



# AGENDA

## CORE Educational Conference

March 10, 2020

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

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

**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 .