REGISTRATION FORM ENCLOSED
or
REGISTER ONLINE
www.ascls-in.org
www.clma.org
Join us for the Annual Symposium
September 30, 2014
Carmel, Indiana

Kick Off Event

NCAA Hall of Champions
700 W Washington St
Indianapolis, IN 46204

Join us for a networking dinner and camaraderie before the symposium!

Monday, September 29, 2014
6:00 pm

Bus Service to and from the kick off event included. **NOTE: Bus leaves the following site at 5:00 pm promptly.**

Residence Inn/Springhill Suites by Marriott
11855 North Meridian Street
Carmel, IN 46032

Network with your colleagues during dinner, then experience a private tour of the NCAA Hall of Champions featuring a wide variety of intercollegiate athletic exhibits and an interactive competition area. Join us for dinner, drinks (including the adult kind), and fun!

Ticket price: $20/person

Keynote Presentation

Dusty Grainger, VP

A co-founder and Vice President of Stovall Grainger Modleski, Inc., Dusty works and consults collaboratively on strategy for healthcare providers and those supplying technology and services to them. Dusty’s experience in healthcare is extensive. He has 27 years of leadership and accomplishment including 13 years on the vendor/supplier side of the healthcare value chain.

Dusty only consults within the healthcare economy and focuses on:

- Financial Strategies for Hospital & Lab Decision-makers
- Understanding the Healthcare Economic Terrain
- Strategic Marketing in Healthcare
- Strategic War Gaming & Scenario Planning
- Mission and Vision

Dusty studied Marketing and Government at Francis Marion College. His Graduate Studies are in Marketing at the Johns Hopkins University and Health Systems Administration at Rochester Institute of Technology.
Dennis Ernst, MT(ASCP)

Dennis J. Ernst, MT(ASCP) is the Executive Director of the Center for Phlebotomy Education, Inc. in Corydon, Indiana. Besides being a highly recruited international lecturer, he has authored over 50 articles, two textbooks and a desk reference on phlebotomy. He chairs the CLSI working groups that write standards for specimen collection and is the editor of the *Phlebotomy Today* family of newsletters read monthly by over 16,000 subscribers worldwide.

**Hotel Accommodations**

If you require an overnight stay, contact one of the facilities below to reserve a room at a discounted rate. The Ritz Charles does not have sleeping rooms. *NOTE:* You must mention ASCLS-CLMA and reserve by August 29, 2014 to receive the discounted rate.

<table>
<thead>
<tr>
<th>Hotel</th>
<th>Address</th>
<th>Phone</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hilton Garden Inn</td>
<td>13090 Pennsylvania St.</td>
<td>317.581.9400</td>
<td>$119</td>
</tr>
<tr>
<td>Marriott SpringHill Suites</td>
<td>11855 N. Meridian St.</td>
<td>317.846.1800</td>
<td>$109</td>
</tr>
<tr>
<td>TownePlace Suites by Marriott</td>
<td>8468 Union Chapel Rd</td>
<td>317.255.3700</td>
<td>$119</td>
</tr>
</tbody>
</table>

**PACE ® PROGRAM**

**Continuing Education Credit**

ASCLS-IN is an approved provider of continuing education by the P.A.C.E. ® program, which is accepted by ASCP and all states. Attendees will self-prepare their P.A.C.E. ® Certificate of Attendance after the meeting by using the online ASCLS CE Organizer program.

*NOTE:* One hour of P.A.C.E. ® credit equals 1 contact hour.

**Material Level:**

- **(B)** Basic level; no prior knowledge necessary.
- **(I)** Intermediate level; some prior knowledge necessary.
- **(A)** Advanced level; extensive prior knowledge needed.

**Interested in Exhibit Space or Sponsorship?**

**Contact our Meeting Planner:**

Joy Bergeron

800-296-5954

joy@classicevents.net
ASCLS-IN & Indiana CLMA gratefully acknowledge the following organizations for their generous support of speakers and/or financial contributions toward this event.

**Gold Level**

The Medical Foundation

Roche Diagnostics

**Silver Level**

Abbott Diagnostics

**Bronze Level**

ARUP Labs

Beckman Coulter

Cepheid

Labsco

Orchard Software Corporation

Promega

Thermo Fisher Scientific

Without the contributions of the above organizations, we would not be able to offer this comprehensive, quality program.

Please be sure to visit the exhibit hall and thank our exhibitors for their continued support!

Abbott

Alere

Audit Micro Controls

Beckman Coulter

Center for Phlebotomy Education

Diagnostica Stago

Global Focus Marketing

Helmer

Hettich Lab Technology

Hologic

Indiana Blood Center

Indiana Department of Health Labs

Labsco

Office Works

Ortho Diagnostics

Qiagen

Rees Scientific

Roche Diagnostics

Siemens

Sysmex

The Medical Foundation

Thermo Fisher Scientific
#1 Healthcare Reform - How it Impacts the Lab (B)
DUSTY GRAINGER, VP
As the U.S. healthcare system evolves from a volume driven system to one that incents and pays for value, the lab’s value and importance will grow. However, new and diverse stakeholders will require a more collaborative approach in order for the lab’s value to be recognized. It’s up to the lab to begin that collaborative process!

Sponsored by Roche Diagnostics

#2 Will & Skill: How to Better Identify Talent in Your Lab’s Organization (B)
JENNIFER BUTLER, STRENGTHS COACH
Participants will better understand how to assess the potential of the employees in their labs. We will explore how leaders can best identify the appropriate behaviors and attitudes for long term success.

Sponsored by Roche Diagnostics

#3 Molecular Testing 101: Where it Started, Where it is Today, Where it’s Going (B)
KIM GILONSKIE, MHA, BS, MT(ASCP), CLSp(MB), CLS(NCA)
Join us as we take an entertaining stroll through the history of molecular testing. Where it started, where it is today, and where it is going tomorrow.

Sponsored by Cepheid

#4 Ending Hemolysis in the ED...and Everywhere Else (I)
DENNIS J. ERNST, MT(ASCP)
This presentation discusses the preanalytical causes of sample hemolysis, details how laboratories can prevent its occurrence in the emergency department and throughout the facility, provides benchmarks for comparison with other facilities, and presents effective strategies managers and blood-collection personnel can implement to reduce sample rejection due to hemolysis.

Sponsored by The Medical Foundation & The Center for Phlebotomy Education

#5 Executive Presence (B)
JENNIFER BUTLER, STRENGTHS COACH
When leaders with executive presence speak, people listen - because the talk is filled with conviction, instead of equivocation. This session will answer how: “They inspire that I’ll-follow-you-anywhere loyalty, conveying an aura of warmth and authenticity to everybody from the receptionist to the CEO” (BusinessWeek, July 2002).

Sponsored by Roche Diagnostics

#6 Recent Trends in Drugs of Abuse Testing (I)
PRENTISS JONES, PhD
In Western society more people are taking more drugs than in any time in our history. Regrettably, treatment options, testing methodologies, relevant legislation and distribution of scientifically sound information is lagging. Effective treatment, precise testing, meaningful drug laws and accurate information regarding drugs are of paramount importance given the times.

Sponsored by The Medical Foundation

#7 Successful Strategies for Difficult Draw (I)
DENNIS J. ERNST, MT(ASCP)
Among the most challenging situations healthcare professionals are confronted with when drawing blood samples for laboratory testing include geriatric, oncology, pediatric, needle phobic, obese, and intensive-care patients. This presentation discusses strategies to successfully obtain blood under a wide variety of difficult circumstances.

Sponsored by The Medical Foundation & The Center for Phlebotomy Education

#8 Budgets - Managing Through Change (I)
MARSHA COOPER, MT(ASCP), MSMT, MBA
Healthcare is always changing. However, the rate of change and the shifting of services from IP to OP is now occurring at an exceptionally fast rate. This session will present techniques to manage a flexible budget, establishing key monitoring metrics and how to prepare for the budgeting cycle.

#9 Cardiac Testing Updates & Trends (I)
JEN QUAGLIA, RN
This workshop will review typical lab tests ordered for ED cardiac patients with interactive case study reviews of patients presenting with Acute Coronary Syndrome, Heart Failure, Deep Vein Thrombosis, and Pulmonary Embolism. Current recommendations for lab tests by the American College of Cardiology Foundation and American Heart Association will also be presented.

Sponsored by Roche Diagnostics

#10 Phlebotomy C.S.I. (Catastrophic Standards, Infractions (I)
CATHRINE ERNST, RN, PBT(ASCP)
In this interactive presentation participants will be led through actual legal cases of the most commonly inflicted types of phlebotomy-related injuries. Participants will discuss the facts of the case as they relate to the standards for phlebotomy and determine if the phlebotomist and/or the facility is guilty or not guilty of “catastrophic standards infractions.”

Sponsored by The Medical Foundation & The Center for Phlebotomy Education
#11 Implementing a Test Utilization Management Program: Combining Medicine & Management (I)
CASEY LEAVITT, MBA
This presentation will focus on the most efficient methodologies to implement an effective laboratory utilization management program. It will follow a roadmap that includes analytics, governance/infrastructure, formulary, policy, implementation of maintenance.

Sponsored by ARUP Labs

#12 Hematology Case Studies, “The Good, the Bad and the Ugly” (I)
ROSLYN McQUEEN, PhD, CCRC
A number of unique hematology case studies will be discussed as to 1) morphologic presentation 2) laboratory data and final diagnosis. This presentation will describe the clinical presentation, diagnostic and laboratory evaluation of typical and atypical hematologic cases. Open discussion is encouraged.

#13 Top Ten Threats to Accurate Results (I)
DENNIS J. ERNST, MT(ASCP)
This presentation discusses 10+ of the most common reasons specimens fail to yield accurate test results. Among them are IV contamination, failure to mix specimens, under filling tubes, faulty centrifugation, delays in processing, hemoconcentration, and more. Includes a discussion on preventing falsely elevated potassium levels.

Sponsored by The Medical Foundation & The Center for Phlebotomy Education

#14 The Old Pathology Building: Connecting the Past, Present, and Future (B)
NORMA ERICKSON, CLT(HEW)
The Old Pathology Building in Indianapolis, home of the Indiana Medical History Museum, is the only preserved nineteenth-century pathology laboratory in the U.S. Built during a time of emerging medical technologies, this 118 year-old lab still serves an important role in connecting the past and future of laboratory science.

Questions about the Meeting or Registration?
Contact Joy Bergeron: 800-296-5954
joy@classicevents.net

Registration Instructions

1. General Registration: Fee includes admission to meetings, general sessions, refreshment break, meal and exhibits. The meal function requires an RSVP on the registration form. It is important to indicate which sessions you will be attending to ensure adequate seating. Room assignments and locations for sessions will be available at the meeting registration desk.

2. Student Registration: Students who are enrolled in a full time laboratory curriculum may register at rates indicated. Fee includes admission to meetings, general sessions, refreshment break, meal and exhibits. The meal function requires an RSVP on the registration form. It is important to indicate which sessions you will be attending to ensure adequate seating. Room assignments and locations for sessions will be available at the meeting registration desk.

3. Early registration: Registration Forms with payment must be postmarked by September 13, 2014, to receive the discounted rate. After this date, ALL registrants must pay an additional $10 fee. Registrations may be faxed to 800-680-2161 to qualify for early registration. Payment should then be sent prior to the meeting. Meal function tickets will not be available for purchase on the day of the event.

4. Payment of fees: Enter billing address at top of Page 8 and credit card information below or mail check, payable to Classic Events, Inc. and registration form to ASCLS-IN/Indiana CLMA Annual Meeting, c/o Classic Events, Inc. 5395 North Shore Drive, Eau Claire, WI 54703. For questions contact Joy Bergeron at 800-296-5954 or email to: joy@classicevents.net.

Circle Card Type: VISA MasterCard

Account Number: ________________
Exp Date: __________/________

5. Cancellation policy: Refunds equal to the amount paid, less $10.00 administrative fee, will be given to those registrants whose written notice of cancellation is received by 9/6/14, fax to 800-680-2161. After 9/6/14, 50% of any fees paid will be refunded if notice is received by 9/20/14.

6. Special needs: If you have special needs that require accommodation, please contact Joy Bergeron at 800-296-5954 to make appropriate arrangements.

7. Registrait directory: A directory of all conference registrants will be created and made available to attendees and exhibitors upon request. Please check the box near the top of the registration form if you would like your name withheld from this directory.
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 – 4:00</td>
<td>Registration</td>
</tr>
<tr>
<td>8:00 - 8:10</td>
<td>President’s Welcome</td>
</tr>
<tr>
<td>8:10 – 9:00</td>
<td>1. Keynote Presentation: Dusty Grainger, VP Healthcare Reform, and How it Affects the Lab</td>
</tr>
<tr>
<td>9:10 – 10:10</td>
<td>MANAGEMENT</td>
</tr>
<tr>
<td>10:10 – 11:00</td>
<td>Break with Exhibitors</td>
</tr>
<tr>
<td>11:00 – 12:00</td>
<td>MANAGEMENT</td>
</tr>
<tr>
<td>11:00 – 12:00</td>
<td>Executive Presence</td>
</tr>
<tr>
<td>12:00 – 1:00</td>
<td>Lunch with Exhibitors</td>
</tr>
<tr>
<td>1:00 – 2:00</td>
<td>MANAGEMENT</td>
</tr>
<tr>
<td>8. Marsha Cooper, MT (ASCP), MSMT, MBA</td>
<td>9. Jen Quaglia, Cardiac RN</td>
</tr>
<tr>
<td>1:00 – 2:00</td>
<td>Budgets - Managing through Change</td>
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<tr>
<td>2:00 – 2:45</td>
<td>Break with Exhibitors</td>
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<tr>
<td>2:45 – 3:45</td>
<td>MANAGEMENT</td>
</tr>
<tr>
<td>11. Casey Leavitt, MBA</td>
<td>12. Roslyn McQueen, PhD, CCRC, ASCP(SH)</td>
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<tr>
<td>2:45 – 3:45</td>
<td>Implementing a Test Utilization Management Program: Combining Medicine &amp; Management</td>
</tr>
<tr>
<td>3:55- 4:45</td>
<td>MANAGEMENT</td>
</tr>
<tr>
<td>14. Norma Erickson, CLT(HEW)</td>
<td>3. Kim Gilonske, MHA, BS, MT(ASCP), CLSp(MB), CLS (NCA)</td>
</tr>
<tr>
<td>3:55- 4:45</td>
<td>The Old Pathology Building: Connecting Past, Present &amp; Future</td>
</tr>
<tr>
<td>4:45 - 5:00</td>
<td>President’s Closing &amp; Prize Drawings (Grand Prize $250 Visa Card)</td>
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</table>
Please carefully review registration instructions on the page 6 before completing this form.
Type or Print all information. Use one form for each registrant. Duplicate form as needed.

Name:__________________________________ Institution:___________________________________

Mailing Address:______________________________________________________________________
☐ Check to withhold name from directory  ☐ Home Address  or  ☐ Business Address  City State Zip

(_____) - (_____) - _______

Email Address

Business phone  Home Phone

Email Address

Business phone  Home Phone

Must be postmarked or faxed by September 13, 2014 to qualify for early registration
After September 13, 2014 add $10 to total registration fee

<table>
<thead>
<tr>
<th>Registration Type: Place an X in the boxes for the days you plan to attend &amp; enter fee total.</th>
<th>Tues 9/30</th>
<th>$ Fee Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Registrant</td>
<td></td>
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<tr>
<td>ASCLS#_________ CLMA#_________</td>
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<tr>
<td>Non Member Registrant</td>
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<tr>
<td>$125**</td>
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<tr>
<td>Students</td>
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<tr>
<td>$40</td>
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<tr>
<td>** Note: Group Registration $100 each person for any facility or organization sending 4 or more people.</td>
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<tr>
<td>Phlebotomy Workshop $80 includes lunch. Workshop attendees are encouraged to visit the vendor exhibits and to attend other educational sessions either before or after the workshop.</td>
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<tr>
<td>NCAA Hall of Champions</td>
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<tr>
<td>Monday, September 29 - See pg 2</td>
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<td>$20 / person</td>
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</tbody>
</table>

If you are NOT joining us, please put "$0" in the fee total box

A) Registration Total $________ B) $10 Fee after 9/13/14: $________

GRAND TOTAL Enclosed $________

Questions?
Call Joy Bergeron 800-296-5954 or email: joy@classicevents.net

Send completed form with check or money order payable to CLASSIC EVENTS, INC:
Remit to: 5395 North Shore Dr Eau Claire, WI 54703
(Or, fax with payment mailed separately.)
FAX: 800-680-2161

B) I will participate in lunch  ☐ ☐

No Lunch Tickets Available on Site
☐ Check for Vegetarian / Gluten-free Option

A) Registration Total $________ B) $10 Fee after 9/13/14: $________

GRAND TOTAL Enclosed $________

Checks payable to CLASSIC EVENTS, INC.

CIRCLE SESSION #'S YOU PLAN TO ATTEND!
Tuesday, September 30, 2014
1 2 3 4 5 6 7
8 9 10 11 12 13 14

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