

The Future of A/I Summit Update

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AIM TOWARDS THE FUTURE: **Choose Your Path To Success**
AAAAI Practice Management Workshop, July 20-22, 2018



Where have we been.....

- Solo practice
- Group practices
- Academic
- Academic vs Private Practice

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Where are we going



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The Summit

- Broad representation of A/I: academic, health care system, community based - solo, single specialty, multispecialty
- Leadership: Physician - in - chief; Executive Dean; AAAAI Leadership, RSL, OPM
- Insurers

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Challenges: Across A/I

- Not organ based
- Small
- Not a “sexy” specialty
- Outpatient based
- Lifestyle specialty



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“Academic” Challenges

- Academic A/I mission - research v training v clinical care
- Is there “academic” Allergy anymore
- Where does A/I fit into the “new” academic health care system
- Is “academic” the right word anymore?
- How should “academic” practices interact w community based practices?

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“Community” Challenges

- What is the role of community A/I?
- Does community A/I play a role in training?
- Small fish in big ocean
- Stay independent, merge, sell?
- Should / how do community based A/I interact w academic A/I

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Scope of Influence

- We need to expand our scope of influence
- Scope of practice is easy - scope of influence is hard work
- Advocacy - locally >>>>>>> statewide and nationally
- Need to communicate to patients (NOT customers), colleagues, payers and administration the value of A/I

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Opportunities

- Don't forget the "I"
- Immunology is more prominent than ever before and we are Immunologists
- We need to return to clinical immunology: PIDD, immune dysregulation, biologics; check point inhibitors

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Think outside the box

- Excel at what we do
- Scope of influence
- Traditional A/I is not enough
- Role of A/I in other diseases
- Need to find hidden markets
- Biologics



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“You Gotta Get the Stuff done”

Dave Peden, MD (personal communication)

Future is bright

There is work to be done

There will be challenges

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