

John Holstein

Director at Zotec Partners. Success of Your Physician Practice is our Priority

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Summary

Director of Development at Zotec Partners. I consider it my duty that your emergency department practice succeeds in today's evolving new healthcare world. My client relationships have always been secured with both emergency department physician directors and the hospital c-suite. Some of our company's longest tenured clients of over twenty years have been my personal responsibility. I additionally consider it integral to my role to contribute to the emergency medicine and broader healthcare industry through publications and presentations addressing the challenges faced by all emergency physicians and hospitals today. It is my distinct pleasure and great passion every day to serve hospitals and emergency medicine practices, particularly during these industry times of exciting change and growth.

Experience

Director of Client Development at Zotec Partners

November 1985 - Present (30 years 2 months)

Responsibilities are focused on the continual growth of our company in the Emergency Medicine industry space. Additionally, throughout my career I continue being a strong advocate for Emergency Medicine.

Organizations

American College of Emergency Physicians (ACEP)

Member of Health Care Financing Task Force

Purpose of this ACEP Task Force is to study alternative financing models that foster competition and preserve choice for patients. Critically importantly is the examination of alternative payment models to insure Emergency Medicine will be properly compensated as the healthcare industry continues to change.

Emergency Department Practice Management Association (EDPMA)

Member of Education Committee

EDPMA Education Committee is responsible for the development of courses for this professional association comprised of emergency physicians and practice management executives.

American Academy of Emergency Medicine (AAEM)

Member of Independent Practice Support Committee

Member of AAEM's newly named Independent Practice Support Committee. This is a practice management committee serving and supporting the independent, emergency medicine practice.

Healthcare Financial Management Association (HFMA)

HFMA is the nation's leading membership organization for healthcare financial management executives and leaders.

Skills & Expertise

Managed Care

Practice Management

Healthcare Industry

Hospitals

Revenue Cycle

Physician Practice Management

Emergency Medicine

Medical Billing

Contract Negotiations

Healthcare

Physicians

Healthcare Management

Medicine

Process Improvement

EMR

EHR

Physician Relations

Healthcare Consulting

Medicare

HIPAA

Revenue Cycle Management

Medicaid

Healthcare Information Technology

Medical Coding

Informatics

Quality Improvement

Nursing

Credentialing

Health Policy

Health Insurance

Healthcare Reimbursement

Publications

How Emergency Medicine Can Help Solve Your Hospital's Quest for Value

ACEP Now October 13, 2015

Authors: John Holstein, Andrew Sama, MD, FACEP

Emergency Medicine can and should be a key hospital partner in addressing the industry's move toward value-based care.

Increase in High-Deductible Health Insurance Patients Raises Payment Concerns

ACEP Now July 14, 2015

Authors: John Holstein

Examination of the impact of Medicaid expansion, increasing incidence of patient high deductible insurance health plans and acuity mix changes on your Emergency Medicine practice

The Value of Emergency Medicine

AAEM June 2015

Authors: John Holstein

Description of the components of the developing value statement of Emergency Medicine for today's healthcare landscape.

Emergency Department Practices and the ACA: Challenges in 2015 and Beyond.

Becker's Hospital Review May 9, 2015

Authors: John Holstein

Presentation at the 2015 Annual Becker's Hospital Review meeting in Chicago addressing the specific issues impacting Emergency Medicine and the Specialty's developing value proposition in response to those challenges.

The Future of Emergency Medicine

Emergency Department Practice Management Association April 28, 2015

Authors: John Holstein, Mark A. Mitchell, D.O., FACOEP-D, FACEP, , Michael Gerardi, MD, FACEP

Panel discussion on the top issues and challenges facing Emergency Medicine today with Drs. Gerardi, Mitchell and Seay, respectively the Presidents of ACEP, ACOEP and Chair of EDPMA.

Emerging Healthcare Trends Highlight Need to Define Quality, Value Metrics for Emergency Medicine

ACEP Now March 16, 2015

Authors: John Holstein, Andrew Sama, MD

Discussion of the challenges facing Emergency Medicine today as well as a "call-to-action" for the Specialty to define and establish its value message to the industry.

"Emergency Medicine and the Affordable Care Act: Challenges and the Business Response"

Presentation at AAEM Scientific Assembly 2015 March 2, 2015

Authors: John Holstein, David Lawhorn, MD

Discussion of the issues and pressures facing Emergency Medicine today in the post-ACA era. In addition to the challenges facing the Specialty, the presentation explores business responses as well as a call-to-action for all emergency physicians.

The Emergency Department- Still the Hospital's Front Door

Becker's Hospital Review February 16, 2015

Authors: John Holstein, James Augustine, MD, FACEP, Andrew Sama, MD, FACEP

Emergency Medicine departments and their practices have the value and quality data, and also the metrics to be game changers and leaders in the evolving healthcare landscape.

Managed Care Contracting for Emergency Medicine Practices

Setting Up A New Emergency Medicine Business- A Guide to Getting Started In Your Own Emergency Department Practice- 1st Edition by David Lawhorn, MD, FAAEM October 1, 2014

Authors: John Holstein

Chapter entitled "Managed Care Contracting for Emergency Medicine Practices" written for the new and just published AAEM practice management book.

Top Concerns for Emergency Medicine Today: The Triple Aim for Emergency Medicine

ACEP Now September 14, 2014

Authors: John Holstein

Three key revenue cycle metrics are highlighted to address on-going issues of great financial significance to the success of every Emergency Medicine practice.

The Economic Triage of Emergency Medicine

Emergency Physicians Monthly June 10, 2014

Authors: John Holstein

Industry changes are impacting core emergency medicine specialty issues and the practices themselves. These continuing changes are necessitating strong practice management intervention to insure the financial strength of the practices as the ACA roll-out continues to impact the entire landscape. Practice metrics must be vigilantly and constantly monitored as these macro-economic changes impact both the emergency medicine practices and their hospitals.

How the ED Could Generate Revenue and Be a Hospital Front Door

www.BeckersHospitalReview.com May 16, 2014

Authors: John Holstein, Mark Mackey, MD

Presentation at the annual Becker's Hospital Review conference with Mark Mackey, MD, ACEP Board Member; Vice Chairman of Emergency Medicine, University of Illinois Hospital and Health Sciences System in Chicago. Discussion of ED revenue, metrics, specialty-specific issues, current ED industry facts, dispelling ED myths and looking toward the future.

Measuring Quality and Value in the Emergency Department

www.BeckersHospitalReview.com May 16, 2014

Authors: John Holstein, Alan Channing, Brent Asplin, MD

Presentation at the annual Becker's Hospital Review conference with Alan Channing, President and CEO of Sinai Health System in Chicago and Brent Asplin, MD, Chief Clinical Officer of Catholic Health Partners in Cincinnati. Explored critical issues of the current day ED from the perspective of two of our nation's most respected C-Suite executives.

What's Right with Emergency Medicine

EDPMA Annual Conference May 7, 2014

Authors: John Holstein, Alex Rosenau, DO, Mark Mitchell, DO, James Kolka, DO

Panel discussion with three physician leaders of Emergency Medicine of the current pressing issues facing the Specialty. The discussion included both Specialty-specific as well as industry, at-large issues impinging on Emergency Medicine.

The Cost of a Click

Emergency Physicians Monthly January 31, 2014

Authors: John Holstein, James Augustine, MD

EMRs impact on emergency physicians' time and patient care.

The Affordable Care Act and Emergency Medicine: The Time is Now

Emergency Medicine News August 13, 2013

Authors: John Holstein

The ACA and its associated and evolving new healthcare landscape provides Emergency Medicine great new opportunities. It is a time for action!!!

Dear Hospital Bean Counters: Don't Forget the ED Referral

Emergency Physicians Monthly August 9, 2013

Authors: John Holstein

This article presents a hospital revenue metric for Emergency Medicine based on the analysis and combination of data from three other industry studies. The result is validation of the revenue contribution made by Emergency Medicine to their hospitals.

Emergency Physicians as the Solution for a C-Suite Dilemma

Perspectives on The Acute Care Continuum July 17, 2013

Authors: John Holstein

Emergency physicians can be the solution for some of the most pressing issues facing Hospital C-Suite executives in today's evolving new world of healthcare.

Developing and Implementing a Private Emergency Medicine Practice

Presentation at Temple University Hospital August 9, 2012

Authors: John Holstein, Edward Gaines, Chief Compliance Officer, Ronald Stunz, MD, Medical Director, Anthony Consoli, Vice President, James Morgan, Vice President

Presentation and discussion of all issues relevant to the development and start-up of a private emergency medicine practice.

It's Not Managed Care Anymore

ACEP News July 17, 2013

Authors: John Holstein

A call to action for Emergency Medicine as CMS, commercial payers and the hospital C-Suite move toward more metrics for monitoring the Specialty to determine its value in the emerging new world of healthcare.

The Emergency Department: The Nexus of Healthcare

Becker's Hospital Review June 6, 2013

Authors: John Holstein

This article makes the case for Emergency Medicine being considered the "Nexus of Healthcare" particularly based on critical issues and facts specific to the Specialty and the daily decisions made by Emergency Physicians.

Using the ER as a Hospital Front Door and Revenue Generator

Becker's Hospital Review Annual Meeting May 11, 2013

Authors: John Holstein

Co-presenter with Mark Mackey, MD, National ACEP Board Member and Vice Chairman, Department of Emergency Medicine, University of Illinois and Richard Jones, Chief Financial Officer, Reading Hospital Medical Center, Reading, PA

What's Right with Emergency Medicine

EDPMA April 29, 2013

Authors: John Holstein

Panel discussion with two emergency physicians who developed and implemented very successful ED programs in their respective hospitals.

Going on Offense: What You Need to Know about Payer Contract Negotiations

Emergency Department Practice Management Association November 13, 2012

Authors: John Holstein

Strategies for negotiating payer contracts for emergency physicians, with a special emphasis on the uniqueness of the Specialty.

Emergency Physicians: Quarterbacks of the Emerging Healthcare System

ACEP News September 27, 2012

Authors: John Holstein

An advocacy presentation positioning emergency physicians as leaders, the "quarterbacks" of the new and emerging healthcare system in the US. A call-to-action as well.

MMP Emergency Medicine Book Club Webinar: If Disney Ran Your Hospital: 9 1/2 Things You Would Do Differently by Fred Lee

September 12, 2012

Authors: John Holstein, Ron Stunz, MD, FACEP, MMP Medical Director

MMP's Emergency Medicine Book Club webinar co-presented with Ron Stunz, MD, FACEP, MMP Medical Director. Explored how this healthcare classic book could be interpreted, and potentially implemented in the ED setting.

What's Right with Emergency Medicine

EDPMA May 22, 2012

Authors: John Holstein, + Add another author

Panel discussion by four emergency physicians who designed and implemented successful programs in their hospitals.

Monitoring the Success of Your Emergency Department Practice: 9 Key Metrics to Generate Revenue

Becker's Hospital Review January 30, 2012

Authors: John Holstein

A presentation and discussion of 9 key metrics needing vigilant practice management monitoring to insure and preserve your Emergency Department revenue.

Emergency Medicine's Time is Now

Emergency Physicians Monthly November 2, 2011

Authors: John Holstein, Chris Thomson, MD

At this pivotal juncture in healthcare it is time for emergency physicians to establish themselves in leadership positions within their own hospitals as well as positioning themselves with insurance payers. It is your moment in time.

New Era in Healthcare Demands that EDs Prepare for Success

Emergency Medicine News September 2010

Authors: John Holstein

How To Defend Your Salary

Emergency Physicians Monthly October 2009

Authors: John Holstein

Emergency Physicians: Become Educators!

Emergency Physicians Monthly May 2008

Authors: John Holstein

10 Steps Toward ED Profitability

Healthcare Financial Management hfm May 2008

Authors: John Holstein

Offense Wins, Especially in Payer Contracting

Emergency Medicine News 2007

Authors: John Holstein

Medicare: Its Impact On Your Practice is Much More Than an Annual Update

PAACEP; SCACEP 2007

Authors: John Holstein

An ED Tool Kit for Managed Care Negotiations

VAACEP; NCACEP; OHACEP EPIC 2006

Authors: John Holstein, Edward R. Gaines, Esq.

Effective Managed Care Contracts for ED Practices- A Set of Tools

ACEP: Section on Emergency Medicine Practice Management and Health Policy September 2005

Authors: John Holstein, Edward R. Gaines, Esq.

A View from the Other Side: Managed Care and Third Party Payers

Emergency Medicine News August 1997

Authors: John Holstein

The True Managers of Care

Hospitals and Health Networks June 1993

Authors: John Holstein

Education

Long Island University

MA, Psychology

Temple University

MA, Sociology

Villanova University

BA, Sociology

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1 person has recommended John

"John is more passionate about advancing the cause of emergency medicine physicians than anyone I have known in my professional career. He is a trusted advisor for his clients and the industry."

— **Jeff Fowler**, worked directly with John at Zotec Partners

[Contact John on LinkedIn](#)