry: Making a Difference

Piet Hinoul, MD, PhD
Dr. Hinoul will discuss the numerous and varied full-time and part-time opportunities available to physicians in the medical device industry. He will explain the roles that physicians play, what types of activities they may engage in and will offer suggestions for entry into and excelling in the medical device field. He will offer practical advice for physicians on how to position themselves for, identify and obtain positions in the medical device field. Questions and Answers.
Day 1, Conference Program: Saturday, October 22, 2016

Piet Hineul, MD, PhD is Vice President, Medical Affairs for the Ethicon franchise, and is a member of the Ethicon Global Management Board and a member of the Leadership Team for the Medical Affairs Center of Excellence for Medical Devices within Johnson & Johnson. Piet earned his MD degree from the University of Leuven (Belgium) and his PhD in Biomedical Sciences from the University of Amsterdam (the Netherlands). He is a European Board-certified Gyneco-obstetrician having trained in the UK and Belgium and was a member of staff at the large teaching hospital of Genk, Belgium, for 8 years where he set up one of the first dedicated uro-gynecology units in the country. Piet served as President of the Flemish Society of Obstetricians and Gynecologists in 2007 and 2008. He published more than 30 peer-reviewed articles on various topics of gynaecologic surgery, and has lectured internationally on them. He has wide and deep experience in the medical device industry.

OR

B. Opportunities as a Medical Writer

Mandy Huggins Armitage, MD

Dr. Armitage will survey the opportunities available to physicians in the interesting and rewarding field of medical writing. She will discuss opportunities as both an employed medical writer and a work from home freelance. Dr. Armitage will explain the wide variety of projects medical writers may work on. She will also discuss compensation, work setting, available training, what employers and clients are looking for, and most importantly, how to best position yourself to break into this field and find your first position or assignment.

Questions and Answers.

Mandy Huggins Armitage, MD is a successful medical writer who has experience both as a freelance and as a full time employed writer. She currently serves as a Clinical Content Medical Writer for HealthLoop. Prior to transitioning to medical writing, Dr. Armitage practiced non-surgical sports medicine. She received her MD from Indiana University School of Medicine and her BS in Biology from Purdue.

Day 2: Conference Program: Sunday, October 23, 2016

7:00–7:30 Continental Breakfast with Faculty, Mentors, and Recruiters

7:30–8:20 BREAKOUT SESSIONS, CHOOSE ONE

A. Non-Clinical Careers for Physicians in Patient Safety and Medical Administration

Susan A. Abookire, MD, MPH

Dr. Abookire will discuss the rewarding opportunities available for physicians in the fields of patient safety and medical administration. She will discuss what physicians in these fields do on a day to day basis (including typical projects and responsibilities) as well as hours, responsibilities, opportunities for advancement and expected compensation and benefits. Dr. Abookire will provide practical tips to position yourself for opportunities and then locate and land your first position in patient safety and medical administration.

Questions and Answers.

Susan A. Abookire, MD, MPH is the Founder and President of the Society of Physician Quality Officers and the Co-Founder of the Harvard Medical School Fellowship in Quality and Patient Safety. A seasoned physician executive, her experience includes Senior Vice President, System Quality Officer – Houston Methodist (a system with over 1900 beds and 18000 employees), and Chairwoman of the Department of Quality and Patient Safety at Mount Auburn Hospital (Cambridge, MA). Dr. Abookire previously practiced medicine as an internist. Prior to attending medical school, Dr. Abookire was a successful electrical engineer and project manager for the Boeing 757/767 flight management systems.

OR

B. Opportunities for Physicians As An Independent Medical Examiner & File Reviewer

Philip J. Marion, MD, MP, MPH

Dr. Marion will discuss the numerous opportunities available to physicians in the fields of Independent Medical Exams and File Reviews for insurers, self-insurers and file review companies. He will explain the earning potential and what the work consists of on a day-by-day basis. Dr. Marion will provide practical advice on how physicians can break into these fields.

Questions and Answers.

Philip J. Marion, MD is the Division Director for Rehabilitation Services and Clinical Professor of Medicine & Neurology at the George Washington University Medical Center. He is also Medical Director at the VAMC for Polytrauma Network Site. As a Robert Wood Johnson Health Policy Fellow and Congressional Fellow, Dr. Marion provided policy analysis for relevant health committees in the United States Senate. Dr. Marion has extensive expertise in rehabilitation medicine program development, medical pain management and prosthetics/orthotics assessment. Dr. Marion is triple board certified in Physical Medicine & Rehabilitation, Pain Management and Electrodiagnostic Medicine. He has extensive experience in performing IME exams and file reviews.

8:20–8:30 BREAK AND NETWORKING OPPORTUNITY

8:30–9:20 BREAKOUT SESSIONS, CHOOSE ONE

A. Opportunities for Physicians With Health Insurers

Sosunmol Shoyinka, MD

Dr. Shoyinka will describe the various opportunities available to physicians with health insurers. He will explain how working at health insurers is not the dark side and does not exclusively involve utilization review, but rather can involve a wide variety of fulfilling work such as training providers, developing health policy, interacting with senior management and developing creative contracting models. Dr. Shoyinka will provide practical suggestions for how to break into the health insurance field and succeed.

Questions and Answers.

Sosunmol Shoyinka, MD is a Medical Director Behavioral Health for Cenpatico Behavioral Health/Sunflower State Health Plan in Lenexa, Kansas where he oversees clinical services planning and utilization for over 140,000 covered lives. He is a Yale, Columbia, and NYU trained psychiatrist and addiction medicine specialist. Dr. Shoyinka also maintains an active clinical practice focusing on individuals with co-occurring disorders and complex behavioral health needs. He regularly speaks at national and local conferences on topics relating to integrated care and is a SEAK Non Clinical Careers Conference alumnus.

OR

B. Physician Inventing: Achieving Success and Making a Difference

Richard M. Chesbrough, MD

Dr. Chesbrough will describe how he turned an intractable clinical problem, the inability to mark small lesions in breast biopsies, into a highly successful and life-saving invention. He will describe the process for turning your idea into a patentable and successful product and how to license and help bring your product to market, making a difference in the lives of patients.

Questions and Answers.

Richard M. Chesbrough, MD is a nationally-known diagnostic radiologist, teacher and medical inventor. He is also a seasoned and
Day Two, Conference Program: Sunday, October 23, 2016

successful medical inventor, with numerous devices currently being sold in the healthcare marketplace. Dr. Chesbrough’s UltraClip®, UltraWire®, and Chesbrough Anchor Wire® devices are licensed to C.R. Bard and will gross over $2.7 Million this year in World-wide sales. His PathPro® surgical specimen container device is sold at over 165 hospitals, and is rapidly becoming a standard product in radiology departments around the country. Dr. Chesbrough also developed a Critical Test Result Management software program called R.A.D.A.R. (Report Alert and Data Accrual Registry). The program automates the process of sending an alert and collects an audit trail of events, to track the communication. R.A.D.A.R. was sold in 2011 to RadNet, a publicly-traded company based out of Los Angeles, California.

Elizabeth (Lisa) Varghese-Kroll, MD

Elisabeth (Lisa) Varghese-Kroll, MD has been a home based Physician Advisor with Executive Health Resources since 2012. She has experience in both EHR’s concurrent and appeals divisions. Dr.Varghese-Kroll is board certified in physical medicine and rehabilitation. She received her BS in Mass Communications from Virginia Commonwealth University, summa cum laude and her MD from the University of Virginia. Her journalistic experience includes an internship at CNN working for Dr. Sanjay Gupta as well as work for the Judiciary Committee of the U.S. House of Representatives. Dr. Varghese-Kroll is a SEAK alumnus.

Questions and Answers.

Jeffrey Martin Pearl, MD

Jeffrey Martin Pearl, MD has diverse teaching experience including Professor and Program Director – Physician Assistant Program, College of Health Sciences, Midwestern University, Professor of Child Health and instructor of anatomy at The University of Arizona College of Medicine. Dr. Pearl's clinical career was as a pediatric heart, adult congenital, and transplant surgeon. He received his BA from Berkeley (Highest Honors) and his MD from UCLA. In addition to his teaching role, Dr. Pearl also serves as a consultant to industry and as a medical-legal consultant. Dr. Pearl is a SEAK alumnus.

Questions and Answers.

Phillip Brian Davis, MD

Phillip Brian Davis, MD is a senior reviewer at CDER/ODE/Division of Medical Imaging Products for the US Food and Drug Administration. In addition he is a volunteer in Clinical Trials/Business Development/Tech Transfer at the Clinical Biotechnology Research Institute at Roper Hospital in Charleston. Dr. Davis received his BA from the University of South Carolina and his MD from the Medical University of South Carolina, and is currently an MBA student at The Citadel Military College. He is certified by the American Board of Nuclear Medicine. Dr. Davis has wide experience working for the Federal Government at the FDA.

Questions and Answers.

Laura McKain, MD, FACOG

Laura McKain will explain what CROs do as well as the various opportunities available for physicians working at CROs such as safety, medical monitoring, global product development, regulatory affairs, medical writing, and clinical research associate. She will explain why working at a CRO can be the most exciting and fulfilling job you will ever have. In addition, she will discuss compensation and benefits, hours, working conditions (including work from home possibilities), where CROs are located, how to position yourself for and find positions, opportunities for advancement and how working at a CRO can open doors for you.

Questions and Answers.

B. Opportunities as a Physician Advisor

Elizabeth (Lisa) Varghese-Kroll, MD

Dr. Varghese-Kroll will provide insights on being a physician advisor performing medical necessity compliance reviews to help get patients needed care. She will explain what physician advisors do on a day-to-day basis (determining medical necessity, chart review, discussions with case managers, writing medical necessity letters, special projects, etc.) and the different work settings that are available, including work from home and hospital based. Dr.Varghese-Kroll will cover hours, compensation ranges, benefits, and what employers are looking for. She will provide practical suggestions for how to break into this field and will explain why she finds her work both enjoyable and intellectually stimulating.

OR

B. Non-Clinical Opportunities for Physicians in the Federal Government

Phillip Brian Davis, MD

Dr. Davis will provide an overview of the numerous and varied opportunities for physicians in the Federal Government. He will discuss the FDA, CDC, NIOSH, HHS and other departments and agencies. Dr. Davis will explain the benefits and drawbacks, pay scales and will provide insights as to who may be a good fit for this work. Dr. Davis will offer practical suggestions as to how to identify, position yourself and land non-clinical positions with the Federal Government. Questions and Answers.

OR

B. Teaching Opportunities for Physicians

Jeffrey Martin Pearl, MD

Dr. Pearl will discuss the large and growing opportunities for physicians in the rewarding field of teaching. He will discuss the varied settings where these jobs exist, how to find opportunities and how to secure your position. In addition, Dr. Pearl will discuss compensation, benefits, working conditions, and opportunities for advancement, such as administration. He will provide practical suggestions to break into the field of teaching and succeed as a physician teacher. Questions and Answers.

OR

B. Non-Clinical Opportunities at Contract Research Organizations (CROs)

Laura McKain, MD, FACOG

Dr. McKain will explain what CROs do as well as the various opportunities available for physicians working at CROs such as safety, medical monitoring, global product development, regulatory affairs, medical writing, and clinical research associate. She will explain why working at a CRO can be the most exciting and fulfilling job you will ever have. In addition, she will discuss compensation and benefits, hours, working conditions (including work from home possibilities), where CROs are located, how to position yourself for and find positions, opportunities for advancement and how working at a CRO can open doors for you.

Questions and Answers.

Questions and Answers.

Nicholas Squittieri, MD

Nicholas Squittieri, MD has enjoyed a long and distinguished career in medical communications. Currently he is VP/Medical Director with Virtusuo Healthcare Communications. Dr. Squittieri’s past positions include EVP at Evolution Medical Communications LLC, VP Management Supervisor at Ogily & Mather, and VP Clinical Services at Access Communications, Inc. He received his education at Universita degli Studi di Roma “La Sapienza.” Dr. Squittieri’s skills and expertise include medical education, medical communications, Pharma, healthcare, and publication planning.

Questions and Answers.

B. Opportunities Available in Medical Communication and Advertising

Nicholas Squittieri, MD

Dr. Squittieri will discuss the many and varied opportunities for physicians in communications and advertising. He will describe the positions available, where they tend to be concentrated, what the day-to-day work consists of, dispel common myths and misconceptions, and explain compensation structure. Dr. Squittieri will offer practical suggestions for breaking into the industry, what these employers are looking for from physicians and how to land your first position in a medical communication/advertising firm. Questions and Answers.

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Questions and Answers.

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Jeffrey Martin Pearl, MD has diverse teaching experience including Professor and Program Director – Physician Assistant Program, College of Health Sciences, Midwestern University, Professor of Child Health and instructor of anatomy at The University of Arizona College of Medicine. Dr. Pearl's clinical career was as a pediatric heart, adult congenital, and transplant surgeon. He received his BA from Berkeley (Highest Honors) and his MD from UCLA. In addition to his teaching role, Dr. Pearl also serves as a consultant to industry and as a medical-legal consultant. Dr. Pearl is a SEAK alumnus.

Questions and Answers.

Phillip Brian Davis, MD

Phillip Brian Davis, MD is a senior reviewer at CDER/ODE/Division of Medical Imaging Products for the US Food and Drug Administration. In addition he is a volunteer in Clinical Trials/Business Development/Tech Transfer at the Clinical Biotechnology Research Institute at Roper Hospital in Charleston. Dr. Davis received his BA from the University of South Carolina and his MD from the Medical University of South Carolina, and is currently an MBA student at The Citadel Military College. He is certified by the American Board of Nuclear Medicine. Dr. Davis has wide experience working for the Federal Government at the FDA.

Questions and Answers.
Lisa S. Jenks, MD  is the owner and Medical Director of Genesis MedSpa in Colorado Springs, Colorado, which she founded in 2007. Lisa S. Jenks, MD  practiced Medicine for more than 25 years in Arizona. She enjoys mentoring former colleagues regarding career transition.

Doug Burnette, MD, CFP® is a Partner and Wealth Manager with Clark & Burnette Wealth Management a growing independent Registered Investment Advisor with over $20,000,000 of assets under Management. Prior to devoting 100% of his professional time to wealth management, Doug enjoyed a long and successful career as a radiologist. Doug is a Certified Financial Planner (TM). He received is MD from the University of Alabama and his BS from Birmingham-Southern College, where he was Phi Beta Kappa.

Judy Finney, MD, FACC has been an Associate Medical Director with Allstate Financial in Chicago since 2012 where her responsibilities mainly involve underwriting. Originally from the Midwest, Dr. Finney received her MD from Michigan State, where she graduated in the top 5% of her class. Dr. Finney is Board Certified in Internal Medicine, Cardiology, and Interventional Cardiology. Prior to joining Allstate, Dr. Finney practiced Medicine for more than 25 years in Arizona. She enjoys mentoring former colleagues regarding career transition.

B. Opportunities for Physicians as a Disability and Life Insurance Broker

Dr. Finney will explain the benefits and potential drawbacks of working in a corporate environment and, in particular, at life insurance companies. She will provide practical tips for positioning yourself for such work and landing a first time position in the life insurance industry. Questions and Answers.

Stephanie Pearson, MD, FACC is Regional Medical Director at Liberty Mutual and a Physician Board Certified in Occupational Medicine, with wide experience and expertise in disability insurance. His prior positions include Chief Medical Officer at UNUM, the largest US Group Disability Insurer and Corporate Medical Director/VP of Operations at CORE, Inc. Dr. Gean is an accomplished teacher, speaker and author. He created TheMedSpot.org which has entertaining high quality health videos on the latest research in medicine. He is the recipient of the ACEEM 2009 President's Award as well as WDEMA's 2008 Jean Spencer Felton Award for excellence in scientific writing.

A. Opportunities for Physicians at Life Insurers

Judy Finney, MD, FACC Dr. Finney will describe the work available for physicians with the 100s of US Life Insurance Companies. She will explain what brokers do, what they don't do, how they are compensated, licensing requirements, the advantages and disadvantages of this line of work, and how to break into and succeed in this field. Questions and Answers.

Stephanie Pearson, MD, FACC is an insurance broker from Wynnewood, Pennsylvania. She is also a Board Certified OB/GYN. Dr. Pearson's clinical career was unexpectedly cut short by a shoulder injury which occurred during a delivery. Her subsequent journey through the disability system showed her the need for physicians to assist other physicians who may become disabled. Dr. Pearson is passionate about teaching risk management to young physicians and lectures frequently about this topic. She received her BS from Emory, her MD from MCP/Hahnemann (now Drexel), and trained at Pennsylvania Hospital.

B. Opportunities for Physicians as a Wealth Management Advisor

Doug Burnette, MD, CFP® Dr. Burnette will explain the many advantages of serving as an independent wealth management advisor, including the ability to help people, flexible working arrangements, can be done from anywhere in the country, growing demand, immense job satisfaction, autonomy, and a large earning potential. He will explain what wealth management advisors do on a day-to-day basis, typical practice settings, how they charge and why you in no way need to be a stock picker to be successful in this field. Dr. Burnette will further explain required licensing and recommended training/certification as well as why physicians are surprisingly well positioned to excel in this field. He will provide practical advice for breaking into this field and succeeding. Questions and Answers.

A. Careers for Physicians in the Disability Insurance Field

Constantine (Dean) Gean, MD, MBA, MS, FACOEM Dr. Gean will explain the multiple and varied opportunities available to physicians in the disability insurance field. He will discuss the role of the physicians, how they analyze medical records, write reports and provide assistance to other medical professionals. Dr. Gean will describe working conditions, lifestyle, benefits, OME, hours and compensation. He will explain how and why working in the disability insurance field can be both an interesting and fulfilling career for physicians. Questions and Answers.

Constantine (Dean) Gean, MD, MBA, MS, FACOEM is Regional Medical Director at Liberty Mutual and a Physician Board Certified in Occupational Medicine, with wide experience and expertise in disability insurance. His prior positions include Chief Medical Officer at UNUM, the largest US Group Disability Insurer and Corporate Medical Director/VP of Operations at CORE, Inc. Dr. Gean is an accomplished teacher, speaker and author. He created TheMedSpot.org which has entertaining high quality health videos on the latest research in medicine. He is the recipient of the ACEEM 2009 President's Award as well as WDEMA's 2008 Jean Spencer Felton Award for excellence in scientific writing.

Stephanie Pearson, MD, FACOG is a medical director at PPD, a global contract research organization (CRO) with over 12,000 employees. She serves PPD as a medical monitor/safety physician and as a product development consultant. Previous to this, Dr. McKain was Medical Director, Registries and Epidemiology, Late Phase with Kendle International, Inc. Prior to transitioning to non-clinical work, Dr. McKain practiced obstetrics and gynecology. Dr. McKain received both her BS and MD from Georgetown University.

12:20–1:20 LUNCH (Provided with Faculty, Mentors, and Recruiters)
1:20–2:10 BREAKOUT SESSIONS, CHOOSE ONE

A. Opportunities for Physicians at Life Insurers

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B. Opportunities for Physicians as a Disability and Life Insurance Broker

Stephanie Pearson, MD, FACC Would you like to work from home, be paid what you are worth, and assist other physicians in managing risk? If so, working as a disability and life insurance broker may be a good fit for you. Dr. Pearson will describe what brokers do, what they don't do, how they are compensated, licensing requirements, the advantages and disadvantages of this line of work, and how to break into and succeed in this field. Questions and Answers.

Stephanie Pearson, MD, FACC is an insurance broker from Wynnewood, Pennsylvania. She is also a Board Certified OB/GYN. Dr. Pearson's clinical career was unexpectedly cut short by a shoulder injury which occurred during a delivery. Her subsequent journey through the disability system showed her the need for physicians to assist other physicians who may become disabled. Dr. Pearson is passionate about teaching risk management to young physicians and lectures frequently about this topic. She received her BS from Emory, her MD from MCP/Hahnemann (now Drexel), and trained at Pennsylvania Hospital.

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B. How to Start, Build, and Run a Successful Medical Spa

Lisa S. Jenks, MD Running a medical spa allows you to make more money, work less, have regular hours, and never, ever deal with health insurers again. Medical aesthetics is a rapidly growing field - it has been estimated that the number of medical aesthetic procedures will double by 2020. Dr. Jenks will discuss the many nuances to this field such as start up costs, financing, marketing, insurance, licensing, creating a favorable client experience and staffing. In addition, she will provide a frank assessment of the biggest advantages and disadvantage to running a medical spa and will provide suggestions for how to test the waters in this field by first serving as a contract/employed medical director. Questions and Answers.

Lisa S. Jenks, MD is the owner and Medical Director of Genesis MedSpa in Colorado Springs, Colorado, which she founded in 2007. Previous to this, Dr. Jenks worked as a Medical Director for Radiant Reflections Spa in Colorado Springs. Prior to her career transition, Dr. Jenks worked clinically in emergency medicine and family practice. Dr. Jenks received both her MD and BA from the University of Cincinnati. Dr. Jenks' spa has won numerous awards and has been named a Colorado top 100 woman-owned business.
Recruit or Exhibit at SEAK’s 13th Annual Non-Clinical Careers for Physicians Conference

SEAK’s Non-Clinical Careers Conference is the perfect venue for anyone who is looking to recruit or network with motivated physicians who are looking to try something new.

Who attends Non-Clinical Careers?

1. The majority of our 350-400 attendees are board certified and currently practicing medicine

2. Physicians attend the conference for many reasons including:
   - The desire to change careers and obtain a new position
   - Looking for part-time and full-time employment
   - To meet with recruiters to learn what additional opportunities are available for them

3. Our attendees come from all over the country

For additional information, please contact Alex Babitsky at alex@seak.com or (508) 457-5150.
Preconference Workshop:
How to Supplement Your Clinical Income with Lucrative Home-Based Work

Thursday, October 20, 2016
Crowne Plaza Chicago O’Hare Hotel & Conference Center, Rosemont, IL

Executive Summary

There are numerous proven categories of home-based work that you can perform to significantly (and often dramatically) supplement your clinical income. This survey course provides an introduction to: niche consulting, writing/teaching, medical-legal consulting (expert witnessing and IMEs) and performing file reviews. For each of the above activities physicians will learn about the advantages and disadvantage of the work, what exactly physicians are expected to do, how much the work can pay, how to obtain the work, and how to excel at the work. In addition, for each of the above activities physicians will learn how to use the experience gained to position themselves for high paying non-clinical jobs.

At the completion of this dynamic interactive workshop you will be able to:

• Identify the lucrative home-based supplemental income opportunities that are the best fit for your experience, knowledge and interests.
• List potential niches in which you could serve as a consultant.
• Explain ways to monetize your subject matter expertise through teaching and writing.
• Describe how and why physicians are called upon to perform file reviews and what is involved in doing this work.
• Explain the most common ways physicians can earn supplemental income through Medical-Legal Consulting.
• Calculate your supplemental income potential from niche consulting, writing, teaching, file review consulting, and medical-legal consulting.
• Form and prepare an action plan to supplement your clinical income with lucrative home-based work.
• Explain how niche consulting, writing, teaching, file review consulting, and medical-legal consulting can position a physician for full time non-clinical employment.

Registration Information:
Tuition is $445 until August 16, 2016; $495 August 17 – October 12, 2016; and $545 After October 12, 2016. To register please use the form on page 2, visit www.seak.com or call 508-457-1111.

Faculty

Steven Babitsky, Esq., is a former trial lawyer who has trained thousands of physicians. He is an expert on consulting. Steve is the creator of and trainer for SEAK’s highly acclaimed income supplementation training courses for physicians How to Start, Build, and Run a Successful Consulting Practice and How to Start, Build, and Run a Successful Disability and File Review Practice. Steve is himself a highly sought after consultant in the fields of negotiation, expert witness preparation and expert witness practice management and development. In addition, Steve is the co-creator of SEAK’s National Directory of Medical File Review Consultants (www.filereviewconsultants.com) – which lists over 500 physicians who perform file reviews.

James J. Mangraviti, Jr., Esq. is the co-author of 30 non-fiction books whose cumulative sales have totaled several million dollars. Jim’s books have been published by major publishers such as St. Martins, Aspen, Wiley, and Wolters Kluwer as well being self-published through SEAK, Inc. Jim is also a prolific teacher. He has designed and taught well over 170 continuing education courses for physicians, engineers, accountants, and other professionals. Jim is an expert on expert witnessing. He is a co-founder of SEAK’s National Directory of Expert Witnesses (www.seakexperts.com) and has trained thousands of expert witnesses. Jim designed and teaches SEAK’s highly acclaimed courses How to Start, Build and Run a Successful Expert Witness Practice and How to Be an Effective Expert Witness. Jim also maintains an active consulting practice where he works primarily with expert witnesses.

“Another excellent seminar. It gave a great overview of different areas”

“Wonderful sampler of what is out there and feasible”
How to Supplement Your Clinical Income with Lucrative Home-Based Work

Thursday, October 20, 2016
Crowne Plaza Chicago O’Hare Hotel & Conference Center, Rosemont, IL

8:00–8:30  REGISTRATION & CONTINENTAL BREAKFAST

8:30–10:30  Niche Consulting
A proven way to either supplement your income or transition out of a clinical career is to serve as a consultant. Consulting can be highly lucrative, most of the work can usually be done from a home office and overhead, start-up costs and risks are small. Best of all, consulting can be used to test the waters and position yourself for a new career. In this segment, attendees will be given an overview of serving as a niche consultant. Topics addressed include identifying the best consulting niches, setting (and collecting) your fee, marketing, and pleasing the client. Questions and Answers.

10:30–10:45  BREAK AND NETWORKING OPPORTUNITY

10:45–12:00  Writing/Teaching
Writing and teaching can be personally, professionally, and financially rewarding. In this segment physicians will learn how to monetize their subject matter expertise through teaching and writing. Topics covered include evaluating writing ideas, how to price and sell your work, how to obtain teaching assignments, how to produce the highest quality work, and how to market yourself. In addition, attendees will learn how to use their teaching and writing experience to position themselves for a high paying non-clinical job and/or land high-end consulting assignments. Questions and Answers.

12:00–1:00  LUNCH WITH FACULTY (PROVIDED)

1:00–2:30  File Review Consulting
Disability and file review consulting is a growing and lucrative field. In this segment the faculty will explain what file reviewers do and the specific types of matters physicians will typically be called to work on (e.g. disability reviews, utilization reviews, pre-authorizations, chart reviews, peer reviews, and medical necessity reviews). Physicians will be introduced to the marketplace for file reviews including who typically hires physicians, how to obtain this work, how much it pays, and how to excel at this work such that they can obtain repeat business. Questions and Answers.

2:30–2:45  BREAK AND NETWORKING OPPORTUNITY

2:45–4:30  Medical-Legal Consulting
In this segment the attendees will be introduced to the extremely lucrative opportunities available serving as an expert witness or independent medical examiner. Physicians who serve as expert witnesses typically bill themselves out at $500+ per hour. Successful expert witnesses and independent medical examiners can earn $100,000 per year extra by devoting a few hours per week to medical-legal consulting. In this segment attendees will learn what expert witnesses and IME examiners do, what they don’t do, which clinicians are best positioned to perform this work, the drawbacks associated with this type of work, and what they would need to do to start serving as a medical-legal consultant. Questions and Answers.

“Very informative”

“Good overview of the options presented and the requirement/training recommended to pursue them”
Preconference Workshop:

How to Find & Land High Paying Non-Clinical Jobs
Friday, October 21, 2016
Crowne Plaza Chicago O’Hare Hotel & Conference Center, Rosemont, IL

Executive Summary
This hands-on, intensive workshop will show physicians contemplating a career change how to locate and land lucrative non-clinical positions. The focus is on finding and landing jobs paying as much or more than clinical medicine. The course will conclude with each physician drafting a customized action plan of how they will find and land their first high-paying non-clinical job.

At the completion of this dynamic interactive workshop, you will be able to:
• Identify and persuasively articulate your strongest, most marketable skills.
• Determine what specific career options are available to physicians with your preferences, values, and skills.
• Learn what non-clinical careers are the best fit to your personality.
• Nail your job interviews.
• Understand what alternative and non-traditional careers pay.
• Build a constantly-expanding network.
• Form an action plan to start your new career.

Registration Information
Tuition is $445 until August 16, 2016; $495 August 17 – October 12, 2016; and $545 After October 12, 2016. To register please use the form on page 2, visit www.seak.com or call 508-457-1111.

Faculty

Steven Babitsky, Esq. is a former trial lawyer who has trained thousands of physicians in the past 30 years. He has over 35 years of experience as a professional negotiator, has himself successfully made the switch from practicing law to a non-clinical career, and is an expert in networking, running a small business, medical-legal opportunities for physicians, responding to tough questions, persuasion skills, consulting, publishing, and turning ideas into money. He is the co-author of the book Non-Clinical Careers for Physicians. (www.nonclinicalcareers.com)

Michael J. McLaughlin, MD is co-founder of Peloton Advantage, a medical communications company. He received degrees from Harvard College and Columbia University. After four years as a plastic surgeon and hand specialist, he networked through a career change into medical communications. Along the way, he also founded Physician Renaissance Network (PRResource.com), a free resource for doctors with non-clinical careers and interests, and wrote the book Do You Feel Like You Wasted All That Training? Questions from Doctors Considering a Career Change. He wrote the medical thriller, Extinction, and collaborated with Dr. N. Michael Caputo on the innovative and controversial story, The Satin Strangler Blogs.

Charlotte Weeks is an executive career coach and professional resume writer. She is the CEO of Weeks Career Services and the Past President of the National Resume Writers’ Association. Ms. Weeks is a Certified Career Management Coach, a Nationally Certified Resume Writer, and a Certified Professional Resume Writer. Prior to starting her own firm, Ms. Weeks worked in Human Resources at the American Medical Association. She is the author of the books, I Want to Work in an Association – Now What???, 101 Ways to Enhance Your Career, has contributed to the books Resumes That Pop, Step-by-Step Cover Letters, and The Twitter Job Search Guide, has been quoted in The Wall Street Journal, and has made numerous media appearances.

James J. Mangraviti, Jr., Esq. is the co-founder and co-seminar leader of SEAK’s annual Non-Clinical Careers for Physicians conference. He is the co-author of the book Non-Clinical Careers for Physicians (www.nonclinicalcareers.com) and the article The Biggest Mistakes Physicians Make When Transitioning to a Non-Clinical Career. Jim is a highly experienced presenter who has trained thousands of physicians on topics including expert witnessing, non-clinical careers, negotiating, writing, and how to supplement clinical income. He currently serves as a Principal of SEAK, Inc. an ACCME accredited continuing education, training, consulting, and publishing firm. In addition to his teaching and writing, Jim has mentored numerous physicians. He is a summa cum laude graduate of Boston College and a cum laude graduate of Boston College Law School.

“Inspirational, wish I was here 20 years ago”
“Informative, eye opening, motivating”
Preconference Workshop:
How to Find & Land High Paying Non-Clinical Jobs
Friday, October 21, 2016
Crowne Plaza Chicago O’Hare Hotel & Conference Center, Rosemont, IL

8:00–8:30  Registration and Continental Breakfast

8:30–9:15   Available Jobs and Where to Find Them
The faculty will review many of the financially and personally rewarding non-clinical career areas available to physicians including: consulting, education, management, biotechnology, public service, insurance, utilization review, forensic examinations and consultation, entrepreneur/business owner, media, writing, association and non-profit management, occupational health, and many more. The faculty will also disclose how to best find high paying non-clinical positions. Each field will be evaluated according to potential earnings, need to travel, location, whether work can be from home, and which physicians tend to be the best fit in the field. Questions and Answers

9:15–10:15  Selling Yourself and Leveraging Your Medical Degree and Experience
In this segment, the faculty will begin by utilizing a demonstration with a volunteer attendee to show the absolute importance of being able to sell yourself. Attendees will then learn specific techniques (with examples) on how to persuasively and confidently articulate how their skills, education, and experience as medical doctors should be characterized as talents that any employer would seek. Attendees will be provided with an extensive set of "talking points" that they can use to help articulate their transferable skills and why an employer should hire them. Questions and Answers

10:15–10:30  BREAK AND NETWORKING OPPORTUNITY

10:30–11:15  The Truth About Non-Clinical Career Transition for Physicians
Dr. McLaughlin will recount his path from a practicing surgeon to a non-clinical executive, to becoming the owner of his own highly successful medical communications company. He will explain his successful methodology for career transition and offer frank comments about the process of transition, the time it takes, what sacrifices need to be made, and common issues physicians run into during transition. Questions and Answers

11:15–12:00  How You Can Transition and How Others Have Transitioned
This segment will focus on identifying which careers you would most want, positioning yourself for your chosen career and landing your first job. The faculty will utilize and open for discussion numerous concise case studies of physicians who have successfully made the switch to a high paying non-clinical career. Included in each case study is the personal and professional background of the physician, what they were looking for, how they found it, and most importantly, the valuable lessons which should be learned from the examples. Questions and Answers

12:00–1:00  LUNCH WITH FACULTY PROVIDED

1:00–2:00   How to Define Your Personal Brand and Express it on Your Resume
The faculty will explain what a personal brand is and how a personal brand should be used to distinguish yourself from the competition. The faculty will present a methodology for determining your personal brand and show attendees how to best express that brand on your resume. The faculty will provide practical, proven suggestions for drafting a more attractive resume. Questions and Answers

2:00–2:30   Networking
Faculty will discuss how to start networking, the process to utilize, getting people to talk to you and help you, the questions to ask during your call, and the methods to use for follow-up. Questions and Answers

2:30–2:45   BREAK AND NETWORKING OPPORTUNITY

2:45–3:45   Excelling at Your Job Interview
This segment will consist of numerous mock interviews with volunteer attendees. The aim is constructive critique to help dramatically improve performance. The faculty will review 12 rules for interviewing, such as 1) "Listen 80%/Talk 20%," 2) "No negatives about anything," and 3) "More good than bad." Participants will learn to use "closing comments" to create lasting positive impressions. The group will review and learn to answer the 25 most difficult interview questions, including 1) "Why did you leave?" 2) "How are you different?" and 3) "What do you earn?" The faculty will discuss strategies for group interviews and the full power of thank you notes. Attendees will be encouraged to "start the job before you are hired," and learn when and how to use references. Questions and Answers

3:45–4:30   Your Action Plan to Land Your First Non-Clinical Job
An action plan is a one-page document detailing how you are going to find your new job. During this module the faculty will review sample action plans that can be used to find non-clinical careers. Attendees will be asked to draft their own action plans which will then be discussed and critiqued. Questions and Answers

"Absolutely excellent—exceeded my expectation"
"Lots of helpful information on where to start"
Negotiating Skills for Physicians; 4-DVD Set

When switching careers or starting a new business you unfortunately are not compensated on what you know or deserve. You are compensated on how well you negotiate. Negotiating Skills for Physicians will provide you with the negotiating skills you need. You will learn how to develop and deploy leverage, how to arrive at a win-win solution, how and when to make concessions, how to negotiate employment contracts, how to ask and answer questions and much, much more. The course is lively and interactive. Includes 85 page printed manual. $495

“I was able to successfully negotiate a contract using skills from the Negotiation video. Thank you for these life skills which I wish I had learned long ago.”

“The video was extremely effective. Steve, you really breathe life into the negotiating points.”

How to Start, Build & Run A Successful Physician Consulting Practice; 7-DVD SET

Consulting is highly lucrative. Most of the work can usually be done from a home office and overhead, start-up costs and risks are relatively small. This hands-on intensive workshop will show you how to start, build, and run a high paying consulting practice. You will be guided to find your best consulting niches and be provided with strategies for getting started, building, marketing and expanding your new consulting practice. Emphasis will be placed on the practical needs of the physician and your consulting practice. You are provided the tools, forms, and checklists to get your consulting practice off the ground. Includes 258 page printed manual. $895

“Excellent – received volumes more information than what I was expecting. And best of all – all of it is useful.”

“Excellent and practical; applicable to almost any consulting idea”

How to Become a Successful Physician Inventor: Bringing Your Ideas to Market; 5-DVD SET

Physician inventors have improved the lives of patients, saved lives, and been handsomely rewarded for their efforts. Viewers will be taught how to supplement their clinical income by bringing one or more of their physician invention ideas to market. These hands-on intensive DVDs will show physicians how to critically evaluate their invention ideas and take the steps necessary to bring one or more of them to market. Emphasis is placed on the practical needs of the new physician inventor and getting them up to speed on what they need to know to proceed with their inventions. At the conclusion of the DVD course each viewer will have a detailed protocol and plan to bring their idea to market. Includes 150 page printed manual. $895

“Extremely helpful and made me more motivated”

“Love the highly experienced expert speakers”

Medical Malpractice Survival Training for Physicians; 5-DVD SET

Malpractice Survival Training for Physicians is essential training for any physician who is currently being sued or is at risk for being sued over the course of his or her career. We teach you how to give yourself the best chance of successfully defending an accusation of medical malpractice. We further show you how to be a more effective witness in your own defense. In addition, we teach you what you can and should do to assist in your own defense including making sure the insurance company hires the right lawyer, assisting in case preparation and expert selection, and making a favorable impression upon the jury. We also flag common and avoidable mistakes that can destroy an otherwise defensible case. Includes 158 page printed manual. $895.

“Great educational experience–exactly what I was looking for.”

“Excellent. Best presenter I have seen for many years.”

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“Chicago conference was terrific—inspiring, energizing, practical”

“It was a fantastic conference.”

“Great course. An eye-opener in many ways.”

“Fantastic!”

“Absolutely excellent, inspirational and hopefully life-changing.”

“Excellent, excellent, excellent.”

“Great way to get started on path to non-clinical career.”

“Outstanding.”

“Good information, helpful, collegial—everyone seems willing and interested to help.”

“There was a lot of useful information presented to get us going on the way to an alternate career.”

Register early and Save!