AGENDA

CORE Educational Conference
August 7, 2019
University Club of MSU ● 3435 Forest Road ● Lansing, MI 48910

Understanding The Physician Job Search, Contracts & Compensation

Speaker: Susan Sanford, JD, BA
Moderator: Julianne Purcell, MTD

8:00-8:30 Registration/Breakfast
8:30-10:00 The Physician Job Search
10:00-10:15 Break
11:30-12:15 Lunch
12:15-2:00 Guaranteed Salaries, Recruitment Incentives, and Benefits
2:00-2:15 Break
2:15-3:45 Compensation Models Based on Productivity and Non-Productivity
3:45 Adjourn

Speaker bio: Susan Sanford is an independent healthcare consultant. For the past 23 years she has worked in healthcare workforce development, implementation, project management, recruitment and retention. She works closely with hospital administrators throughout the state to address medical staffing needs and has created innovative programs to attract and retain physicians in Michigan communities. Susan is passionate in her work with graduate medical education programs to provide resources to residents and fellows regarding their transition from training to practice. She has developed an extensive career prep series which spans preparing for the job search to evaluating a contract. She is a regular speaker for the Michigan Osteopathic Association and MSU Statewide Campus System.