I will respect the hard-won scientific gains of those physicians in whose steps I walk, and gladly share such knowledge as is mine with those who are to follow.” Hippocratic Oath

As a general orthopaedic surgeon from rural, south central Pennsylvania, the Eastern Orthopaedic Association has been my window to the world of advanced orthopaedic surgical techniques, education, treatments, patient care, business practices, the latest equipment, and a time to network and share concerns with colleagues and friends. It is a humble experience to represent an organization which has given me so much over my 26 years of membership. Following in the footsteps of many renowned orthopedists and mentors who have already served as past EOA Presidents, including my father, Dr. Robert Richards, Sr., I am happy to give back to my profession.

The Hippocratic Oath, which we recited at graduation from Medical School, states that “there is art to medicine, as well as science, and that warmth, sympathy and understanding may outweigh the surgeon’s knife or the chemist’s drug.” EOA founder, and my Chief at Shriner’s Hospital in Philadelphia, Dr. Howard Steel, knew how to balance art, knowledge, medical science, compassion, and camaraderie. In 1970, along with a visionary board of 13 orthopaedists, he formed the Eastern Orthopaedic Association. They met at the Seaview Country Club in New Jersey with 169 doctors in attendance. Our founder created and funded the Howard Steel Lecture, an annual talk on any topic that is non-orthopaedic. During the second year of his Presidency, he asked Dr. Robert Richards, Sr. to invite Exhibitors to the event. My Dad was the catalyst who brought orthopaedic companies together with surgeons at the annual meetings. Lew Bennett, one of those early exhibitors, became his close friend, and was instrumental in developing the meeting format we have today with orthopaedic companies. We are fortunate to have their physical presence, financial support, innovative products, face to face communication, and hands on learning.

Dr. Richards, Sr. was also the founder of the EOA Jazz Band, comprised of surgeons and some spouses who share their musical talent at the annual meetings. This group has performed for more than 30 years under his direction, practicing the music just one hour prior to the reception which precedes the Founders Dinner Dance. In Naples, the Jazz Band will have a special tribute to Past Presidents. If you play an instrument, join us. My Dad will be happy to send you the music.

In 1998, Dr. Chit Ranawat established the Eastern Orthopaedic Educational Foundation (EOEF). This past EOA President understood the value of continuing education within the EOA and established a non profit foundation to enable orthopaedists to give back to their own profession. Through his efforts, the Board of Directors, membership, and corporate sponsors, the EOEF enhances the development of orthopaedics through grants and awards to fellows and residents. It also provides for educational speakers and special lectures at the annual meetings while advancing education, patient care and research. This includes monetary awards for 15 papers, including the Ranawat Award and 10 travel grants.

The program committee, chaired by Dr. Jim Guille, has put together a superb and diverse academic agenda. The presentations include symposia, concurrent general sessions, abstracts and posters. After receiving a record number of abstracts this year, 100 of the best papers were selected to be presented in Naples. This process alone requires hours of reading, grading, and selecting from hundreds of abstracts. Serving on the program committee, while working in a busy practice, is truly a balancing act. Continued on page 2
President’s Message

continued

act of time management and commitment. It is the “behind the scenes” committees and our management team, Data Trace, which make the meetings possible. The Eastern Orthopaedic annual meeting provides excellent educational opportunities and much needed peer support. Winston Churchill said it best; “We make a living by what we get; we make a life by what we give.”

Here are some of the programs that the Eastern will feature this October in Naples, Florida:

The Presidential Guest Speaker is Dr. Richard Lackman, past Chairman of Orthopaedic Surgery at the University of Pennsylvania Medical School, and current Director of the Sarcoma Center of Excellence at Penn’s Abramson Cancer Center. He served ten years as Orthopaedic Surgery Residency Director. In 2008, Dr. Lackman received the Parker Palmer Courage to Teach Award from the Accreditation Council for Graduate Medical Education (ACGME). This is the highest honor bestowed by the ACGME and he is only the second orthopaedic surgeon in the United States to receive this honor.

Keynote addresses on sports medicine injury prevention and the new health care bill will be given by David H. Janda, M.D., Founder and Director of the Institute for Preventative Sports Medicine. It is the only health care cost containment organization of its kind in North America. Dr. Janda, an orthopaedic surgeon, has served on the National Institute of Health Trauma research Task Force and the Governor’s Council on Health, Fitness and Sports for the State of Michigan. In 1992, he was appointed by the Bush Administration to the Board of the National Center for Injury Prevention and Control. He is currently the Chairman of the Advisory Group on the Prevention of Sports Injuries for the State of Michigan. Janda has made guest appearances on Fox News and the Oprah Winfrey show. He is a graduate of Bucknell University in Lewisburg, Pennsylvania.

The Howard Steel Lecture features Mr. Michael Butz, Deputy Executive Director of the United States Golf Association. Mr. Butz joined the USGA in 1980 as Manager of Regional Affairs for the Southeastern Region. Today, his main duties include negotiating all USGA Championship host club agreements, advance planning and oversight of the US Open, Women’s Open, Senior Open and US Amateur Championships, Walker Cup, and the Merchandise/Licensing Department. A Chambersburg native, his talk is entitled, “The U.S. Open – Our National Championship: An Inside Look, Outside the Ropes.”

This year, our meeting site is the Naples, Florida, the Ritz Carlton on the beach. There are 450 guest rooms, all with spectacular views of the Gulf of Mexico. A world-class spa and fitness center compliment this resort, along with a fabulous Ritz Kids “Nature’s Wonders” environmental family program. Tiburon Golf Club, with two 18-hole Greg Norman-designed courses, is located nearby at the Ritz Carlton Golf Resort. The hotel is only thirty minutes from the Fort Myers Airport.

Unique to the EOA is the Spouse Committee which facilitates events for families. Early morning walks, afternoon bridge, a hospitality breakfast, and children’s activities are a few of the activities that keep our meetings family friendly. In Naples, we have put together an entertaining social program, including the EOA-athon “Stay Healthy and Fit at the Ritz” Family Event, the Annual EOEF Golf Tournament, Spouse Hospitality, kids’ programs, and the EOA Jazz Band’s special tribute to Past Presidents. Be sure to bring your black tie finery for the Gala on Saturday night. My wife, Cindy, and I look forward to seeing you and your family at the 41st meeting of the Eastern Orthopaedic Association.

It has been a pleasure serving the EOA.

Best Regards,
Bob Richards, Jr.
Arthrex Cadaver Labs
Wednesday, October 13 - Friday, October 15, 2010
1:00 pm - 5:00 pm

Arthrex, one of the world's leaders in arthroscopic technology, is opening its cadaver labs to EOA participants for hands-on training from 1:00 pm - 5:00 pm on Wednesday, 10/13, Thursday, 10/14 and Friday, 10/15 at its facilities in Naples. The cost for attending one of the Arthrex labs is $100 per person, per day; for residents and fellows, the cost is free. You can select the specimen you want to work with – hip, knee, shoulder or elbow. The maximum number of registrants is 32 each day. It will be open on a first come basis, so register today at www.eoa-assn.org. While this wonderful opportunity is not connected with the EOA scientific program, the EOA appreciates Arthrex making this special arrangement for our doctors.

ConforMIS, Inc.
Emerging Technologies Luncheon Program: Patient Specific Implants and Instrumentation
Friday, October 15, 2010
12:15 pm - 1:00 pm

An Emerging Technologies luncheon program will be presented by ConforMIS, Inc. on Friday 10/15 immediately following the scientific program. The program will provide an in-depth overview into patient-specific implants and instrumentation. Wolfgang Fitz, MD will discuss his perspectives on the design rationale for patient-specific implants and Gregory Martin, MD will present early clinical experience with the iUni G2 patient-specific resurfacing technology.

MAKO Surgical Corp
Emerging Technologies Luncheon Program: Joint Replacement Procedures Enabled by RIO ® Robotic Arm Interactive Orthopedic System
Thursday, October 14, 2010
12:00 pm - 12:45 pm

An Emerging Technologies luncheon program will be presented by MAKO Surgical Corp on Thursday, 10/14 immediately following the scientific program. Martin W. Roche, MD will review outcomes of robotic arm UKA and Lawrence D. Dorr, MD will introduce MAKO’s robotic arm enabled THA.

MAKOplasty® Robotic Arm Technology Workshops
Friday, October 15, 2010
1:00 pm - 5:00 pm

On Friday, 10/15, MAKO will hold two workshops, Hands-on THA moderated by Chitranjan Ranawat, MD, and Hands-on UKA moderated by Martin Roche, MD, at 30-minute intervals, from 1:00 pm until 5:00 pm. The maximum number of registrants is 4 per 30-minute session. Registration for the workshops is open on a first come basis, so reserve your space today at www.eoa-assn.org.
Register Today for the 41st Annual Meeting

The EOA Annual Meeting is October 13-16, 2010 at the beautiful Ritz-Carlton in Naples, Florida. Go online at www.eoa-assn.org to view the Preliminary Program which includes all the meeting information.

Located on the west coast of Florida on the Gulf of Mexico, Naples is a charming vacation destination. Naples is a beautiful beach community surrounded by nature and the western portion of the Everglades.

2010 Scientific Program Highlights

**Thursday – October 14, 2010**

**CONCURRENT GENERAL SESSION I A**

Sports Medicine

**CONCURRENT GENERAL SESSION I B**

Trauma

**CONCURRENT GENERAL SESSION II A**

Total Joint Arthroplasty

**CONCURRENT GENERAL SESSION II B**

Orthopaedic Potpourri

**CONCURRENT SYMPOSIUM I**

Orthopaedic Infections

**CONCURRENT SYMPOSIUM II**

The Adolescent Athlete

**PRESIDENTIAL ADDRESS**

Robert N. Richards Jr., MD

“EOA Legacy, Legends and All That Jazz”

**HOWARD H. STEEL LECTURER**

Michael Butz, USGA Deputy Executive Director, “The US Open – Our National Championship: An Inside Look, Outside The Ropes”

**PRACTICE MANAGEMENT SYMPOSIUM**

Multimedia Education Session

(Following Scientific Program)

**POSTERS** (Open daily to all participants one hour before and after the Scientific Program.)

**Friday – October 15, 2010**

**CONCURRENT GENERAL SESSION III A**

Trauma

**CONCURRENT GENERAL SESSION III B**

Total Knee Arthroplasty

**CONCURRENT GENERAL SESSION IV A**

Complications of Total Joints

**CONCURRENT GENERAL SESSION IV B**

Orthopaedic Potpourri

**CONCURRENT SYMPOSIUM III**

Future of Orthopaedics

**CONCURRENT SYMPOSIUM**

DVT Prophylaxis

**PRESIDENTIAL GUEST SPEAKER**

Richard D. Lackman, MD

“Evaluation and Treatment of Metastatic Bone Disease”

**AAOS REPORT**

John J. Callaghan, MD, President

**SPECIAL GUEST LECTURER**

David H. Janda, MD

“Health Care Reform: Where Are We Now?”

**PAIN MANAGEMENT SYMPOSIUM**

Multimedia Education Session

(Following Scientific Program)

**POSTERS** (Open daily to all participants one hour before and after the Scientific Program.)

**EXHIBITOR AND POSTER RECEPTION**

Saturday – October 16, 2010

**CONCURRENT GENERAL SESSION V A**

Sports Medicine

**CONCURRENT GENERAL SESSION V B**

Total Joint Arthroplasty

**CONCURRENT GENERAL SESSION VI A**

Total Joint Infections

**CONCURRENT GENERAL SESSION VI B**

Orthopaedic Potpourri

**CONCURRENT SYMPOSIUM V**

“What’s New in Orthopaedics?”– Upper Extremity, Joints, Spine and Trauma

**CONCURRENT SYMPOSIUM VI**

“What’s New in Orthopaedics?”– Foot & Ankle, Pediatrics, Sports, Shoulder & Elbow

**OREF PRESENTATION**

Judith F. Baumhauer, MD, MPH

**SPECIAL GUEST LECTURER**

David H. Janda, MD

“The Power and Profit of Prevention”

**MANAGEMENT OF OSTEOARTHRITIS SYMPOSIUM**

Multimedia Education Session

(Following Scientific Program)

**POSTERS** (Open daily to all participants one hour before and after the Scientific Program.)

Delight in the best of Florida’s Paradise Coast at The Ritz-Carlton. It’s a breathtaking beach resort with a tradition of unparalleled luxury and service. Enjoy dazzling views of the Gulf of Mexico, warm golden sunsets, and three miles of pristine beach.

Register for the meeting online at www.eoa-assn.org and make your reservations at The Ritz-Carlton by calling 800-241-3333.

Cutoff for EOA Room Rates is September 2, 2010.
Program Chairman’s Message

Dear Fellow EOA Members, Spouses, and Affiliated Guests:

The Board of Directors and I look forward to welcoming you to the EOA’s 2010 Annual Meeting, held October 13-16, 2010, at the spectacular Ritz Carlton Hotel and Resort in Naples, Florida. The Naples Ritz Carlton is considered by many to be the jewel in its crown. Every room comes with a waterfront view and the room rates are unbelievable. If you have not already done so, please visit the hotel’s website to gain an appreciation for this unparalleled venue that includes: gorgeous beaches, a world-renowned spa and fitness facility, numerous family-oriented water activities, and terrific social events. Naples/Fort Myers airport is only a short flight from most major East coast cities and is only a short taxi ride to the hotel.

The EOA continues to attract many of the top researchers to its Annual Meeting; 2010 is no exception. The quality of the scientific program rivals that of any orthopaedic meeting worldwide. The program committee and I had the distinct honor of reviewing arguably one of the strongest collections of submitted abstracts that any orthopaedic organization can boast. In an effort to expose this year’s participants to the maximum number of these outstanding investigations, we modified the general session’s format to accommodate as many papers as possible. Specifically, presenters are limited to five-minute presentations. Ample time is provided for discussion, with audience participation encouraged. This has, in fact, become a hallmark of our meeting. In addition, participants will have access to an impressive group of poster presentations, to be displayed immediately adjacent to the lecture hall.

This year’s symposia are on practical sessions for the orthopaedic surgeon. The symposia are taught by today’s leaders in orthopaedic surgery, many of whom are EOA members. Topics include: Orthopaedic Infections, DVT Prophylaxis, Adolescent Athlete, Future of Orthopaedics, and What’s New in Orthopaedics. The symposia are heavily weighted toward discussion. Four individual 10-minute presentations will be followed by a 15-minute discussion period.

In addition to the 21.25 education credits that can be earned by attending the EOA’s scientific program, 4 additional education credits may be garnered by attending Thursday (October 14) afternoon’s Practice Management Symposium: “Health Care Reform: What Is in the Bill Now That it Has Passed?” This symposium promises to educate the participant, with emphasis on the topics of Technology and Quality, and Payment Models and Employment/Affiliation (Group, Hospital, Foundation, Joint Venture) Models.

As part of the scientific program, Presidential Guest Speaker Richard Lackman, MD, will educate the audience with “Evaluation and Treatment of Metastatic Bone Disease.” Current EOA president, Bob Richards, Jr., MD, will talk to us about “EOA Legacy, Legends and All That Jazz.”

We are also delighted to have current AAOS President, John Callaghan, MD, provide not only the AAOS Presidential Report, but also participate in our “Future of Orthopaedics” symposia. This year’s Howard H. Steel lecture promises to be absolutely fascinating. Mr. Michel Butz will share with us his lecture, “The US Open – Our National Championship: An Inside Look, Outside the Ropes.” Mr. Butz is currently the Deputy Executive Director of the USGA. Special Guest Speaker Michael Janda, MD, from the Institute for Preventative Sports Medicine, will talk to us about “Health Care Reform: Where Are We Now?” and “The Power and Profit of Prevention.”

After a morning full of education, you will be able to enjoy the afternoon and evening with rest and relaxation or fun-filled activities every day. For those die-hard meeting attendees, there will be an Emerging Technologies Luncheon Program on Thursday afternoon following the formal meeting sessions. In addition, the Arthrex Company, which is located in Naples, will have cadaver labs available on Wednesday, Thursday, and Friday afternoons. While neither of these opportunities is formally associated with the EOA, we are happy to be able to offer them to our participants.

Social activities include beach walks, dolphin exploring, downtown Naples shopping, tennis round robin, golf, and offshore fishing. The EOEF Golf Outing will be held at the famous Tiburon golf course. An EOA-a-thon to benefit the EOEF will provide healthy activities on the beach for the whole family. Our traditional New Member Reception and Welcome Reception will be held on Thursday night. Friday night will our Exhibitor and Poster Presentation Reception. Saturday Night is the Annual Jazz Band Reception/Founders’ Dinner Dance. On both Friday and Saturday nights, there is a concurrent venue of movies and arts and crafts for the children.

I look forward to seeing you at the EOA Annual Meeting at the Ritz Carlton Hotel and Resort in Naples, Florida. In my opinion, this meeting is the perfect balance of an ideal orthopaedic educational experience and a wonderful vacation for you and your family. Moreover, since all of your fellow EOA members will be attending, it is another opportunity for you to renew friendships among the delightful membership and support our organization.

Sincerely,

James T. Guille, MD

EOA Newsletter

EOA News encourages and welcomes all member input. If you have any information you would like included in the next issue, please email material to Heather Skinner at hskinner@datatrace.com
Howard Steel Lecturer
Michael Butz

EOA is pleased that Michael Butz, USGA Deputy Executive Director, is this year’s Howard Steel Lecturer. His main duties include negotiating all USGA Championship host club agreements, advance planning and oversight of the US Open, Women’s Open, Senior Open and US Amateur Championships, Walker Cup, and the Merchandise/Licensing Department.

Mr. Butz joined the USGA in 1980 as Manager of Regional Affairs for the Southeastern Region. Later that year he moved to the USGA’s headquarters in Far Hills, NJ as the Manager of Championship Relations and oversaw the organization of the US Open, Senior Open, Women’s Open, Women’s Amateur, US Amateur, Walker Cup, and Curtis Cup matches. He became the Director of Championship Relations in 1991 and then Assistant to the Executive Director and Director of Championship Relations in 1992. In 1994 he became the Senior Director, Open Championships and Executive Administrator, and then was promoted to his current position in 1995. He has also served as an instructor at a number of USGA/PGA Rules of Golf Workshops and was General Chairman of the 1995 US Open at Shinnecock Hills Golf Club.

Mr. Butz was born and raised in Chambersburg, Pennsylvania and is a graduate of the School of Business at Wake Forest University (1978). He began playing golf at age 4 and was a caddie for many years in his childhood. His father was a self-taught, 8-time club champion who introduced him to the game.

He and his wife, Leslie, currently reside in Bethlehem, PA, where they are involved in church activities, studies, and ministries. They have two children, Spencer and Molly. He is particularly interested in junior golf, family golf, and caddie programs because he wants to see other kids have the same experiences he did.

2010 Resident/Fellow Award Recipients

Congratulations to the following 2010 EOA Resident/Fellow Award Recipients. The award papers will be presented during the Scientific Program.

Ranawat Award
The Association of Low-Energy Femoral Shaft Fractures and Bisphosphonate Use
John R. Fowler, MD, Abington Memorial Hospital, Abington, PA

Founders Award
Effective Use of Magnetic Resonance Imaging in the Evaluation of Knee Pain: An Evidence-Based Algorithm
Eric Fornari, MD, Tufts Medical Center, Boston, MA

Resident/Fellow Paper Awards
Fusion Can Prevent Spinal Deformity Following Intramedullary Spinal Cord Tumor Excision in Children
Okechukwu A. Anakwenze, MD, University of Pennsylvania, Philadelphia, PA

Intraoperative Radiofrequency Ablation for Osteoid Osteoma
Brody Flanagan, MD, Yale University School of Medicine, New Haven, CT

New Diagnostic Criteria for Periprosthetic Joint Infection: The Importance of WBC Count and PMN% in the Joint Aspirate
Kwang Am Jung, MD, Rothman Institute, Philadelphia, PA

Travel Grant Awards
A Biomechanical Comparison of Multi-Directional Nail and Locking Plate Fixation in Unstable Olecranon Fractures
Evan Argintar, MD, Georgetown University Hospital, Washington, DC

Posterior Cruciate-Retaining Versus Posterior-Stabilized Total Knee Arthroplasty: A Meta-Analysis
Michael J. Bercik, MD, Rothman Institute, Philadelphia, PA

Two-Stage Exchange for the Infected THA: Is the Second Stage Necessary?
Horim Choi, MD, Harris Orthopaedic Laboratory/Massachusetts General Hospital, Boston, MA

Healing of Rotator Cuff Tendons in a Rat Model Utilizing Botulinum Toxin A and Immobilization
Mohit Gilotra, MD, University of Maryland, Baltimore, MD

Are Routine Postoperative X-rays Necessary after Cervical Spine Fusion?
Bennett D. Grimm, MD, Medical University of South Carolina, Charleston, SC

Evaluation of In Vivo Muscle Function after Rotator Cuff Tears Using Electromyography in an Animal Model
Sandeep Mannava, MD, Wake Forest University School of Medicine, Winston-Salem, NC

Consequences of Unplanned Surgical Excision of Soft-Tissue Sarcomas
Vincent M. Moretti, MD, University of Pennsylvania, Philadelphia, PA

Open Reduction and Internal Fixation of Fifth Metatarsal Jones Fractures with BMAC Stem Cell Graft – An Outcome Study
Christopher D. Murawski, Hospital for Special Surgery, New York, NY

Clinical Outcomes of Medial Patellofemoral Ligament Reconstruction
Nicholas Slenker, MD, Thomas Jefferson University, Philadelphia, PA

Uncontrolled Metabolic Syndrome Increases the Risk of Complications following Total Joint Arthroplasty
Benjamin Zmistowski, BS, Rothman Institute, Philadelphia, PA
Special Guest Speaker
David H. Janda, MD

EOA is pleased to announce David H. Janda, MD will be the Special Guest Speaker at the 2010 Annual Meeting. He is an orthopaedic surgeon based in Ann Arbor, Michigan and a member of a nine-member orthopaedic surgery group. In addition, Dr. Janda is the Director and founder of the Institute for Preventative Sports Medicine in Ann Arbor which is the only health care cost containment organization of its kind in North America.

Dr. Janda obtained a Bachelor of Arts Degree majoring in Chemistry and in Economics and graduated Magna Cum Laude from Bucknell University in Lewisburg, Pennsylvania. He obtained his medical degree from Northwestern University Medical School in Chicago and served as one of the leaders within the medical school community as a member of the Senate for a three-year duration. Dr. Janda completed an internship and residency at the University of Michigan in Ann Arbor, and then completed a fellowship in shoulder reconstructive surgery and sports medicine in London, Ontario, Canada.

In addition to being a clinical orthopaedic surgeon, Dr. Janda has also distinguished himself in the research arena. One of his more notable works is based on an injury prevention analysis in the most popular team sports in the United States. Dr. Janda was the lead investigator in a series that was published in the Journal of the American Medical Association. The study completed by Dr. Janda and the research team realized a 98% reduction in injuries, along with a 99% reduction in health care costs. Based on an independent analysis by the Center for Disease Control and Prevention, the study translated into a prevention of 1.7 million injuries a year in the United States with a savings of two billion dollars in acute health care costs per year.

Dr. Janda was appointed by the former Bush Administration to the Board of the National Center for Injury Prevention and Control. He also was appointed to the National Institute of Health Trauma Research Task Force. Governor John Engler has appointed him to the Governor’s Council on Health, Fitness and Sports for the State of Michigan, as well as Chairman of the Advisory Group on the Prevention of Sports Injuries. Dr. Janda is the author of The Awakening of a Surgeon and The Power of Prevention Handbook which chronicle his efforts in the field of preventative medicine.

Presidential Guest Speaker
Richard D. Lackman, MD

EOA is pleased to have Richard Lackman, MD as Presidential Guest Speaker for the 2010 Annual Meeting in Naples, Florida. Dr. Lackman was appointed Chair of the Department of Orthopaedic Surgery and the Paul B. Magnuson Professor of Bone and Joint Surgery of the University of Pennsylvania Health System in March 2000. Since October 1999, he also has been Chief of the Musculoskeletal Tumor Service of the University of Pennsylvania Health System and continues in that role since resigning as department chair in 2009. He recently also accepted the position of Associate Director for Patient and Family Services at the Abramson Cancer Center at Penn.

Dr. Lackman earned his medical degree from the University of Pennsylvania School of Medicine in 1977 and completed his internship and residency training in orthopaedic surgery at the Hospital of the University of Pennsylvania in Philadelphia. Following this, he completed a fellowship in orthopaedic oncology at the Mayo Clinic Graduate School of Medicine in Rochester, Minnesota. Dr. Lackman returned to Philadelphia in 1983 as the first fellowship-trained orthopaedic tumor surgeon in this area and has practiced in Philadelphia since that time.

In addition to his commitment to academic medicine, resident education is another area of particular interest. He recently resigned as Orthopaedic Surgery Residency Director at the University of Pennsylvania after serving ten years in that position. In 2008, Dr. Lackman received the Parker Palmer Courage to Teach Award from the ACGME. This is the highest honor bestowed by the ACGME for Graduate Medical Education and Dr. Lackman is only the second orthopaedic surgeon in the United States to receive this honor.

Additional CME Opportunities at the Annual Meeting

Practice Management Symposium
On Thursday, October 14, 2010, 1:00-5:15 pm, at the EOA Annual Meeting, leading physicians and consultants will present a half-day program designed to help you prepare for the future of orthopaedic care and healthcare in general. Speakers will address what ObamaCare means to you and your practice and how to remain independent, even with hospitals aggressively acquiring specialty physicians. Price $140 for EOA Members; $290 for Non-Members (Lunch is included).

Multimedia Education Sessions
The EOA will provide a multimedia education session from 1:00 pm – 3:00 pm on Thursday, Friday, and Saturday, October 14-16. A comprehensive selection of AAOS DVDs will be available for your review. These DVDs will highlight surgical procedures and current concepts in orthopaedics. Registered attendees should find these DVDs informative and helpful in their practice.
MEMBERSHIP BENEFIT

A great benefit for all EOA Members
There is no cost or obligation to find out how much you may save on your professional liability insurance.
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Doctors Have “Unique” Financial Challenges: Stop Settling for “Off the Rack” Planning

Part 1 of 2

Christopher R. Jarvis, MBA
David B. Mandell, JD, MBA

According to the U.S. Census Bureau, the average American family earns less than $49,000. That translates to an income tax liability of less than 12%. 98% of American families will NEVER be worth more than $2,000,000 and owe an estate tax. Lastly, the average American is an employee, not an employer, and doesn’t have the government determine how much income they receive for their work. As a result, most people will never be sued because of work-related activities and don’t have to worry about their income dropping substantially each year. Therefore, there is no need for most people to address protection from lawsuits or to take advantage of every possible tax benefit when times are good. Does the situation above sound like your life? Of course it doesn’t.

As authors of books and articles, we regularly interact with publishers and talk show hosts. Radio and television stations, book & magazine publishers, and internet content editors are looking for content for their “average” reader. They fear “alienating” their readers and listeners by including content for only the higher income audience. What this means for physicians is:

Financial and legal advice you get from television, radio, newspapers, and the internet is most likely NOT APPROPRIATE FOR PHYSICIANS!

By listening to this advice, you are like the patient who trusts his own self-diagnosis from his 10-minute internet search rather than trusting the experience of a specialist with decades of experience in his field.

Unless your advisors spend all of their time working with high income and high liability physicians, they won’t be familiar with the techniques in our articles, free audio CDs, or books (like, For Doctors Only). These techniques are appropriate for less than 1% of the population. It is okay if they sound strange to you at first. They should. Once you embrace that you are different and you require “different” planning than your neighbors, you will be on your way to financial freedom.

A couple of mistakes many physicians make by listening to bad advice include:

Mistake #1 – Listening to a CPA or Attorney who says, “You Don’t Need a Corporation for Your Medical Practice.”

Despite what the CPA says, in most cases the cost and aggravation of the corporation are far outweighed by the asset protection and tax benefits the corporation offers physicians. Though these solutions can often help reduce taxes by $5,000 to $25,000 per year, these particular strategies are outside the scope of this brief article. If you are interested in learning about these techniques, a copy of our book, For Doctors Only: A Guide to Working Less and Building More, is free ($75 value) to readers like you. Call (877) 656-4362 and pay only $9 S&H.

Mistake #2 – Owning Any Assets in Your Own Name, Jointly with Your Spouse, or in Your Spouse’s Name!

We know that this is the most common ownership structure for real estate and bank accounts. This is ok for 90% of Americans. You have potential lawsuit risk, probate fee liability, and estate tax risk. If you don’t want to unnecessarily lose assets to lawsuits or taxes, you need to consider alternative ownership structures. Something as simple as a living trust or a limited liability company can often solve these problems.

The two mistakes above are commonly addressed by savvy advisors and concerned doctors. If you have followed the advice above, please call the authors for a free discussion. This is basic, but important, planning that you must understand before moving on to more powerful solutions. The remainder of this article (which is in two parts) will focus on three additional mistakes doctors make when they rely on “Off the Rack” planning that is appropriate for Average Americans – but often very detrimental to doctors who have unique needs, circumstances, and goals.

Mistake #3 – Wasting Time and Money on Retirement Plans.

This is perhaps the single most important area of planning for doctors to address once they understand that they are UNIQUE. Typical retirement plans are great for rank-and-file employees because they force employees to put away funds for retirement. In addition, the employers may match some

Continued on page 10

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As “the employer,” you are responsible for those matching contributions. These can be very significant if you have a large or highly compensated (like techs or other doctors) employee base. You are also the person who will be responsible (in other words, “liable”) if employees do not get the proper allocations or contributions from your practice. Even if the plan administrator made the mistake, you ultimately may feel the wrath of the Department of Labor if your employees are not fairly treated under the plan.

Further, a hypothetical $40,000 per year of pension contributions from ages 35 through 60 growing at 7% will only be worth $2,750,000 at retirement at age 60. If you want this income to last until your 90th birthday, you will start drawing monthly retirement distributions of $12,564 (pre tax per month) and increase those withdrawals by 3% each year to account for inflation. That $12,564 withdrawal in 25 years will be worth only $6,000 in today’s dollars – and that is a PRE-TAX number! After taxes, your $1,000,000 of retirement plan contributions over 25 years will be worth only $4,000 per month of after tax, inflation-adjusted dollars. Since most doctors will not be happy working so hard for 25 years (after a decade of training) and only having $4,000 per month to enjoy in retirement, it is imperative that doctors use supplemental planning tools if they want to reach a decent quality of life in retirement.

There is another problem with traditional retirement plans. Let’s say that you accumulate significant non-pension assets to supplement your quality of life in retirement. If you make the mistake of taking only “minimum” distributions from your retirement plan, you could pass away with $1 million or more of retirement plan assets.

Upon your death, these plan assets can be taxed at income tax and estate tax rates. It is possible, in some states, for this “double tax” to be as high as 70% to 80% of the total value. In other words, if you don’t spend these plan funds before death, most of these funds will be lost to taxes. On top of that, we are in an economic crisis where taxes are almost certain to increase. It was not long ago when distributions from retirement plans with balances over $1,000,000 were subject to an ADDITIONAL 10% excise tax. We don’t recommend that you count on the government to make law changes to support your best interests in retirement. I am sure you didn’t pay all that money to fund your employees’ retirement plan only to lose 40%-50% of your distributions to taxes during your lifetime and lose an additional ¾ of the balance to taxes at death. This is yet another problem with “Off the Rack” retirement planning that threatens doctors and doesn’t impact Average Americans.

**Suggestion – Do Not Rely on Traditional Retirement Planning to Support Your Retirement.**

Non-traditional planning can offer higher income physicians opportunities to contribute significantly larger annual contributions. If you want to increase your chances of having monthly retirement income in excess of $4,000, you must consider these options. Whether you are using non-qualified plans, “hybrid” plans, or even a tool primarily designed for risk management benefits, like a captive insurance company, you could possibly deduct $100,000 to $1,000,000 or more annually. Most of these tools allow you access to the funds before 59½, will not force you to take withdrawals at age 70½ if you don’t need the money, and will not be taxed at rates up to 70% or 80% when you pass away. For these reasons, savvy doctors utilize nontraditional plans more than traditional retirement plans.

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Reducing Patient No-shows

Few things are as disruptive to the efficient operation of a medical practice as patients who don’t show up for their appointments. Patient no shows create holes in physicians’ schedules, reduce billings and lower productivity. Here are some steps that medical practices can take to help boost the percentage of patients who keep their appointments.

Let Patients Know the Importance of Keeping Appointments
Inform every new patient of the importance of keeping appointments. Some practices find that displaying a clearly worded statement in the waiting room that states the practice’s policy regarding missed appointments helps reduce the number of no shows.

Regularly Contact Patients Before Their Appointments
A phone call one to three days before an appointment is most effective in reminding patients of their upcoming appointments. The call can also include a message that serves to reinforce the importance of uninterrupted, continuing medical care as a critical component of the patient’s long-term health care. And reminder calls give patients who need to cancel or reschedule appointments the incentive to contact your office.

Review Data on No Shows
Call no shows to learn the reason for the missed appointment and to reschedule the appointment. And keep a record of all missed appointments — that data can help you detect patterns. For example, the data may show that certain times of the day or certain days of the week give rise to most missed appointments. You can use that data to target and refine your reminder calls to patients who have appointments at those times.

Temporary Expiration of the Estate and Generation-Skipping Transfer Taxes
by Jay A. Feller, CPA

The Economic Growth and Tax Relief Reconciliation Act of 2001 included provisions resulting in the repeal of the estate tax and generation-skipping transfer tax for one year starting January 1, 2010.

Although the leaders of Congress and the Administration had indicated their intention to revise the law during 2009 so the 2009 rates and exemptions would apply during 2010, this did not happen. Thus, effective at the beginning of this 2010 year, the estate tax and generation-skipping transfer tax are both repealed for one year.

Certain members of Congress have indicated a desire to impose the taxes retroactively to January 1, 2010. There is uncertainty whether a retroactive enactment of these taxes would be constitutional.

During this period of the repeal of the estate tax and generation-skipping transfer tax, you may wish to consider the following:
- Review estate documents and consider potential changes to them
- Reconsider outright bequests to spouse
- Reconsider making 2010 contributions to exempt trusts
- Nonexempt irrevocable trusts should consider making outright distributions to grandchildren during 2010
- Consider outright gifts to grandchildren
- Review post-mortem situations if a spouse has already passed in 2010
- Consider taxable gifts
- Revisit and reconsider gifts to trusts

Retroactive Change
The general consensus among many estate tax practitioners throughout the country is that the retroactive change to the tax laws will likely be upheld by the courts. Thus, any planning or action taken must consider the possible impact of retroactive legislation. Given that there is some uncertainty considering the validity of such retroactive legislation, it is likely that litigation would be filed and would be in the courts for years before a final resolution would be obtained.

As a firm, Somerset believes it is prudent for our clients to revisit estate and gift tax planning and related documents already in place to address all of the opportunities and pitfalls associated with this unprecedented estate and gift tax situation.

Sunset Provisions
For decedents dying, gifts made or generation-skipping transfers occurring after December 31, 2010, the tax law is to be applied and administered as if the provisions and amendments of the Economic Growth and Tax Relief Reconciliation Act of 2001 “had never been enacted.”

The expected result of this sunset will be a return to the tax law prior to the Act which, for estate and gift tax purposes, would mean a lifetime exemption of $1 million and a maximum rate of 55%, with a 5% surcharge on larger estates. In addition to the resurrection of the estate and generation-skipping transfer taxes, a number of other changes implemented under the Act would be affected.

The general consensus among many estate tax practitioners throughout the country is that these sunset provisions will not occur. However, given the uncertainty of this as well, you should address the potential impact of such sunset provisions.

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