**Program outline**

New Fellows, registrars, international medical graduates, GPs and practice managers prepare for and get a head start in general practice with this workshop hosted by RACGP NSW&ACT. This interactive and practical workshop will prepare participants for the challenge of establishing and managing a successful practice.

Hear from experienced peers and other specialists covering the many factors influencing the establishment of a successful business:

- business models
- types of insurance available
- appropriate tax structures and legal considerations
- electronic management systems
- promotion and ensuring quality patients outcomes.

**Learning outcomes**

1. Identify the key elements for setting up a private practice
2. Consider business plans and tax structures relevant to setting up in private practice
3. Access tools and resources that will support a start in private practice
4. Consider practice accreditation and its impact on business and quality patient care
5. Clarify personal goals that will inform business decisions concerning starting up a private practice

“The thought of setting up a practice, especially later in life, is daunting. Today made that choice so much more possible.”

Dr John O., NSW

**Register online**

**Date**
Saturday 24 February 2018

**Time**
9.00 am – 4.30 pm
Morning tea and lunch will be provided

**Venue**
College House
7/12 Mount Street
North Sydney NSW 2060

**Cost**

- **Early bird rates by 2 February 2018**
  - RACGP members $245
  - Non-members $325
  - RACGP member and one non-member $495

- **Regular rates after 2 February 2018**
  - RACGP members $305
  - Non-members $385
  - RACGP member and one non-member $600

**Contact**

RACGP NSW&ACT
Tel: 02 9886 4703
Email: nswact.events@racgp.org.au

To reduce our eco-footprint, we’re now offering more opportunities to register online.
Program outline Saturday 24 February 2018

9.00 am  Acknowledgement of country
Introductions

9.05 am  Setting up in private practice
The Australian patient-centered home
Dr Kean-Seng Lim

9.35 am  Setting up in private practice
Mr Stuart Chan
• Essential consideration to start-up
• Business models
• Tax structures
• Joining or buying into a practice and doctor arrangements

10.35 am  Morning tea

10.50 am  Property
Mr Stuart Chan
• The investment case for property
• Finance options
• Property essentials
• What you need to make it happen

11.20 am  The essentials of e-health
Dr Trina Gregory
• Benefits of online resources
• Management systems
• Financial benefits to business planning online
• Quality and safety
• RACGP resources – Digital business toolkit

12.20 pm  GP personal experience
Dr Mel Deery

12.35 am  Promotion
Dr Mel Deery
• Regulators
• Where to advertise
• How to manage your image

1.05 pm  Lunch

1.35 pm  Purpose
Dr John Deery
• Clinical leadership
• Clinical excellence
• Practice quality improvement
• Continuing professional development

2.35 pm  Medicare essentials
Ms Angela Mason-Lynch
• Set up
• Services
• Resources

People & policy
Ms Angela Mason-Lynch
• Making the business work
• Financial monitoring
• Controlling risk
• Accreditation
• Managing your team

3.35 pm  Afternoon tea

3.50 pm  Q&A Panel
All Presenters

4.30 pm  Close / evaluation

Dr Kean-Seng Lim
Kean-Seng is a GP Principal in a small group practice in Mt Druitt, GP Supervisor and the 2015 RACGP GP of the Year. He is the current Vice President of AMA (NSW) and sits on the executive of AMA Council of General Practice. He serves on the board of Wentwest – the Western Sydney Primary Health Network and the Mt Druitt Medical Practitioners Association. He has previously served on the RACGP NSW Faculty board and as chair of the NSW GP Registrars Association. At the local level, he has been involved in developing and implementing the SALSA Program, a schools based obesity prevention program in western Sydney, and the Western Sydney implementation of the Medical Home Model.

Dr Mel Deery
Dr Mel Deery graduated from UNSW in 2000. She completed her RACGP Fellowship in 2009. She and her husband Dr John Deery opened their first practice in Lyneham, ACT in 2012. They opened their second practice in Crace, ACT in 2014. Thirteen GPs work between the practices. They have recently expanded their Crace practice to 16 consulting rooms. Mel would like to encourage other GPs to take up the challenge of practice ownership.

Dr John Deery
Dr John Deery graduated from UNSW in 2001. He completed her RACGP fellowship in 2005. John and his wife Mel Deery opened their first practice in Lyneham, ACT in 2012. They opened their second practice in Crace, ACT in 2014. Thirteen GPs work between the practices. They have recently expanded their Crace practice to 16 consulting rooms.

Dr Trina Gregory
Dr Trina Gregory is a GP who has recently relocated to Canberra from Port Macquarie where she was co-owner and principal of a busy practice for the past 30 years. Dr Gregory trained in London and has an interest in e-health, to increase quality, safety and efficiency in patient care. Member of REC e-health and Chair of NFSI e-health.

Ms Angela Mason-Lynch
Angela is the business manager for a large General Practice and Physiotherapy Practice in Sydney. She also consults to multiple practices over NSW including practices in rural and very remote areas. She is a past state President of the Australian Association of Practice Managers, a past National President, Fellow & Certified Practice Manager. Nominated for Small Business Woman of the Year 2009, Angela is a highly sought after presenter for many health care bodies and organisations.

Mr Stuart Chan
Stuart is a Partner of Cutcher & Neale’s Specialist Medical Services division which delivers specialised accounting and financial services to Medical professionals. He has assisted many medical practitioners in planning and structuring their businesses, improving their financial performance and business succession planning. Stuart regularly presents on topics for industry and medical associations, including the AMA (NSW) and the Australian Association of Practice Management.