Non-Clinical Careers for Physicians

The biggest impediment to career transition is inertia. Register Today!

Find out what’s out there, how to get it, and how much it pays

Network with over 40 faculty members

Interview with recruiters and employers

Free one-on-one mentoring

Preconferences

How to Supplement Your Clinical Income with Lucrative Home-Based Work
Thursday, October 17, 2019

How to Find and Land High Paying Non-Clinical Jobs
Friday, October 18, 2019

www.NonClinicalCareers.com
Non-Clinical Careers for Physicians www.NonClinicalCareers.com

Non-Clinical Careers For Physicians Registration Information

Location/Hotel Accommodations: Non-Clinical Careers for Physicians will be held at the Crowne Plaza Chicago O’Hare Hotel & Conference Center in the Village of Rosemont, IL. This full service “fly in fly out” property is easily accessible to Chicago’s O’Hare airport and provides complimentary 24 hour shuttle service to and from O’Hare Airport. SEAK has secured a special group rate of $149/night for single occupancy. Rooms are limited and this rate expires on October 9, 2019. To make your reservations, please call 877-337-5793 and refer to the SEAK Group rate.

Included in Your Main Conference Registration:
- All main conference sessions with your choice of breakout sessions.
- Networking at provided breakfast, lunch, and breaks each day as well as the Saturday evening reception.
- The opportunity to meet with employers, speakers, mentors, and recruiters.
- A detailed and informative course book.
- A free copy of the book Do You Feel Like You Wasted All That Training?: Questions from Doctors Considering a Career Change, by Michael J. McLaughlin, MD.

Cancellations: Conference cancellations received in writing on or prior to October 9, 2019 will receive a full tuition refund. Persons cancelling after October 9, 2019 will receive a full tuition credit.

MAIL to: SEAK, Inc., P.O. Box 729, Falmouth, MA 02541 FAX to: 508.540.8304
CALL: 508.457.1111 or REGISTER ONLINE: www.seak.com

Please register me for the following preconferences:
Each preconference is $495 until August 18, 2019, $545 August 19, 2019–October 9, 2019, $595 After October 9, 2019
- How to Supplement Your Clinical Income with Lucrative Home-Based Work Thursday, October 17, 2019
- How to Find and Land High Paying Non-Clinical Jobs Friday, October 18, 2019

Please register me for the main conference:
$1295 until August 18, 2019, $1395 August 19, 2019–October 9, 2019, $1495 After October 9, 2019
- 2019 16th Annual Non-Clinical Careers for Physicians, Saturday–Sunday October 19–20, 2019

Physician training seminars available on DVD: (MA residents add 6.25% sales tax)
- How to Start, Build & Run A Successful Physician Consulting Practice ($895)
- Medical Malpractice Survival Training for Physicians ($895)
- How to Become a Successful Physician Inventor ($895)
- Negotiating Skills for Physicians ($495)
- How to Start, Build, and Run A Successful IME Practice ($895)
- How to Excel as an Expert Witness in Medical Malpractice Cases ($895)

Please print or type all items to assure accuracy. All confirmations will be sent to the individual indicated. Priority Code: NCC19

☐ Check here if you require special accommodations to fully participate.

First Name (as it will appear on name badge):

Last Name:

Title:

Specialty:

Company/Organization:

Mailing Address:

City: State: Zip:

Phone: Fax:

E-Mail: (Please print neatly - confirmations and other information will be sent via email)

☐ I’ve enclosed a check payable to: SEAK, Inc., P.O. Box 729 Falmouth, MA 02541

OR I’m Paying by Credit Card (please circle card type) MC / Visa / Amex / Discover

Card Number: Exp. Date:

Name as it appears on the card: Security Code:

Signature:
16th Annual Non-Clinical Careers for Physicians Conference

An eye opening and inspiring weekend where you can explore dozens of non-clinical opportunities.

- Find out what's out there, how to get it and how much it pays
- Learn about full time, part time, and work from home opportunities.
- One-on-one mentoring
- Meet with employers and recruiters
- See with your own eyes that switching to a non-clinical career has more financial potential than clinical medicine and is in fact a step forward, not a step backwards
- Learn from numerous colleagues who have successfully made the switch and hear how it is done
- Become empowered by knowing that you are far from alone in your desire for change
- Network with faculty, speakers, mentors, recruiters and fellow attendees
- Get your process of career change moving
- Form a customized action plan to position yourself for and successfully make your career transition

SEAK, Inc. (www.seak.com), founded in 1980, is an ACCME accredited continuing education and publishing firm. We have trained many thousands of physicians across the United States. We pride ourselves on the quality of our educational programs and encourage attendees to talk to other physicians who have taken SEAK courses in the past. See the extensive list of testimonials available at www.NonClinicalCareers.com.

TO REGISTER CALL 508-457-1111 OR VISIT WWW.SEAK.COM
Q. How much non-clinical opportunity is out there for physicians?
A. More than you can imagine. Our 40+ faculty members who are physicians working non-clinically will be providing inside information on dozens of non-clinical career paths. Your biggest challenge will likely be deciding which of many possible roads to follow.

Q. Will work from home positions be discussed? How about part time roles?
A. Yes, many of the fields covered offer remote based opportunities. In fact, many of our faculty work remotely. Many of the fields discussed also have part time/contract opportunities available.

Q. Does the conference work?
A. We have been thrilled with the enormous positive feedback we have received with numerous attendees calling their experience “life changing”. See www.nonclinicalcareers.com for hundreds of testimonials. We are also very proud that the majority of our faculty consists of conference alumni looking to pay it forward.

Q. Do attendees find jobs at the conference?
A. Yes! We will once again be inviting recruiters and employers to the conference. Our recruiters and employers traditionally conduct hundreds of interviews onsite and hire many of our physician attendees. Last year industries represented included pharma, consulting, insurance, education, independent review and others. Additionally, attendees find jobs through their networking at the conference.

Q. How does the free mentoring/networking work?
A. Attendees have the opportunity to sign up for 15 minute 1-1 mentoring sessions with our large and diverse panel of mentors. You will have numerous opportunities to network with faculty and fellow attendees during the conference.

Q. What is the age of your typical attendee and why do they come to the conference?
A. It runs the full range. Each year we have 375+ attendees and this will include medical students, interns, residents and physicians in their 70s. Our attendees come for many reasons including wanting to make more money, have more control over their schedule, looking for new challenges, a physical disability that prevents them from practicing medicine, or simply no longer enjoying the practice of medicine.

Q. Are there opportunities for physicians without Boards, Residency or even a US License?
A. Yes. Many of the fields discussed have positions that do not require current Boards (including Pharma, Consulting, Writing, Speaking, Coaching, MSL, Investments, Communications, Startups and Teaching) and some of our faculty members do not have Boards.

Q. How many of the main conference attendees attend one or more of the preconferences?
A. Over 50%, as the information contained in the preconferences is not covered in the main conference.
### Main Conference

#### Saturday, October 19, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Speaker(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30–8:30</td>
<td>Registration and Continental Breakfast with Faculty, Mentors and Recruiters</td>
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<tr>
<td>8:30–9:30</td>
<td>Proven Strategies for a Successful Career Transition</td>
<td>Ryan Bayley, MD</td>
</tr>
<tr>
<td>9:30–10:15</td>
<td>Introduction of the Mentors and the Recruiters</td>
<td>The conference mentors and recruiters will introduce themselves and briefly describe their background and areas of interest.</td>
</tr>
<tr>
<td>10:15–11:00</td>
<td>Break and Mentoring and Employer Sign Up Time</td>
<td>Attendees will sign up for individual sessions with mentors and mentors.</td>
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<tr>
<td>11:00–12:00</td>
<td>How to Use LinkedIn For Your Non-Clinical Transition</td>
<td>Heather Fork, MD, CPC</td>
</tr>
<tr>
<td>12:00–1:00</td>
<td>LUNCH (Provided with Faculty, Mentors, and Recruiters)</td>
<td>The Doctor's Crossing, Austin, TX</td>
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<tr>
<td>1:00–1:50</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities as a Speaker DrCharitySpeaks</td>
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<tr>
<td>1:00–1:50</td>
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<td>Mesa, AZ</td>
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<td>1:00–1:50</td>
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<td>B. Opportunities in the Life Insurance Industry</td>
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<tr>
<td>1:00–1:50</td>
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<td>Anthony Norelli, MD</td>
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<tr>
<td>1:50–2:00</td>
<td>BREAK AND NETWORKING OPPORTUNITY</td>
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<tr>
<td>2:00–2:50</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities for Physicians at Consulting Firms</td>
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<td>2:00–2:50</td>
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<td>Donald M. Bradshaw, MD,MPH, FAAFP, Booz Allen Hamilton, Inc.</td>
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<td>2:00–2:50</td>
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<td>Woodbridge, VA</td>
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<td>2:00–2:50</td>
<td></td>
<td>B. Utilization Review Opportunities for Physicians with Independent Review Organizations (IROs) and Health Insurers</td>
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<tr>
<td>2:00–2:50</td>
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<td>Jawaria Suahal, MDEvCare Health, New Lenox, IL</td>
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<tr>
<td>2:50–3:00</td>
<td>BREAK AND NETWORKING OPPORTUNITY</td>
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<tr>
<td>3:00–3:50</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities with Startups</td>
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<tr>
<td>3:00–3:50</td>
<td></td>
<td>Andrea Paul, MD</td>
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<tr>
<td>3:00–3:50</td>
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<td>Board Vitals, Sarasota, FL</td>
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<tr>
<td>3:50–4:00</td>
<td>BREAK AND NETWORKING OPPORTUNITY</td>
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<tr>
<td>4:00–4:50</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities for Physicians in Pharma</td>
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<tr>
<td>4:00–4:50</td>
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<td>Robert Nordness, MD, MPH, Syndax Pharmaceuticals</td>
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<td>4:00–4:50</td>
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<td>Cambridge, MA</td>
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<tr>
<td>4:50–6:00</td>
<td>Networking Reception with Colleagues, Faculty, Mentors, Recruiters, and Employers</td>
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#### Sunday, October 20, 2019

<table>
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<tr>
<th>Time</th>
<th>Event</th>
<th>Speaker(s)</th>
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<tbody>
<tr>
<td>7:00–7:30</td>
<td>Continental Breakfast with Faculty, Mentors and Recruiters</td>
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<tr>
<td>7:30–8:20</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities as a Medical Science Liaison</td>
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<tr>
<td>7:30–8:20</td>
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<td>Shweta Patel, MD</td>
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<td>7:30–8:20</td>
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<td>Shire Pharmaceuticals</td>
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<td>7:30–8:20</td>
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<td>Evans, GA</td>
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<td>7:30–8:20</td>
<td></td>
<td>B. Opportunities for Physicians in Work from Home Telemedicine</td>
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<tr>
<td>7:30–8:20</td>
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<td>Tom Davis, MD, FAAFP</td>
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<td>7:30–8:20</td>
<td></td>
<td>TomDavisConsulting.com</td>
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<tr>
<td>8:20–8:30</td>
<td>BREAK AND NETWORKING OPPORTUNITY</td>
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<tr>
<td>8:30–9:20</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities for Physicians in Medical Communication and Advertising</td>
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<td>8:30–9:20</td>
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<td>Joel Jacob, MD</td>
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<td>8:30–9:20</td>
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<td>McCann Echo</td>
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<td>8:30–9:20</td>
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<td>West Nyack, NY</td>
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<td>9:20–9:30</td>
<td>BREAK AND NETWORKING OPPORTUNITY</td>
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<tr>
<td>9:30–10:20</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities for Physicians in Coaching</td>
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<td>9:30–10:20</td>
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<td>Steven W. Parkes, MD, MBA, MPH, FACEP</td>
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<td>9:30–10:20</td>
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<td>Clinical Coaching Institute, LLC</td>
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<td>9:30–10:20</td>
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<td>Yorkville, IL</td>
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<tr>
<td>10:20–10:30</td>
<td>BREAK AND NETWORKING OPPORTUNITY</td>
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<tr>
<td>10:30–11:20</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities as a Principal Investigator</td>
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<td>10:30–11:20</td>
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<td>Kelli Maw, MD, FAAFP</td>
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<td>10:30–11:20</td>
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<td>PRA Health Sciences</td>
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<td>10:30–11:20</td>
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<td>Land O'Lakes, FL</td>
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<td>11:00–11:30</td>
<td>BREAK AND NETWORKING OPPORTUNITY</td>
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<td>11:30–12:20</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities for Physicians with the FDA/Federal Government</td>
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<td>11:30–12:20</td>
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<td>Kristie Baiden, DO</td>
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<td>11:30–12:20</td>
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<td>Food and Drug Administration</td>
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<td>12:20–1:20</td>
<td>LUNCH (Provided with Faculty, Mentors, and Recruiters)</td>
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<tr>
<td>1:20–2:10</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities for Physicians with Contract Research Organizations (CROs)</td>
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<td>1:20–2:10</td>
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<td>Kitty Gordon, MD</td>
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<td>1:20–2:10</td>
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<td>IQVIA</td>
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<td>Morrisville, NC</td>
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<td>2:10–2:20</td>
<td>BREAK AND NETWORKING OPPORTUNITY</td>
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<tr>
<td>2:20–3:10</td>
<td>BREAKOUT SESSION (Choose One)</td>
<td>A. Opportunities for Physicians as a Physician Advisor</td>
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<td>2:20–3:10</td>
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<td>Mary E. Schultheis, MD</td>
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<td>2:20–3:10</td>
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<td>United Healthcare</td>
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<td>Reno, NV</td>
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<td>2:20–3:10</td>
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<td>B. Opportunities in the Investments Industry</td>
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<td>2:20–3:10</td>
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<td>David Yeh, MD</td>
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<td>2:20–3:10</td>
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<td>Wealthy Doctor Institute, LLC</td>
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<tr>
<td>2:20–3:10</td>
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<td>Naperville, IL</td>
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</tbody>
</table>

**Register Today!**

508-457-1111 or www.seak.com
You will find our faculty very giving of their time and very willing to answer your individual questions after their presentations, at the networking functions and when not presenting. To increase your networking experience and increase one-on-one attention, we have also assembled a team of mentors to be available to talk one-on-one with the attendees (at no additional charge).

**MENTORS**

- **Brett Alberty, MD** is a fellowship trained vascular surgeon who works on disability determinations as a full time employee of the Social Security Administration. (The SSA also offers contract work). In addition, Dr. Alberty conducts medical necessity chart reviews for the Arkansas Foundation for Medical Care. Dr. Alberty is a SEAK alumnus.

- **Jessica Lee Amorosino, MD, FAAP DipABLM** is the Co-Founder of MetTrimMD Beverly, a physician directed weight loss program and assists other physicians looking to start weight loss programs in their offices and communities. See www.jessicadMDobston.com. Dr. Amorosino is a SEAK alumna.

- **David Amos, MD** is a family medicine/internal medicine physician whose non-clinical experience includes owning and operating a Japanese restaurant for 9 years and performing thousands of veteran's evaluations. Dr. Amos served in the Marine Corps Infantry and is a 2016 SEAK alumnus.

- **Mandy Armitage, MD** is a successful medical writer who has experience both as a freelancer and as a full time employed writer. She most recently served as Medical Director for content at start-ups Doximity and HealthLoop and currently serves as a consultant for aspiring physician freelancers.

- **Kristie Baisden, DO** is a Medical Officer with the Food and Drug Administration and SEAK alumnus. Prior to her transition, Dr. Baisden practiced OB/GYN.

- **Ankush Bansal, MD** is a hospitalist and SEAK alumnus with experience performing file reviews for multiple referral sources, serving as an expert witness, working locum tenens and working direct to consumer telemedicine for multiple services.

- **Ryan Bayley, MD** is a successful physician coach. His practice (www.ryanbayleyMD.com) focuses on burnout resilience, career transition, and leadership and serves both individual physicians (and non-physicians) and institutions. Dr. Bayley is a SEAK alumnus.

- **David Best, MD, MBA** is the CEO and Co-Founder of the Mdea family of companies, including BESTMSls (BESTMSls.com), a contract medical science liaison organization, The Doctor's Channel (TheDoctorsChannel.com), the world's largest short form video site for doctors including CME, The Almost Doctor's Channel (TheAlmostDoctorsChannel.com) for premeds, med students, residents and fellows, Mdea (MdeaNY.com) a medical communications agency and Dr. Cruiter (DrCruiter.com) a physician placement service.

- **Joe Bormel, MD, MPH** is an internist who has broad experience in the healthcare IT/informatics field including industry, regulatory policy, public health and independent consulting.

- **Stephanie Brown, MD** is a coach who specialized in assisting professional women and physicians who feel there is something more for them in life. Dr. Brown is a family physician with over 20 years’ experience and a SEAK alumna.

- **Jocelyn F Caple, MD, MBA** is the CEO of Frisbie Memorial Hospital in Rochester, New Hampshire, an independent community hospital. She is a board certified pathologist and SEAK alumna.

- **Dana C. Carpenter, MD** is Senior Vice President, Director of Medical & Scientific Affairs of CDM New York, a leading healthcare advertising and medical communications agency. Prior to transitioning, Dr. Carpenter was the lead physician and medical director in a thriving OB/GYN practice for nearly 10 years as well as a speaker, author and healthcare consultant.

- **Savi Chadha, MD, MFP** is regional medical manager and medical science liaison with Tardis Medical Consultancy. He received his MD from St. James School of Medicine. Dr. Chadha is a SEAK alumnus.

- **Lynette Charity, MD** is an award-winning motivational/inspirational speaker. Dr. Charity has presented nationally and internationally. She is an anesthesiologist and SEAK alumna.

- **Melissa Chudnow, MD** is a board certified pediatrician and allergist who is a full time home based medical director for MRtoA, a leading Independent Review Organization. She has experience as well in telemedicine, part time (contractor) utilization review, and locum tenens. Dr. Chudnow is a SEAK alumnus.

- **Gerald Daneshvar, MD** practices Urgent Care medicine in Michigan and is also a Lab Director for two Plasma companies. Directing a Laboratory is a growing field that does not require Board certification and gives experience in Patient safety and Regulatory affairs. Dr. Daneshvar is a SEAK Alumnus.

- **Tom Davis, MD, FAAFP** is a Board Certified Family Practice physician and a SEAK alumnus. Dr. Davis has vast non-clinical experience including consulting to health care providers on risk sharing/value contracts, consulting to venture capital firms, expert witnessing, tele-medicine, and Hospice Medical Director.
Brett Fink, MD is an Orthopedic Surgeon (Foot and Ankle Fellowship Trained) who currently works from home full-time for United Healthcare doing preauthorizations and teaches one day per week in a hospital podiatry residency department. His previous non-clinical experience includes performing preauthorizations and disability reviews on a contract/hourly basis and earning his MBA. Dr. Fink is a SEAK alumnus.

Judy L. Finney, MD, FACC has been an Associate Medical Director with Allstate Financial in Chicago since 2012 where her responsibilities mainly involve life insurance underwriting. Dr. Finney is Board Certified in Internal Medicine, Cardiology, and Interventional Cardiology.

Heather Fork, MD, CPC is an ICF certified coach and blogger. In the past 10 years through her company, The Doctor’s Crossing (www.doctorscrossing.com), she has helped dozens of physicians find great career satisfaction and happiness in both clinical and non-clinical careers.

Kitty Gordon, MD is a (home-based) Medical Strategy Lead and Ophthalmology Center of Excellence Co-Chair at IQVIA (formerly Quintiles), one of the World’s largest Contract Research Organizations. She is a 2017 SEAK alumnus.

Richard Hahn, MD, FACC, FACFCC is an internist and cardiologist and a SEAK alumnus. Dr. Hahn’s non-clinical pursuits include expert witness and case reviewer for law firms, insurance companies, and Social Security Disability, as well as some intermediaries.

Jacqueline Huntly MD, MPH is a career and life coach (www.thrivetoleadmd.com) who works with physicians who are looking to bring energy, purpose, passion, and joy into all domains of their career and life.

James E. Hurley, II MD, FACS retired as a general and thoracic surgeon as a result of disability after three back surgeries. Currently, Dr. Hurley teaches nursing students (anatomy & physiology) part time at Wilson College. Dr. Hurley is a SEAK alumnus.

Lisa S. Jenkins, MD is the owner and Medical Director of Genesis MedSpa in Colorado Springs, Colorado, which she founded in 2007. Genesis MedSpa has won numerous awards and been named a Colorado top 100 woman-owned business.

Julia Hewitt Kinder, DO is a physician career consultant, medical director for a national health plan, and two-time SEAK keynote speaker (www.physiciancareeroportunities.com). She has over 20 years of experience in family medicine and practices hospice part-time.

Julie Landrio, MD is a board certified internist and SEAK alumnus who currently practices as a hospice physician.

Zaiba Malik, M.D. is a practicing ophthalmologist who has experience teaching pre-med undergraduates specifically global health, being a STEAM educational advisor/teacher for K-12, and being a mock oral board examiner. Dr. Malik is a SEAK alumnus.

Peter S. Moskowitz, MD, Executive Director of the Center for Professional & Personal Renewal (www.cppcr.com), is a certified, nationally-recognized career transition and life coach for physicians, author, keynote lecturer, and workshop facilitator. His new book, “The Three Stages of a Physician’s Career: Navigating from Training to Beyond Retirement” is a top seller. Dr. Moskowitz is Clinical Professor of Radiology, Emeritus, at Stanford University School of Medicine.

Michelle Mudge-Riley DO, MHA, RD has spent the past 10+ years mentoring and coaching other doctors in their career strategy and helping physicians with all aspects of a non-clinical transition (www.phphysicians.com).

Philip E. Newman, MD is a Clinical Associate Professor of Medicine at the University of California - Irvine, where he teaches cardiology fellows. He also maintains a successful expert witness practice. Prior to his teaching career Dr. Newman practiced clinical medicine as an interventional cardiologist. Dr. Newman is a SEAK alumnus.

Steven W. Parkes, MD, MBA, MPH, FACP is the President and Founder of the Clinician Coaching Institute, LLC (www.cliniciancoachinginstitute.com), where he specializes in coaching physicians dealing with burnout, and physicians running or starting their own business. He is a SEAK alumnus.

Alice Rupp, DO is an internist and SEAK alumna employed with AIM Specialty Health as a senior physician reviewer in utilization management as well as a physician trainer for the job. She is also a National Faculty Member for the National Board of Osteopathic Medical Examiners for COMLEX-USA item development for physician licensure writing examination questions, checking references and analyzing statistics for question validation.

Stanley Sack, MD is a recently retired pediatrician who now works as a freelance medical writer with experience in CME, blogging, and web content marketing. Dr. Sack is a SEAK alumnus.

Mary E. Schultheis, MD is a colon and rectal surgeon and SEAK alumnus. Her non-clinical experience is as a full time, home based medical director with United Healthcare and first a part time, then a full time, physician advisor with R12CM.

Jawaria Suhail, MD is a Board Certified Family Medicine physician who is currently employed as a home based Associate Medical Director performing utilization reviews for Evicore. Dr. Suhail is a SEAK alumnus.

Karyn L. Tapley, DO is an OB/GYN and SEAK alumnus whose non-clinical experience includes locum tenens, running a successful and growing medical spa (Sound Women’s Health & Aesthetics), real estate, financial planning, and teaching physicians.

Jonathan Terry, DO, ABHIM, IFMCP is an employed and private practice psychiatrist whose non-clinical pursuits include expert witnessing, teaching at multiple medical schools, authoring children’s books, and consulting with non-profits and other physicians seeking to start or improve their private practices, Dr. Terry is a SEAK alumnus.

Cynthia Vona DDS, MD is a recently retired occupational health executive whose final position was Executive Medical Director for a Fortune 500 Company where she was responsible for the health and wellness of over 11,000 employees. Currently Dr. Vona consults for a physician advisory company, TPs, and a law firm. She performs file reviews and renders expert opinions concerning disability, and causality for workers’ compensation and PIP claims. She is a SEAK alumnus.

Charlotte Weeks, NCRW, CPRW is a dual-certified professional resume writer and executive career coach. She is the CEO of Weeks Career Services, Inc. (www.weekscareerservices.com) and the past president of The National Resume Writers’ Association.

David Yeh, MD is a nuclear physician (still practices part time), Investment professional and the author of the book “The Busy Doctor’s Investment Guide.” His Wealthy Doctor Institute, LLC, (www.wealthydoctorinstitute.com) is a registered investment advisor. Dr. Yeh also manages the Praetorian Archimedes, LP hedge fund for qualified investors. Dr. Yeh is a SEAK alumnus.

TO REGISTER CALL 508-457-1111 OR VISIT WWW.SEAK.COM
Day One, Saturday, October 19, 2019
7:30–8:30 Registration and Continental Breakfast with Faculty, Mentors and Recruiters

8:30–9:30 Proven Strategies for a Successful Career Transition
Ryan Bayley, MD
Physicians have all of the ingredients for career transition success - they are intelligent, driven, problem solvers who do not shy away from a challenge. And yet most physicians seeking change get stuck, because the behaviors that allow them to survive medical school and become good physicians actually dramatically undermine their ability to make big career transitions. Dr. Bayley will explore how physicians get in their own way, and the top counterintuitive strategies physicians need for career transition success. Questions & Answers

Ryan Bayley, MD is a successful physician coach. His practice (www.ryanbayleyMD.com) focuses on burnout resilience, career transition, and leadership and serves both individual physicians (and non-physicians) and institutions. Dr. Bayley is an Emergency Medicine Physician and still works clinically a few shifts each month. He received his undergraduate degree from Harvard and his MD from Vanderbilt. Dr. Bayley is a SEAK alumnus.

9:30–10:30 Introduction of the Mentors and the Recruiters. The conference mentors and recruiters will introduce themselves and briefly describe their background and areas of interest.

10:30–11:00 Break and Mentoring and Employer Sign Up Time. Attendees will sign up for individual sessions with recruiters and mentors.

11:00–12:00 How to Use LinkedIn For Your Non-Clinical Transition
Heather Fork, MD, CPCC
LinkedIn can be a critical tool for any career transition. Dr. Fork will teach proven strategies to dramatically improve your LinkedIn profile and strengthen your online brand. She will show you how to harness the networking and job searching power of LinkedIn to find new job opportunities without revealing yourself to your employers and colleagues. Dr. Fork will also show you how to use LinkedIn to prepare for job interviews and find physicians from nonclinical sectors for advice and mentorship. Questions and Answers

Heather Fork, MD, CPCC is an ICF certified coach and founder of The Doctor's Crossing (www.doctorscrossing.com). For the past 10 years, she has been helping physicians find more fulfillment both in medicine and in non-clinical careers. In addition to coaching, she also blogs for The Doctor's Crossing and does recruiting for several non-clinical companies. Dr. Fork ran her own dermatology practice for 9 years and is a SEAK alumnus.

12:00–1:00 LUNCH (Provided with Faculty, Mentors, and Recruiters)

1:00–1:50 BREAKOUT SESSION (Choose One)
A. Opportunities for Physicians as a Speaker
Lynette Charity, MD
Dr. Charity will explain the process for how to obtain and excel at paid speaking engagements. She will discuss what organizations who hire speakers are looking for and how to improve your speaking skills. In addition, Dr. Charity will discuss the practical aspects of building a keynote/inspirational speaking practice including finding gigs, social media, your web page, speaker's bureaus, and negotiating and collecting your fee. Dr. Charity will provide practical advice for how to launch and grow your career as a professional speaker.

Questions & Answers

Lynette Charity, MD is an award-winning motivational/inspirational speaker (www.drcharityspeaks.com). Dr. Charity has presented nationally and internationally. She is an anesthesiologist and SEAK alumna with over 35 years of experience “putting people to sleep.” In aspiring to become a doctor, she met many dream smashers; people who wanted to “Squish! Squish! STOMP!” on her dream. As a young girl growing up in the segregated South, she was once told “No Medical School is gonna accept a colored girl!” She persevered and now helps to “wake people UP” to go after THEIR dreams through sharing her story of overcoming obstacles of racial bias, gender bias and age bias. Now a sexagenarian, she has hit the Trifecta being African-American, female AND on Medicare. Dr. Charity graduated with honors from Chatham College for Women in Pittsburgh, PA, and earned her medical degree from Tufts University School of Medicine. She has practiced nationally, internationally and as a U.S. Army doctor, achieving the rank of Lt. Colonel.

B. Opportunities in the Life Insurance Industry
Anthony Norelli, MD
Dr. Norelli will describe the opportunities for physicians with the numerous US Life Insurance Companies. He will explain the underwriting and other work physicians typically do in a life insurance company, hours, work environment (including gate company work from home), the work function range that can be expected for new hires, the typical corporate compensation and benefit structure, what the work consists of on a day-to-day basis, and the benefits and challenges for which you will need to prepare. Dr. Norelli will also discuss the types of projects physicians at consulting firms may work on and discuss the range of possible clients they may serve. He will explain the characteristics which are a good fit for this work including problem solving skills, listening skills, being a team player, and willingness to think in an evolving fashion. Dr. Bradshaw will discuss what a typical day could be like, travel requirements, compensation & benefits, working conditions, opportunities for advancement, qualifications and experience needed, and how physician consultants are called upon to tap into their clinical knowledge. He will provide practical suggestions for those physicians who wish to break into working for a consulting firm. Questions & Answers

Anthony Norelli, MD is a Medical Director at Allstate Life and Retirement. Prior to joining Allstate in 2016, Dr. Norelli spent 8 years with Northwestern Mutual Life where he was trained on underwriting and claims for life, disability, and long term care. Dr. Norelli earned his undergraduate degree from Marquette and his MD from Medical College of Wisconsin. Prior to his transition to non-clinical work he was in private practice as a family practitioner.

1:50–2:00 BREAK AND NETWORKING OPPORTUNITY

2:00–2:50 BREAKOUT SESSION (Choose One)
A. Opportunities for Physicians at Consulting Firms
Donald M. Bradshaw, MD, MPH, FAAPF FACHE, FAAPL
Many consulting firms (including gate company work from home), corporations, and physician-owned groups employ physicians and engage physicians as contractors. Dr. Bradshaw will survey the types of projects physicians at consulting firms may work on and discuss the range of possible clients they may serve. He will explain the characteristics which are a good fit for this work including problem solving skills, listening skills, being a team player, and willingness to think in an evolving fashion. Dr. Bradshaw will discuss what a typical day could be like, travel requirements, compensation & benefits, working conditions, opportunities for advancement, qualifications and experience needed, and how physician consultants are called upon to tap into their clinical knowledge. He will provide practical suggestions for those physicians who wish to break into working for a consulting firm. Questions & Answers

Donald M. Bradshaw, MD, MPH, FAAPF FACHE, FAAPL is a senior Physician Advisor with Booz Allen Hamilton Inc. - a global advisory organization that provides diverse, talented, and exceptional people driven to excel, do good, and realize positive change in everything they do. Dr. Bradshaw served 32 years in the US Army and retired as a Brigadier General in 2009. His military experience includes CEO of the Southeast Regional Medical Command and CEO of the Dwight D. Eisenhower Army Medical Center. Dr. Bradshaw’s professional experience includes Vice President, Clinical Transformation for Evolent Health, Senior VP Federal Health Operations, SAIC, and Senior President, Healthcare for Martin-Bianck and Associates - a health care consulting company. Dr. Bradshaw earned his BS from Wheaton (Illinois), his MPH from University of Washington (Washington) and his MD from the Uniformed Services University of the Health Sciences (Maryland).
Day One, Conference Program: Saturday, October 19, 2019

B. Utilization Review Opportunities for Physicians with Independent Review Organizations (IROs) and Health Insurers

Jawaria Suhail, MD

Dr. Suhail will describe the numerous full time and part time/contract opportunities open to physicians performing utilization reviews for IROs and health insurers. She will discuss compensation to expect and what physicians in this field do on a day to day basis including peer-to-peer discussions, guideline development, providing alternative service suggestions, and conducting first-level provider appeals. She will explain the different types of reviews (prospective, retrospective, appeals, etc.) physicians may be called upon to perform. Dr. Suhail will give a frank assessment of the numerous powerful advantages to this work including the opportunity to work from home in many cases, the potential for a flexible schedule, manageable hours, and intellectually stimulating work that vastly increases your medical knowledge. She will also provide insight on potential drawbacks including repetition and occasionally dealing with upset peers. Finally, Dr. Suhail will provide suggestions for locating and landing your first position in this field, with a specific focus on effective networking. Questions and Answers

Jawaria Suhail, MD currently serves as a home based Associate Medical Director for eviCore Health. Previously, she worked as a Physician Reviewer for Anthem. Prior to transitioning, Dr. Suhail practiced Family Medicine and then later as a Hospitalist. Dr. Suhail grew up in Saudi Arabia and received her medical education in the US and trained in Family Medicine in Chicago. Dr. Suhail is Board Certified in family medicine. She is the proud single mother of 3 children and a SEAK alumna.

2:50–3:00 BREAK AND NETWORKING OPPORTUNITY

3:00-3:50 BREAKOUT SESSION (Choose One)
A. Opportunities with Startups
Andrea Paul, MD

Many physicians would enjoy working in entrepreneurial ventures if they knew what was involved. Dr. Paul will discuss the practical considerations for those considering becoming a startup physician-entrepreneur including turning your idea into reality, getting help, financing, cash flow, sweat equity, growth strategies, potential upsides and downsides, what you may do on a day-to-day basis, and exit strategies including mergers and acquisitions (Board Vitals was acquired). Dr. Paul will also discuss the numerous opportunities to become involved with a startup as part a start-up CMO, co-founder, or consultant, including how to find these opportunities, what you may be called upon to do, and how you may be paid. Questions & Answers

Andrea Paul, MD is Co-Founder and Chief Medical Officer at Board Vitals (an Inc. 500 and Crain’s 50 Company), a Start-up Advisor (health tech, medical device), Public Speaker (health, medical education, technology and entrepreneurship), and mentor/advisor to physicians wishing to pursue non-clinical activities. Board Vitals (www.boardvitals.com) - The Leader in Online Medical and Healthcare Specialty Examinations and Continuing Education - helps practitioners prepare for licensing and initial certification exams, maintenance of certification (MOC) requirements, and continuing professional education, covering more than 50 specialty areas and exams ranging from dental, podiatry, nursing, and medical areas. Dr. Paul earned her MD from Michigan State. While in residency training at Yale, Dr. Paul decided to leave clinical medicine in order to become a startup physician-entrepreneur.

3:50–4:00 BREAK AND NETWORKING OPPORTUNITY

4:00-4:50 BREAKOUT SESSION (Choose One)
A. Opportunities for Physicians in Pharma
Robert Nordness, MD, MPH

Dr. Nordness will discuss the various roles and opportunities for physicians in the pharmaceutical industry including pharmacovigilance (safety), regulatory affairs, marketing, communication/writing, and research and development. He will provide, for each role, typical day-to-day tasks, travel requirements, credentials generally required, opportunities for advancement, compensation, and need for relocation (and potential work from home). Dr. Nordness will provide practical advice for physicians who wish to position themselves to break into the industry and cultivate opportunities after this transition has been made. Dr. Nordness will also address, in a background setting, the major differences from the usual physician practices looking after individual patients and the physician responsibility and reporting structures in the pharmaceutical industry. He will also discuss/explain the major differences between major pharma companies that are considered “large companies” from those that are “mid-sized” versus those that are small “start-ups” as well as how to find the companies developing/selling products within your own therapeutic area. Questions & Answers

Robert Nordness, MD, MPH is the Head of Pharmacovigilance at Syneos Pharmaceuticals. Additionally, Dr. Nordness has experience in diverse roles in various-sized companies; Alexion, Boehringer Ingelheim, and Pfizer. Dr. Nordness is Triple-Board Certified (Emergency Medicine, Occupational Medicine, and Undersea and Hyperbaric Medicine). He graduated from the University of Minnesota Institute of Technology with a degree in Chemical Engineering and received his MD from the University of Minnesota Medical School. He earned his MPH from Harvard School of Public Health. Dr. Nordness served 10 years of active duty with the US Navy and remains a reserve officer. He is the former Officer in Charge of the Naval Undersea Medical Institute.

4:50-5:45 BREAK AND NETWORKING OPPORTUNITY

5:45–6:00 Questions and Answers

6:00-7:00 RECEPTION/REUNION (3:30 PM-7 PM)

7:00-8:00 DINNER

8:30-10:00 B. Opportunities for Physicians with Locum Tenens
Karen L. Tapley, MD

Temporary clinical assignments can be an excellent way to earn extra income, maintain clinical skills in semi-retirement or as part of a transition to a non-clinical career. Dr. Tapley will give a frank assessment of the opportunities and potential downsides of both long-term and short-term locums work including: finding assignments, negotiating the best deal possible, licensure, credentialing, housing expenses, contractor status, withholding, benefits, tax implications, travel expense, malpractice insurance, the venue/practice setting the assignments typically are in, onsite clinical resources, and agencies. Dr. Tapley will provide practical information to determine if locums tenens may be a good fit for you, and if so, how to make the most of these opportunities. Questions and Answers

Karen L. Tapley, MD is the Assistant Medical Director for Non-Traditional Care, an independent physician association. She is the former Chair of the Florida Medical Association, and a past president of the American Society for Ambulatory Care. Dr. Tapley received her MD from the University of Miami School of Medicine, and subsequently completed a residency in Family Medicine. She has practiced Family Medicine in the Tampa Bay area for more than 20 years, and she is Board Certified in Family Medicine. She is Certified by the American Board of Behavioral Sciences practices. Dr. Tapley is a frequent member of the editorial board of many medical journals including the Orthopedics Journal, and she is the co-author of several medical Cumulative Index to the United States and the International Literature in the Health Services Research. She is a regular speaker at medical conferences and is a faculty member of the American Society of Ambulatory Care.

B. Opportunities for Physicians with Locum Tenens

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www.NonClinicalCareers.com
Day 2: Sunday, October 20, 2019

7:00–7:30  Continental Breakfast with Faculty, Mentors and Recruiters

7:30–8:20  BREAKOUT SESSION (Choose One)

A. Opportunities as a Medical Science Liaison
   Shweta Patel, MD
   Dr. Patel will describe the opportunities for physicians as a medical science liaison—a role that requires a high level of medical knowledge but one where board-certification or licensure may not be required. Dr. Patel will describe what these generally home-based professionals do on a day to day basis, including meeting with key opinion leaders, delivering and gathering insights, supporting research, and cultivating relationships. She will provide additional details on being an MSL including compensation, territory sizes, travel requirements, etc. Dr. Patel will provide practical tips for how to break into your first job as an MSL.

Questions and Answers

Shweta Patel, MD has over 10+ years of broad experience in medical marketing, communications, managed markets, and health policy. Since 2018 Dr. Patel has been with Shire Pharmaceuticals as a Senior Medical Science Outcomes Liaison - Global Medical Affairs where she is in charge of USA for all Hemophilia products. Her previous experience in industry includes an MSL with CSL Behring, focusing on coagulation, Senior Manager, Global Hemophilia Medical Marketing at Baxter Healthcare, Clinical Program Manager at Symboitx, and Associate Medical Director at Integrated Communications Corporation. Dr. Patel earned her BA at George Washington and her MD from the Medical University of Silesia. She started her successful career in industry without completing either an internship or residency.

B. Opportunities for Physicians in Work from Home Telemedicine
   Tom Davis, MD, FAAFP
   Dr. Davis will explain the exciting and growing number of opportunities to practice telemedicine. He will discuss earning potential, charting, technology required, and malpractice/liability. Dr. Davis will also explain scheduling options and the substantial advantages to this type of work, the types of cases you can and cannot see, the specialties which can do this work, regulatory considerations, and the future of this exciting field. Dr. Davis will also discuss how to locate and sign up with telemedicine providers.

Questions and Answers

Tom Davis, MD, FAAFP is a Board Certified Family Practice physician and a SEAK alumnus. Dr. Davis has vast non-clinical experience including consulting to health care providers on risk sharing/value contracts, consulting to venture capital firms, expert witnessing, telemedicine, and Hospice Medical Directors. See www.TomDavisConsulting.com. Dr. Davis is the creator of a series of audio courses which teach physicians how to utilize telemedicine for their own benefit and also provides 1-1 mentoring in this field. Dr. Davis earned his BA, MA, and MD all from the University of Missouri – Columbia. When he was in practice, Dr. Davis was regularly named one of the Best Doctors™ in St. Louis.

8:20–8:30  Break and Networking Opportunity

8:30–9:20  BREAKOUT SESSION (Choose One)

A. Opportunities for Physicians in Medical Communication and Advertising
   Joel Jacob, MD
   Dr. Jacob will provide a guide to the employment and freelance opportunities for physicians in the fields of medical communication and healthcare advertising and describe ways that physicians can apply their clinical expertise in this important industry, e.g. provide insight on medical strategy, assist with producing deliverables for clients, develop medical education programs, review communications for regulatory compliance, and more. He will discuss practical matters such as qualifications (Boards and License generally not required), agency locations, job security, a “day-in-the-life”, remote work opportunities, typical client base, career advancement, travel, and lifestyle expectations. Most importantly, Dr. Jacob will describe the attributes that medical communication and promotional advertising organizations are seeking in physician employees/freelancers and will provide practical advice to help attendees break into these fields and achieve success.

Questions & Answers

Joel Jacob, MD is Vice President, Scientific Strategy Director for McCann Echo, a McCann Health Company. His previous experience includes Vice President, Medical and Scientific Strategy at Natrel Health, Medical Director at RevHealth, Director, Medical & Scientific Services at Evolution Medical Communications, as well as significant freelance experience. Dr. Jacob received his MD from Medical University of Silesia and later trained clinically in both Chicago and Ohio. Dr. Jacob is also affiliated with the Doctor of Pharmacy Programs for Ernst Mario School of Pharmacy Rutgers University, Purdue University College of Pharmacy, and University of the Sciences in Philadelphia.

B. Opportunities for Physicians in Administration
   Jocelyn E. Caple, MD, MBA
   Dr. Caple will survey the numerous part-time and full-time roles physicians may serve in healthcare administration in health systems and hospitals including medical staff officer, VPM, CMO, CEO, practice management and quality/safety. She will discuss what may be required on a day to day basis, working conditions, hours, compensation, the practicality/desirability of maintaining a clinical practice, risk of instability, and opportunities for advancement. Dr. Caple will provide her advice as to additional education that may be helpful or necessary, and most importantly, she will explain how to demonstrate leadership, seize opportunities, break into administration and succeed in this field.

Questions and Answers

Jocelyn E. Caple, MD, MBA is the CEO of Frisbie Memorial Hospital in Rochester, New Hampshire, an independent community hospital. Prior to being named permanent CEO, she was Medical Staff President, Chief Medical Officer, and later Interim CEO. Dr. Caple is a board certified pathologist who practiced for over 20 years before transitioning full time into administration. She trained at The Cleveland Clinic, earned her MD at UMass, and earned her undergraduate degree in Classical and Ancient Studies at Smith (she credits her communications skills to her liberal arts education). She has an executive MBA from UNH and is a certified mediator. Dr. Caple is a SEAK alumna.

9:20–9:30  Break and Networking Opportunity
**Day Two, Conference Program: Sunday, October 20, 2019**

### BREAKOUT SESSION (Choose One)

#### A. Opportunities for Physicians in Informatics and Healthcare IT

**Christopher Leonard, DO, MHI**  
Healthcare IT/Informatics is a rapidly evolving area that offers numerous opportunities for physicians. These opportunities could be with a vendor, provider or the government. Dr. Leonard will discuss how to unlock and utilize existing skill sets for the various functions physicians may serve in these roles including assisting with data analytics, process improvement, data literacy, support, training, guidance, adoption, and predictive analytics. He will provide insights on qualifications required (you don’t have to be a computer programmer or mathematician) and helpful specialized education options to get you up to speed. Dr. Leonard will explain what physicians may do on a day-to-day basis, possible career paths, compensation, career arc, and most importantly, how to position yourself to break into this field and find and land your first position.

Questions & Answers

Christopher Leonard, DO, MHI is Chief Information Officer at Vohra Wound Physicians, a dynamic organization with over 250 physicians in 25 states which has developed its own proprietary and niche-specific EHR system. His experiences include strategic leverage of healthcare technologies, management of the entire spectrum of data flow with a uniquely customized team, AI and machine learning, SSOT design and implementation for more efficient health care delivery, mobile strategies, clinician documentation improvement (CDI), risk mitigation, data/predictive analysis, automated outcomes data, clinician technologic transformation through the experience of being coached himself. Dr. Leonard holds four different coaching certifications and is a 150-day finisher of the Ironman Triathlon, including the world championship in Hawaii. He earned his MD from Rush, his MPH from Johns Hopkins, and his MBA from Notre Dame. He presently resides in the Chicagoland area with his family and three children. He is a SEAK alumnus.

#### B. Opportunities for Physicians in Hospice Medicin

**Julie Landrio, MD**  
Dr. Landrio will discuss the well-paying and rewarding opportunities for physicians with hospice medicine. On the clinical side, this could be a good fit for clinicians who still enjoy helping patients, but dislike fighting with insurance companies, excessive charting, and demanding call responsibility. Dr. Landrio will discuss both inpatient and home visit hospice as well as full and part time work including what hospice clinicians do on a day-to-day basis and the team environment they enjoy. Dr. Landrio will also discuss the non-clinical opportunities available as a full or part time Hospice Medical Director.  

Questions & Answers

Julie Landrio, MD serves as a physician at Blue Ridge Hospice in Winchester, Virginia. Dr. Landrio is a board-certified internist, who practiced internal medicine for 20 years prior to making her transition. She earned her BS at the University of Massachusetts, Amherst and her MD at Tufts, later training through Tufts at New England Medical Center in Boston. Dr. Landrio is a 2017 SEAK alumna.

#### A. Opportunities as a Principal Investigator

**Kelli Maw, MD, FAAFP, MPH**  
Work as a principal investigator running clinical trials is available both part time and full time. Dr. Maw will explain what PIs do on Phase I-IV clinical trials including interactions with sponsors, setting up the trial and getting trained, regulatory requirements, paperwork, recruiting patients, reporting adverse events, and being responsible for patient safety. Dr. Maw will discuss hours, call responsibility and compensation structure. Most importantly, Dr. Maw will explain how serving as a PI can help position a physician for a career in the pharmaceutical industry.  

Questions & Answers

Kelli Maw, MD, FAAFP, MPH is a home-based medical director with PRA, a leading Contract Research Organization. Prior to joining PRA, Dr. Maw served as a part time principal investigator/sub-investigator and oversaw more than 120 clinical trials. Dr. Maw earned her medical degree in Internal Medicine/training in Family Medicine in Brooklyn, New York, and earned her MPH from Columbia. Dr. Maw’s professional background includes over 10 years in public health as well as working as a clinician focused on weight loss. She is the author of the book *The Last Diet*. Dr. Maw is a SEAK alumna.

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Day Two, Conference Program: Sunday, October 20, 2019

Kristie Baisden, DO is a Medical Officer with the Food and Drug Administration where her role focuses on drug labeling. Dr. Baisden attended SEAK in 2016 and started at the FDA in 2017. Prior to her transition, Dr. Baisden practiced OB/GYN. She earned her undergraduate degree from UNC Chapel Hill in 2003 and her DO from the Virginia College of Osteopathic Medicine. Dr. Baisden trained in OB/GYN at Georgetown. She is the proud mother of 3 small children, including one with special needs.

B. Opportunities as a Medical Writer
Mandy Huggins Armitage, MD
Dr. Armitage will survey the opportunities available to physicians in the interesting and rewarding field of medical writing – a field where boards or even an active license are often not required. She will discuss opportunities as both an employed medical writer and a work from home freelancer. Dr. Armitage will explain the wide variety of projects medical writers may work on. She will also discuss compensation, work setting, available training, what employers and clients are looking for, and most importantly, how to best position yourself to break into this field and find your first position or assignment.

Questions & Answers
Mandy Huggins Armitage, MD is a successful medical writer who has experience both as a freelancer and as a full-time employed writer. She most recently served as Medical Director for content at start-ups Docility and HealthLoop. Dr. Armitage serves as a consultant for aspiring medical freelance writers and has been a faculty member for SEAK’s “How to Earn Money as Physician Writer” seminar for several years. Prior to transitioning to medical writing, Dr. Armitage practiced nonsurgical sports medicine. She received her MD from Indiana University School of Medicine and her BS in Biology from Purdue.

12:20 – 12:30 BREAKOUT SESSION (Choose One)
A. Opportunities for Physicians with Contract Research Organizations (CROs)
Kitty Gordon, MD
Dr. Gordon will provide an overview of what CROs are and what they do. She will survey the opportunities available to physicians with CROs as medical monitors, strategy leads, etc. Dr. Gordon will explain the many advantages to these positions including the possibility of working from home, flexible schedules, and potentially opening additional doors in industry. She will also cover travel and training requirements, possibilities for advancement, compensation, benefits, and why she finds this work - which can have a huge impact on patient outcomes - both intellectually stimulating and rewarding. Most importantly, Dr. Gordon will provide advice for how to position yourself for and break into working at a CRO.

Questions & Answers
Kitty Gordon, MD is Medical Strategy Lead and Ophthalmology Center of Excellence Co-Chair at IQVIA (formerly Quintiles). IQVIA is one of the World’s largest Contract Research Organizations, having over 50,000 employees and operating in over 100 countries. Dr. Gordon is a successful colon and rectal surgeon. Dr. Gordon earned her MD from Cornell and trained in ophthalmology at Cornell as well (New York Hospital-Sloan Kettering Cancer Center). She earned her BA from the University of California, Irvine. She is a 2017 SEAK alumna.

B. Opportunities in Disability Insurance
John Mendez, MD
Dr. Mendez will provide an overview of the full time, part time and contract opportunities available to physicians in the disability insurance field. He will describe what physicians do on a day to day basis including claim review, research, report writing, peer to peer, training, and interacting with claims professionals. Dr. Mendez will explain how he loves his job and finds it intellectually stimulating and very enjoyable. He will also discuss compensation, requirements for boards/license, specialties most in demand, work from home possibilities, working conditions and benefits. Dr. Mendez will provide advice for how to break into the disability insurance industry and succeed.

Questions & Answers
John Mendez, MD is Medical Director, Disability Management Solutions with CIGNA, a global health service company with 95 million customers around the world and more than 40,000 employees worldwide. He has vast experience in the disability field including both full time employment and contract work. Dr. Mendez also has several years’ experience performing utilization reviews. He earned his undergraduate degree from Loyola Marymount and his MD from the University of California Irvine. Prior to transitioning, Dr. Mendez practiced clinical medicine in the fields of internal medicine and occupational medicine.

2:10 – 2:20 BREAKOUT SESSION (Choose One)
A. Opportunities for Physicians as a Physician Advisor
Mary E. Schulteis, MD
All hospitals who accept Medicare are required to have a physician advisor. Dr. Schulteis will explain what physician advisors do on a day to day basis including problem solving, interaction with colleagues, interaction with medical directors and clinical coordination. She will explain the different ways physicians can work as physician advisors including on site, home based remote, full time, part time, directly hired by hospital or hired by a third party vendor. She will discuss hours, compensation, intellectual challenge, specialties, opportunities for advancement, the option of working clinically as well, and how to break into this field. Finally, Dr. Schulteis will explain how serving as a physician advisor can help position oneself for a position as a medical director with a payor.

Questions & Answers
Mary E. Schulteis, MD is a full time, home based medical director with United Healthcare. Prior to moving to United Healthcare, Dr. Schulteis was first a part time, then a full time, home based physician advisor with R1RCM. Prior to her transition, she was a successful colon and rectal surgeon. Dr. Schulteis earned her BS from the University of Maryland and her MD from Creighton. She is a SEAK alumna.

B. Opportunities in the Investments Industry
David Yeh, MD
Dr. Yeh will recount his own story of having a “lightbulb moment” that caused him to look at things differently and make positive changes in his life. He will then survey the various roles physicians may play in the investments industry with a focus on financial planner/ investment advisor. He will discuss how investment advisors can be successful, what they do on a day to day basis, qualifications, certifications, compensation, career arc, business development, lifestyle, and earning potential. Dr. Yeh will explain the different considerations to make when deciding to work for someone else or start your own investment advisory business including control, redundancy, overhead, growth, startup costs, compliance, etc. Finally, Dr. Yeh will briefly explain what it takes to start and run your own hedge fund.

Questions & Answers
David Yeh, MD is a Nuclear Physician (still practices part time), Investment Systems Developer, Investment Advisor and the author of the book The Busy Doctor’s Investment Guide. After multiple requests for investment assistance he launched his business, Wealthy Doctor Institute, LLC, (www.wealthydoctorinstitute.com) which is a registered investment advisor and has been steadily growing. Dr. Yeh has many physicians who are unhappy with their current investing strategy and helps them take back control of their finances and feel empowered. Dr. Yeh also manages the Praetorian Archimedes, LP hedge fund for qualified investors. Dr. Yeh earned his BS from Cornell and his MD from NYU. He is a SEAK alumna.
Conference Recruiting and Exhibiting

Recruit or Exhibit at SEAK’s 16th Annual Non-Clinical Careers for Physicians Conference

SEAK’s Non-Clinical Careers Conference is the perfect venue for anyone who is looking to recruit or network with motivated physicians who are looking to try something new.

“We were extremely successful recruiting at your event, and have multiple new hires as a result.”

“Our recruiting at the SEAK Conference was well worthwhile. We identified 2 very good candidates and 1 other decent one. We will definitely return next year and would like to run 2 tables.”

“Our recruiters really enjoyed participating at last year’s conference, and we hired 5 physicians from the event and are still in conversations with others from last year.”

“The recruiter for our consulting company felt that recruiting at the SEAK Conference was very worthwhile and that we connected with a number of well qualified candidates.”

“The conference was excellent! Exactly where we need to be every year to build relationships with physicians who are interested in non-clinical roles. Please invite us back next year.”

Who attends Non-Clinical Careers?

1. The majority of our 375–400 attendees are board certified and currently practicing medicine.

2. Physicians attend the conference for many reasons including:
   - The desire to change careers and obtain a new position
   - Looking for part-time and full-time employment
   - To meet with recruiters to learn what additional opportunities are available for them.

3. Our attendees come from all over the country.

For additional information, please contact Alex Babitsky at alex@seak.com or (508) 457-5150.
Preconference Workshop:
How to Supplement Your Clinical Income with Lucrative Home-Based Work

Thursday, October 17, 2019
Crowne Plaza Chicago O’Hare Hotel & Conference Center, Rosemont, IL

Executive Summary
There are numerous proven categories of home-based work that you can perform to significantly (and often dramatically) supplement your clinical income. This survey course provides an introduction to: niche consulting, writing/teaching, medical-legal consulting (expert witnessing and IMEs) and performing file reviews. For each of the above activities physicians will learn about the advantages and disadvantage of the work, what exactly physicians are expected to do, how much the work can pay, how to obtain the work, and how to excel at the work. In addition, for each of the above activities physicians will learn how to use the experience gained to position themselves for high paying non-clinical jobs. The material in this preconference is not covered in the main conference.

At the completion of this dynamic interactive workshop you will be able to:

• Identify the lucrative home-based supplemental income opportunities that are the best fit for your experience, knowledge and interests.
• List potential niches in which you could serve as a consultant.
• Explain ways to monetize your subject matter expertise through teaching and writing.
• Describe how and why physicians are called upon to perform file reviews and what is involved in doing this work.
• Explain the most common ways physicians can earn supplemental income through medical-legal consulting
• Calculate your supplemental income potential from niche consulting, writing, teaching, file review consulting, and medical-legal consulting.
• Form and prepare an action plan to supplement your clinical income with lucrative home-based work.
• Explain how niche consulting, writing, teaching, file review consulting, and medical-legal consulting can position a physician for full time non-clinical employment.

Registration Information: Tuition is $495 until August 18, 2019, $545 August 19, 2019–October 9, 2019, $595 After October 9, 2019. To register please use the form on page 2, visit www.seak.com or call 508-457-1111.

Faculty
Steven Babitsky, Esq., is a former trial lawyer who has trained thousands of physicians. He is an expert on consulting. Steve is the creator of and trainer for SEAK’s highly acclaimed income supplementation training courses for physicians How to Start, Build, and Run a Successful Consulting Practice and How to Start, Build, and Run a Successful Disability and File Review Practice. Steve is himself a highly sought after consultant in the fields of negotiation, expert witness preparation and expert witness practice management and development. In addition, Steve is the co-creator of SEAK’s National Directory of Medical File Review Consultants (www.filereviewconsultants.com) – which lists over 500 physicians who perform file reviews.

James J. Mangraviti, Jr., Esq. is the co-author of 31 non-fiction books whose cumulative sales have totaled several million dollars. Jim’s books have been published by major publishers such as St. Martins, Aspen, Wiley, and Wolters Kluwer as well being self-published through SEAK, Inc. Jim is also a prolific teacher. He has designed and taught well over 200 continuing education courses for physicians, engineers, accountants, and other professionals. Jim is an expert on expert witnessing. He is a co-founder of SEAK’s National Directory of Expert Witnesses (www.seakexperts.com) and has trained thousands of expert witnesses. Jim designed and teaches SEAK’s highly acclaimed courses How to Start, Build and Run a Successful Expert Witness Practice and How to Be an Effective Expert Witness. Jim also maintains an active consulting practice where he works primarily with expert witnesses.

“Another excellent seminar. It gave a great overview of different areas”

“Wonderful sampler of what is out there and feasible”

“Excellent introduction to options with practical suggestions”

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8:00–8:30 REGISTRATION & CONTINENTAL BREAKFAST

8:30–10:30 Niche Consulting

A proven way to either supplement your income or transition out of a clinical career is to serve as a consultant. Consulting can be highly lucrative, most of the work can usually be done from a home office and overhead, start-up costs and risks are small. Best of all, consulting can be used to test the waters and position yourself for a new career. In this segment, attendees will be given an overview of serving as a niche consultant. Topics addressed include identifying the best consulting niches, setting (and collecting) your fee, marketing, and pleasing the client.

Questions and Answers.

10:30–10:45 BREAK AND NETWORKING OPPORTUNITY

10:45–12:00 Writing/Teaching

Writing and teaching can be personally, professionally, and financially rewarding. In this segment physicians will learn how to monetize their subject matter expertise through teaching and writing. Topics covered include evaluating writing ideas, how to price and sell your work, how to obtain teaching assignments, how to produce the highest quality work, and how to market yourself. In addition, attendees will learn how to use their teaching and writing experience to position themselves for a high paying non-clinical job and/or land high-end consulting assignments.

Questions and Answers.

12:00–1:00 LUNCH WITH FACULTY (PROVIDED)

1:00–2:30 File Review Consulting

Disability and file review consulting is a growing and lucrative field. In this segment the faculty will explain what file reviewers do and the specific types of matters physicians will typically be called to work on (e.g. disability reviews, utilization reviews, pre-authorizations, chart reviews, peer reviews, and medical necessity reviews). Physicians will be introduced to the marketplace for file reviews including who typically hires physicians, how to obtain this work, how much it pays, and how to excel at this work such that they can obtain repeat business.

Questions and Answers.

2:30–2:45 BREAK AND NETWORKING OPPORTUNITY

2:45–4:30 Medical-Legal Consulting

In this segment the attendees will be introduced to the extremely lucrative opportunities available serving as an expert witness or independent medical examiner. Physicians who serve as expert witnesses typically bill themselves out at $500+ per hour. Successful expert witnesses and independent medical examiners can earn $100,000 per year extra by devoting a few hours per week to medical-legal consulting. In this segment attendees will learn what expert witnesses and IME examiners do, what they don’t do, which clinicians are best positioned to perform this work, the drawbacks associated with this type of work, and what they would need to do to start serving as a medical-legal consultant.

Questions and Answers.

“Very informative. Great ideas for supplemental income.”

“Excellent presentations! Informative, engaging and entertaining!”

“Innovative way to help us docs take off our blinders and dare to look outside our silos.”

“The materials presented were useful and of top-notch quality.”

TO REGISTER CALL 508-457-1111 OR VISIT WWW.SEAK.COM
Preconference Workshop:
How to Find & Land High Paying Non-Clinical Jobs
Friday, October 18, 2019
Crowne Plaza Chicago O’Hare Hotel & Conference Center, Rosemont, IL

Executive Summary
This hands-on, intensive workshop will show physicians contemplating a career change how to locate and land lucrative non-clinical positions. The focus is on finding and landing jobs paying as much or more than clinical medicine. The course will conclude with each physician drafting a customized action plan of how they will find and land their first high-paying non-clinical job. The material in this preconference is not covered in the main conference.

At the Completion of this Dynamic Interactive Workshop, You Will be Able to:
• Identify and persuasively articulate your strongest, most marketable skills.
• Determine what specific career options are available to physicians with your preferences, values, and skills.
• Learn what non-clinical careers are the best fit to your personality.
• Nail your job interviews.
• Build a constantly-expanding network.
• Form an action plan to start your new career.

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Faculty

Steven Babitsky, Esq. is a former trial lawyer who has trained thousands of physicians in the past 30 years. He has over 35 years of experience as a professional negotiator, has himself successfully made the switch from practicing law to a non-clinical career, and is an expert in networking, running a small business, medical-legal opportunities for physicians, responding to tough questions, persuasion skills, consulting, publishing, and turning ideas into money. He is the co-author of the book Non-Clinical Careers for Physicians. (www.nonclinicalcareers.com)

Michael J. McLaughlin, MD is co-founder of Peloton Advantage, a medical communications company. He received degrees from Harvard College and Columbia University. After four years as a plastic surgeon and hand specialist, he networked through a career change into medical communications. Along the way, he also founded Physician Renaissance Network (PRNresource.com), a free resource for doctors with non-clinical careers and interests, and wrote the book Do You Feel Like You Wasted All That Training? He wrote the medical thriller, Extinction, and collaborated with Dr. N. Michael Caputo on the innovative and controversial story, The Satin Strangler Blogs.

Philippa Kennealy MD, MPH, CPCC, PCC is President of The Entrepreneurial MD. As an ICF-Certified coach and Certified Physician Development Coach, she works with physicians and healthcare leaders to unleash their leadership potential and transform the organizations, departments or companies they lead. Through her Physician Odyssey Program, she helps physicians further their non-clinical careers and interests, and wrote the book You Feel Like You Wasted All That Training? She coaches physicians to thrive as entrepreneurs and business owners. Dr. Kennealy is a Family Physician who left private practice in 1996 to embark on a hospital executive career at UCLA-Santa Monica Medical Center. Subsequently, she served as Executive VP in two internet start-up companies, before launching her coaching and speaking business. Philippa has extensive experiences helping physicians optimize their resumes, and using the tools needed for a successful career transition.

James J. Mangraviti, Jr., Esq. is the co-founder and co-seminar leader of SEAK’s annual Non-Clinical Careers for Physicians Conference. He is the co-author of the book Non-Clinical Careers for Physicians (www.nonclinicalcareers.com) and the article The Biggest Mistakes Physicians Make When Transitioning to a Non-Clinical Career. Jim is a highly experienced presenter who has trained thousands of physicians on topics including expert witnessing, non-clinical careers, negotiating, writing, and how to supplement clinical income. He currently serves as a Principal of SEAK, Inc. an ACCME accredited continuing education, training, consulting, and publishing firm. In addition to his teaching and writing, Jim has mentored numerous physicians. He is a summa cum laude graduate of Boston College and a cum laude graduate of Boston College Law School.

“ Inspirational, wish I was here 20 years ago”
“Informative, eye opening, motivating”
“Very interesting, good speakers, entertaining”

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How to Find & Land High Paying Non-Clinical Jobs
Friday, October 18, 2019
Crowne Plaza Chicago O’Hare Hotel & Conference Center, Rosemont, IL
8:00–8:30 Registration and Continental Breakfast
8:30–9:15 Available Jobs and Where to Find Them
The faculty will review many of the financially and personally rewarding non-clinical career areas available to physicians including: consulting, education, management, biotechnology, public service, insurance, utilization review, forensic examinations and consultation, entrepreneur/business owner, writing, and many more. The faculty will also disclose how to best find high paying non-clinical positions. Each field will be evaluated according to potential earnings, need to travel, location, whether work can be from home, and which physicians tend to be the best fit in the field. Questions and Answers
9:15–10:15 Selling Yourself and Leveraging Your Medical Degree and Experience
In this segment, the faculty will begin by utilizing a demonstration with a volunteer attendee to show the absolute importance of being able to sell yourself. Attendees will then learn specific techniques (with examples) on how to persuasively and confidently articulate how their skills, education, and experience as medical doctors should be characterized as talents that any employer would seek. Attendees will be provided with an extensive set of “talking points” that they can use to help articulate their transferable skills and why an employer should hire them. Questions and Answers
10:15–10:30 BREAK AND NETWORKING OPPORTUNITY
10:30–11:15 The Truth About Non-Clinical Career Transition for Physicians
Dr. McLaughlin will recount his path from a practicing surgeon to a non-clinical executive, to becoming the owner of his own highly successful medical communications company. He will explain his successful methodology for career transition and offer frank comments about the process of transition, the time it takes, what sacrifices need to be made, and common issues physicians run into during transition. Questions and Answers
11:15–12:00 How You Can Transition and How Others Have Transformed
This segment will focus on identifying which careers you would most want, positioning yourself for your chosen career and landing your first job. The faculty will utilize numerous concise case studies of physicians who have successfully made the switch to a high paying non-clinical career. Included in each case study is the personal and professional background of the physician, what they were looking for, how they found it, and most importantly, the valuable lessons which should be learned from the examples. Questions and Answers
12:00–1:00 LUNCH WITH FACULTY PROVIDED
1:00–2:00 How to Define Your Personal Brand and Express it on Your Resume
The faculty will explain what a personal brand is and how a personal brand should be used to distinguish yourself from the competition. The faculty will present a methodology for determining your personal brand and show attendees how to best express that brand on your resume. The faculty will provide practical, proven suggestions for drafting a more attractive resume. Questions and Answers
2:00–2:30 Networking
Faculty will discuss how to start networking, the process to utilize, getting people to talk to you and help you, the questions to ask during your call, and the methods to use for follow-up. Questions and Answers
2:30–2:45 BREAK AND NETWORKING OPPORTUNITY
2:45–3:45 Excelling at Your Job Interview
This segment will consist of numerous mock interviews with volunteer attendees. The aim is constructive critique to help dramatically improve performance. The faculty will review 12 rules for interviewing, such as 1) “Listen 80%/Talk 20%,” 2) “No negatives about anything,” and 3) “More good than bad.” Participants will learn to use “closing comments” to create lasting positive impressions. The group will review and learn to answer the 25 most difficult interview questions, including 1) “Why did you leave?” 2) “How are you different?” and 3) “What do you earn?” The faculty will discuss strategies for group interviews and learn the full power of thank you notes. Attendees will be encouraged to “start the job before you are hired,” and learn when and how to use references. Questions and Answers
3:45–4:30 Your Action Plan to Land Your First Non-Clinical Job
An action plan is a one-page document detailing how you are going to find your new job. During this module the faculty will review sample action plans that can be used to find non-clinical careers. Attendees will be asked to draft their own action plans which will then be discussed and critiqued. Questions and Answers

“Absolutely excellent–exceeded my expectation”
“Lots of helpful information on where to start”
“Well organized, wealth of information”

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Consulting is highly lucrative. Most of the work can usually be done from a home office and overhead, start-up costs and risks are relatively small. This hands-on intensive workshop will show you how to start, build, and run a high paying consulting practice. You will be guided to find your best consulting niches and be provided with strategies for getting started, building, marketing and expanding your new consulting practice. Emphasis will be placed on the practical needs of the physician and your consulting practice. You are provided the tools, forms, and checklists to get your consulting practice off the ground. Includes 258 page printed manual. $895

Physician inventors have improved the lives of patients, saved lives, and been handsomely rewarded for their efforts. Viewers will be taught how to supplement their clinical income by bringing one or more of their physician invention ideas to market. These hands-on intensive DVDs will show physicians how to critically evaluate their invention ideas and take the steps necessary to bring one or more of them to market. Emphasis is placed on the practical needs of the new physician inventor and getting them up to speed on what they need to know to proceed with their inventions. At the conclusion of the DVD course each viewer will have a detailed protocol and plan to bring their idea to market. Includes 150 page printed manual. $895

This is the most highly specialized training available for medical experts who work on medical malpractice cases. Malpractice cases are very high stakes, feature many unique rules and nuances and are full of hidden pitfalls. We will show you dozens of special techniques that will allow you to distinguish yourself when serving on medical malpractice cases. You will also learn how to recognize and avoid the numerous and potentially serious traps that may await medical malpractice expert witnesses. 5 DVD Set, 10.5 hours of instruction + 150 page written manual. $895

When switching careers or starting a new business you unfortunately are not compensated on what you know or deserve. You are compensated on how well you negotiate. Negotiating Skills for Physicians will provide you with the negotiating skills you need. You will learn how to develop and deploy leverage, how to arrive at a win-win solution, how and when to make concessions, how to negotiate employment contracts, how to ask and answer questions and much, much more. The course is lively and interactive. Includes 85 page printed manual. $495

This is SEAK’s highly acclaimed training seminar on IMEs. Performing Independent Medical Examinations (IMEs) is a great way to both earn additional income and diversity your practice. The earning potential is enormous. Exam fees average $800–$1,500 and are often much higher than this. Physicians routinely do multiple exams in one day. IMEs can be done on your schedule, with minimal additional overhead, no call, and without disrupting your current practice. You will learn to start and run an efficient and profitable IME practice with built in sustainability and produce very high quality IMEs. $895

Malpractice Survival Training for Physicians is essential training for any physician who is currently being sued or is at risk for being sued over the course of his or her career. We teach you how to give yourself the best chance of successfully defending an accusation of medical malpractice. We further show you how to be a more effective witness in your own defense. In addition, we teach you what you can and should do to assist in your own defense including making sure the insurance company hires the right lawyer, assisting in case preparation and expert selection, and making a favorable impression upon the jury. We also flag common and avoidable mistakes that can destroy an otherwise defensible case. Includes 156 page printed manual. $895

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www.SupplementalIncomeForPhysicians.com
16th Annual SEAK
Non-Clinical Careers for Physicians

October 19–20, 2019 Chicago, IL

Information on over 30 careers, many which offer work from home:

- Administration
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- Author
- Coaching
- Communications
- Consulting
- Consulting Firms
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- Corporate Health
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- Disability Reviews
- Educational Administration
- Entrepreneur
- Expert Witness
- Federal Government
- Financial Planner
- Freelance Writer
- Health Insurance
- Health IT/Informatics
- Hospice Medical Director
- Investments/Hedge Fund
- Lab Director
- Life insurance
- Locums Tenens
- Medical Necessity
- Medical Science Liaison
- Medical Spa
- Mock Boards Examiner
- Pharma
- Physician Advisor
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www.NonClinicalCareers.com

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