



2009

VAHRMM Fall Conference

October 21st, 22nd, & 23rd

Hilton Virginia Beach Oceanfront Hotel

Wednesday, October 21st

10:00 a.m. – until 14th Annual VAHRMM Golf Tournament

Heron Ridge Golf Club, 2973 Heron Ridge Drive, Va. Beach, VA 23456

Contact: Brian Allen, 703-300-2943 or Albin Hwang, 804-683-5280



5:00 - 7:00 p.m. Welcome Reception

Start the conference off right! Join us, relax, and network with friends, old and new.

Thursday, October 22nd

7:45 - 8:30 a.m. Continental Breakfast

8:30 - 9:00 a.m. Opening Remarks: *Scott Venable, VAHRMM President*

Our President will get the meeting started with a presentation of VAHRMM Board members and chapter updates to the membership. This is also your opportunity to hear more about what the conference holds in store for you.

9:00 - 10:30 a.m. Motivational Speaker: *Patrick Henry*

What does being in a band have to do with running a successful department, organization or business? EVERYTHING! Patrick will show that what makes the Rolling Stones the most successful touring band of all time can also increase your bottom line, and that what makes Garth Brooks the highest selling solo artist in history can also have your clients and coworkers giving you a standing ovation.

10:30 - 10:45 a.m. Break

10:45 - 11:45 a.m. The State of Healthcare in the Commonwealth:

Jeremy Greenfield - Virginia Hospital & Healthcare Association

With all the talk in the nation's capital around healthcare these days, we could all use some guidance. This presentation will provide us with the latest legislative updates and, more importantly, what they mean for you.

11:45 - 12:45 p.m. Sacred Cows in Healthcare:

Dave Kaczmarek - Wellspring Partners

We've all had to deal with those products and product lines that were deemed "untouchable" by the clinical staff. Now, however, the current economy has provided us with the opportunity to potentially tackle these items like never before. This presentation will focus on clinical preferences, the challenges they present, and how to effectively manage them.



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Thursday, October 22nd

12:45 - 3:30 p.m. Lunch & Vendor Exhibition

Come enjoy a nice lunch and then spend some time getting to know our vendor participants in our vendor exhibition. There will be ample time for you to explore; so relax, take your time, and be sure to register for the drawing immediately afterwards for your chance to win some great prizes.

3:30 - 3:45 p.m. Door Prize Drawing

3:45 - 4:45 p.m. What Do RN's Have to Say About Supply Chain: *Jamie Kowalski - O&M*

Learn what those who actually depend on us for the supplies have to say about the healthcare supply chain. Mr. Kowalski will reveal insight into how clinicians view our supply chain process and how they want it to work for them.

4:45 - 5:00 p.m. Door Prize Drawing & Adjourn

6:30 p.m. - until An Evening with Good Friends, Food, and Fun

Friday, October 23rd

8:00 - 8:30 a.m. Continental Breakfast and Opening Comments

8:30 - 9:30 a.m. The Cardiovascular Space: *Dawn Terry - Premier*

Dealing with the cardiovascular service line has always been a challenge for the supply chain. Ever-changing technologies and increasing costs lead to a great deal of confusion and frustration when trying to contract for these items. This presentation will shed some light on these issues and provide best practice examples for you to utilize when focusing on cardiovascular products. Learn what works and what doesn't.

9:30 - 10:30 a.m. Global Data Standards - The Journey has Begun: *MJ Wylie - GHX*

Global data standards will be a component of our business starting in 2010. Learn what GLN, GTIN, and GDSN are and how they will affect the way we do business in the very near future. This presentation will be vital for both suppliers and providers.

10:30 - 10:45 a.m. Break

10:45 - 11:45 a.m. Communication Skills for the Hard of Listening:

Dr. Terry Whisnant - Horizon Seminars

Communication is so much more than telling people what you want them to know. Some "folks is plain old hard of listening" -- they hear fine, but the listening part gives them trouble. Learn the primary principles of getting through to those not inclined to understand things the first time around.

11:45 - 12:00 p.m. Door Prize Drawing & Adjourn

This is your chance to win a prize! We have a number of great door prizes available, but you must be present to win.