



# Account Management Training

Industry-leading standard for  
new account managers

- Patient cost sharing
- Value-based contracting
- Medicare Part D
- Formulary influencers

**We are back  
live and in-person!**

**April 12–14, 2022**

JW Marriott Orlando, Grande Lakes





**As market access continues to evolve,  
it's challenging to keep up with the latest trends.**

**That's why Clarivate Market Access Learning's Account Management Training (AMT) conference is an industry-leading standard for new account managers.**

The AMT is a practical and comprehensive training program designed for those with a year or less of experience in their role. Seasoned managed market faculty guide attendees through the complexities of account management, with interactive virtual sessions on managed care contracting, benefit designs, health systems, PBMs, Medicare, and much more. Ample opportunities for Q&A, in-group and one-on-one settings, and real-world insights facilitate successful account planning, interactions, and relationship-building.

**Attendance is limited to ensure maximum participation, so please register early.**

**Visit our [AMT registration page](https://discover.clarivate.com/virtual-account-management-training) for more information and to register by credit card.**

<https://discover.clarivate.com/virtual-account-management-training>



## Program Faculty



**Jim Kenney, RPh, MBA**

Former Pharmacy Operations Manager  
Harvard Pilgrim Health Care, Inc.



**Patrick W. Finnerty**

PWF Consulting  
Former Director, Department of Medical  
Assistance Services  
State of Virginia



**George Mayzell, MD, MBAP**

President  
Empowered Healthcare



**Gary Rice, RPh, MS, MBA, CSP**

Former Executive Vice President,  
Operations  
Diplomat



**Mark Garnett**

President  
Garnett Consulting Group, LLC  
Former President, Southeast  
Market, Cigna – HealthSpringt



**Kevin Cast**

Partner  
Archbow Consulting



## Welcome Reception

Tuesday, April 12, 2022

**6:00-9:00 PM**

Food, beverages, and opportunities to network with other attendees and faculty!

## Agenda Day One

Wednesday, April 13, 2022

**7:30–8:30 AM EST (60 min)**

**Registration and Breakfast**

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**8:30–9:00 AM EST (30 min)**

**Opening Remarks**

*Clarivate Learning*

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**9:00–9:45 AM EST (45 min)**

**Healthcare Landscape and Trends**

- Recognize how the population is insured
- Discuss trends in payer coverage designs
- Explore regulatory, financial, and quality, and value-based influences on accounts
- Identify new stakeholders and influencers within payer accounts

**Rebecca Waller**

*Manager, Market Access Learning*

*Content, Clarivate*

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**9:45–10:00 AM EST (15 min)**

**Break**

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**10:00–11:30 AM EST (90 min)**

**PBM and Employers**

- Identify the role of pharmacy benefit managers in market
- Explain pharmacy benefit management techniques and options
- Explore PBM contracting
- Detail the expanded role of employers in healthcare and insurance markets

**Kevin Cast**

*Partner, Archbow Consulting*

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**11:30 AM–12:30 PM EST (60 min)**

**Lunch**

**12:30–2:00 PM EST (90 min)**

**An In-Depth Look at the History and Future of Medicare**

- Review program structure, demographics, and rules
- Investigate the role and impact of Medicare Advantage, Prescription Drug Plans, and private payers in Medicare
- Explore benefit designs and impact on access
- Evaluate the role of quality measurement on Medicare market success and access
- Explain reimbursement of providers and facilities under Medicare

**Mark Garnett**

*President, Garnett Consulting Group LLC*

*Formerly President, Southeast Market, Cigna – HealthSpring*

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**2:00–2:30 PM EST (30 min)**

**Break**

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**2:30–4:00 PM EST (90 mins)**

**Navigating Medicaid**

- Review program, demographics, and rules
- Detail the role and evolution of managed Medicaid programs in providing coverage
- Explain Medicaid coverage decision-making and use of restrictions
- Discuss the evolution of Medicaid and potential plans for the future of the program

**Patrick W. Finnerty**

*PWF Consulting*

*Former Director, Department of Medical Assistance*

*State of Virginia*

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**4:00–4:30 (30 mins)**

**Day 1 Wrap-Up**

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## Agenda Day Two

Thursday, April 14th, 2022

**7:30–8:30 AM EST (60 min)**

**Breakfast**

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**8:30–8:45 AM EST (15 min)**

**Day One Review**

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**8:45 AM–10:15 AM EST (90 min)**

**Working with Health Systems and Organized Customers**

- Review trends in system and care model structures, functions, and evolution
- Discuss hospital and system drug access and delivery
- Define and dissect advanced care delivery models: IDNs, CINs, ACOs
- Identify influences on hospital, system, and organized customer decision-making and treatment choices
- Explore system stakeholder needs/concerns

**George Mayzell**

*President*

*Empowered Healthcare*

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**10:15–10:30 AM EST (15 min)**

**Break**

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**10:30 AM–12:00 PM EST (90 min)**

**Specialty Drug Essentials**

- Discuss specialty drug market landscape and impact on payers and healthcare finances
- Review specialty drug distribution paths and reimbursement options
- Explain medical policy use, creation and influence on drug coverage and access
- Detail utilization and distribution management techniques, including narrow networks, site of care management, and other access restrictions

**Gary Rice, RPh, MS, MBA, CSP**

*Former Executive Vice President,*

*Operations*

*Diplomat*

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**12:00–1:00 PM EST (60 min)**

**Lunch**

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**1:00–3:00 PM EST (120 min)**

**Contracting for Drug Coverage**

- Discuss how to speak the language of drug access contracting
- Explore the role of different contract terms and types, including outcomes-based contracting
- Discuss best practices
- Explain the P&T committee and drug evaluation process

**Jim Kenney, Jr., RPh, MBA**

*Former Manager of Specialty and Pharmacy Contracts*

*Harvard Pilgrim Health Care*

**3:00–3:15 PM EST (15 min)**

**Break**

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**3:15–4:15 PM EST (60 mins)**

**Mock P&T Committee Activity**

- Develop insight into influences and roles of committee members
- Evaluate the influence of clinical and cost information on coverage and access

**Jim Kenney, Jr., RPh, MBA**

*Former Manager of Specialty and Pharmacy Contracts*

*Harvard Pilgrim Health Care*

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**4:15–4:30 (15 min)**

**Day 2 Wrap-Up**

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# Location and Accommodations

## JW Marriott Orlando, Grande Lakes

4040 Central Florida Parkway  
Orlando, FL 32837  
Phone (407) 206-2300

**We are pleased to offer a group rate of \$235 per night for AMT attendees. Reserve your room by March 11, 2022 to take advantage of this discounted rate.**

## About the JW Marriott Orlando, Grande Lakes

This luxury resort at Grande Lakes is located on a lush, 500-acre property and is ideal for exploring the Orlando area—or for relaxing poolside in the Florida sunshine. Unwind at our outdoor pool complex, including a lazy river, or try our challenging 18-hole golf course designed by PGA great Greg Norman. Select from enticing in-house dining options, from luxury Italian fare at Primo to a farm-to-table menu and craft beer at Whisper Creek Farm.





# Registration

AMT is a comprehensive, hands-on training program that gives account managers knowledge, techniques, and confidence to successfully work with their managed care accounts.

Individual Registration Fee: **\$3,295**

**Registration includes a 2-tiered live training experience:**

**Interactive PDFs pre-event:**

- Getting Ready for Account Management Training: A Primer on the Basics
- Hospital and Health System Structure
- Coverage, Distribution, and Reimbursement of Specialty Products

**Live, in-person sessions:**

- Two days of live facilitation
- Q&A opportunities with faculty
- PDFs of all event session presentations

Attendees will also be provided with breakfast, lunch, and refreshment breaks daily. An evening Welcome Reception will be held on Tuesday, April 12.

## Early Bird Discounts

Take advantage of the **\$500** discount by registering before **March 26, 2022**. The early bird special rate is only **\$2,795** per attendee.

**Group Discount Rates\***

**Register 3 or more colleagues and take advantage of special group pricing. The more colleagues that register, the more you save!**

Registrants	Before March 26	On/After March 26
3-5	\$2,745	\$3,195
6-9	\$2,695	\$3,095
10+	Contact <a href="mailto:TrainingSolutions@Clarivate.com">TrainingSolutions@Clarivate.com</a> for additional group discount offers	

\*To register a group of 3 or more, contact [TrainingSolutions@Clarivate.com](mailto:TrainingSolutions@Clarivate.com) for a group registration form.

**Registration Information:**

- Visit here for more information and to register by credit card: <https://discover.clarivate.com/virtual-account-management-training>
- All payments must be received prior to the program
- If paying by check, please make payable to DR/Decision Resources, LLC
- All cancellations are subject to a \$200 cancellation fee
- No refunds will be granted after April 1, 2022
- Canceled registrations and/or no-shows will not be carried over to future programs

## About Clarivate

Clarivate™ is a global leader in providing solutions to accelerate the lifecycle of innovation. Our bold mission is to help customers solve some of the world's most complex problems by providing actionable information and insights that reduce the time from new ideas to life-changing inventions in the areas of science and intellectual property. We help customers discover, protect and commercialize their inventions using our trusted subscription and technology-based solutions coupled with deep domain expertise. For more information, please visit [clarivate.com](https://clarivate.com).

Contact our experts today:

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