ACFAS 2019 IS READY FOR TAKEOFF

FORMER BLUE ANGEL TO DELIVER KEYNOTE ADDRESS

John Foley, former lead solo pilot with the Blue Angels, and his fellow pilots regularly flew at speeds of more than 500 mph and in formations as close as 18 inches apart. Achieving such precision as a team in a high-stakes environment required commitment, discipline and trust. Hear Foley explain how these same principles can help you reach and sustain excellence in your practice when he opens ACFAS 2019 on February 14 in New Orleans.

Foley graduated from the U.S. Naval Academy with a degree in mechanical engineering and was a defensive back for the Navy’s Midshipmen football team. As a pilot, he was a six-time Top Ten Carrier Pilot winner before becoming a Marine instructor pilot and a Blue Angel. He also did actual flying in the movie Top Gun from the carrier deck of the U.S.S. Enterprise. Now as an entrepreneur and advisor to successful corporations and leaders worldwide, Foley uses his experience to reverse-engineer the Blue Angels’ culture of excellence and teamwork to help others on their journey toward higher performance.

Don’t miss John Foley and all that ACFAS 2019 in New Orleans has to offer! Register today at acfas.org/neworleans.
If you want to go FAST, go alone. If you want to go FAR, go with others . . .

We are all familiar with the importance of relationships in our professional life. Most of us depend on personal connections for referrals, business opportunities and professional relationships that can make or break our practice success. It may be cliché, but the world provides constant reminders that it is often “not what you know, but who you know.” I would like to share some insight into the relationships that YOUR ACFAS depends on to maximize the benefits of your membership dues and to leverage the collective betterment of this specialty.

ACFAS Board of Directors
We are fortunate to have a collaborative 11-member board, which oversees all our programs, services, policies and governance via our Strategic Compass. Given the size of our profession, many of the board members know each other from prior work, and new directors quickly gain comfort with the governance and leadership machinery. The Executive Committee members have worked together for years prior to these roles and provide an appropriate sense of continuity and oversight to the board’s work product.

ACFAS Staff
We are a relatively small association with just 14 full-time staff employees. The years of seniority and strong sense of dedication from our staff has impressed me from the start. Chris Mahaffey took over the reins of Executive Director leadership at ACFAS in 2003 and has been a consistent and balanced chief executive. Senior staff attend board and committee meetings to provide specialized expertise and institutional memory. Our staff builds strong relationships with their respective committees and chairpersons to facilitate timely and effective completion of their goals.

AANP, AADE and AAFP
In a purposeful initiative to construct collaboration between members of ACFAS and members of other related health associations, we have paved new roads to several associations. We have built relationships with the American Association of Nurse Practitioners (AANP), the American Association of Diabetes Educators (AADE) and the American Academy of Family Physicians (AAFP). We have exchanged speakers and will soon co-publish a joint clinical consensus statement on gout in JFAS and the Journal of Nurse Practitioners.

APMA
Gone are the days of isolationism between ACFAS and American Podiatric Medical Association (APMA). I am proud to report that both leaderships now have regular communication and have found several areas of mutually beneficial collaboration. Per our ACFAS bylaws, there is no obligation of APMA membership, but the reality is most of us are members of both organizations.

We have no intent of returning to a formal “affiliate” status with any organization, but we do have strong intent to work together with others for a stronger profession.

AOFAS and AAOS
Perhaps the most substantial achievement of our collaboration with APMA was the joint task force, which led to a meeting between ACFAS, APMA, the American Orthopaedic Foot and Ankle Society (AOFAS) and the American Academy of Orthopaedic Surgeons (AAOS). This landmark face-to-face meeting of leaders and staff included a wide agenda of future collaboration opportunities and a framework to explore comparability between our specialties. The meeting provided a great foundation for us to formally collaborate. A subsequent conference call took place, and a second face-to-face meeting is planned. Additionally, our staffs have been interacting regularly, and I am optimistic about the opportunities this new relationship can provide.

Industry
This is an important and sometimes challenging dance. Our industry partners and meeting supporters are crucial to our ability to offer educational programming to our members. However, ACFAS takes conflict of interest very seriously and does not allow inappropriate influence from industry or other organizations. In 2015, the ACFAS Board adopted most of the Council of Medical Specialty Societies’ “Code for Interaction with Companies,” which clearly (continued on page 10)
What do you get when you combine the history and charm of New Orleans with top-tier education that puts you at the forefront of new research, technologies and breakthroughs in foot and ankle surgery? ACFAS 2019!

Join us February 14–17, 2019 at the Ernest N. Morial Convention Center in New Orleans for an unparalleled conference experience filled with:

- Round-the-clock advanced clinical sessions and surgical skills workshops
- Hundreds of industry product and service displays
- Scientific and case study posters illuminating the latest developments in podiatric medicine
- Special events with unlimited opportunities to network and connect with your colleagues
- And so much more!

Come down to New Orleans on Wednesday, February 13, 2019 for three new preconference workshops and Residents’ Day to get a head start on the action and to ignite your learning the day before ACFAS 2019 officially begins.

Register now at acfas.org/neworleans, and we’ll see you soon in the Big Easy!
Cross off one more item from your pre-ACFAS 2019 to-do list—reserve your hotel room with onPeak, our official housing partner, at acfas.org/neworleanshousing. Select the green Hotel Registration OnPeak box on the page. Using onPeak not only guarantees you receive the lowest rate for your stay in New Orleans, it protects you from unauthorized third parties who may promise you an inexpensive hotel room, take your money and then leave you high and dry with no place to stay.

These “hotel poachers” falsely represent themselves as ACFAS’ housing partner, and two such companies, Conventioneers and Global Expo Travel, have already begun to solicit ACFAS 2019 exhibitors. For your own safety, use onPeak only to book your hotel room. ACFAS will not be held responsible for any room reservations or deposits made through other companies or websites.

onPeak offers you your choice of nine hotels:

- Courtyard by Marriott New Orleans Convention Center
- Hampton Inn & Suites Downtown/French Quarter
- Hilton New Orleans Riverside
- JW Marriott New Orleans
- Le Meridien New Orleans
- New Orleans Marriott
- New Orleans Marriott at the Convention Center
- Renaissance Pere Marquette
- Westin New Orleans Canal Place

This year, shuttle buses will run to and from the hotels and convention center. Pedicabs and airport-style carts will also be available onsite at the convention center to transport you to ACFAS’ meeting space at the convention center. Buses will be used during the opening and wrap parties as well.

Maps and bus route details to come. Watch ACFAS publications for updates.

Join us in New Orleans on Wednesday, February 13, 2019, the day before ACFAS 2019 officially begins, for three new pre-conference workshops designed to challenge your coding and surgical skills.

Choose from:

- **Lateral Ankle Instability Workshop**
  7:30am–Noon,
  4 CE contact hours
  (cadaveric)

- **Coding and Billing Workshop**
  7:30am–5:30pm,
  8 CE contact hours

- **Grand Rounds: Optimizing Outcomes for Your Most Challenging Cases**
  Noon–5pm,
  4 CE contact hours

Register now at acfas.org/neworleans and get a jump on your conference experience!
Inaugural Residents’ Day Planned for ACFAS 2019

Taking the leap from residency to practice? Then plan to attend the College’s inaugural Residents’ Day scheduled for **Wednesday, February 13, 2019** at the Ernest N. Morial Convention Center in New Orleans.

Gain real-world tools and straightforward advice from seasoned foot and ankle surgeons who know what it takes to make this transition as smooth as possible. Sessions will cover:

- My First Worse Case — 20/20 Hindsight
- First Days in Practice
- When to begin your first job hunt and when to look for that second job
- Videos to prepare for interviews
- Your practice options (private, academic, multispecialty, hospital-based, government)
- Contract negotiation
- How to handle difficult patients—managing the foot was the easy part
- Painful lessons learned by luminaries of the profession during their first days in practice
- Habits of an effective doctor
- Outreach and how to promote yourself
- And more!

The day includes lunch and will close with an informal beer and wine networking event featuring open Q&A.

Visit [acfas.org/residentsday](http://acfas.org/residentsday) for agenda details and to register.
As the number of people living with diabetes continues to rise each year in the United States, so does the rate of diabetes-related foot and ankle conditions among the patient population. This means foot and ankle surgeons must not only stay on the cutting edge of new treatment approaches and surgical techniques, they must also pay close attention to research trends aimed at improving foot and ankle health for those living with diabetes.

Katherine E. Dux, DPM, FACFAS, of Loyola University Health System, treats many patients with diabetic foot and ankle conditions and is involved in new research focused on intraoperative glycemic control. “Specifically, my institution is following patients with diabetes to determine if an association exists between intraoperative glucose levels and patient outcomes after elective foot and ankle surgery,” says Dr. Dux.

She and the research team are collaborating with peripheral vascular surgeons on improving limb salvage in patients with complicated diabetes, critical limb ischemia and ulcerations, infections and gangrene. “Stay tuned for further guidelines and recommendations on the care of this patient population,” she adds. While definitive data may not be available for another 12 to 24 months, the study opens up new opportunities to evaluate the impact of comorbid conditions in patients with diabetes and how they affect the feet and ankles.

Like many foot and ankle surgeons, Dr. Dux has seen an increase in diabetic foot conditions in her practice. “Patients with complicated diabetes, such as those with neuropathy, are demonstrating an increased risk for ulceration and reulceration,” she explains. “This is especially true in patients with concomitant deformity in the foot and ankle.”

She believes foot and ankle surgeons will continue to play a critical role in limb salvage and deformity correction as more and more people are diagnosed with diabetes each year, and she also sees areas that could benefit from additional research. “We need further information on appropriate surgical timing for definitive amputation procedures in patients with nonhealing wounds and/or gangrene who require revascularization procedures secondary to vascular disease,” Dr. Dux asserts.

In her opinion, research that explores the role of glycemic control during the preoperative, perioperative and postoperative period in elective foot and ankle surgery has the potential to make the greatest impact on patient care. The results of such research could help foot and ankle surgeons choose the best surgical intervention for patients with diabetes and better foresee any risks or complications following surgery.

Dr. Dux stresses that to achieve optimum long-term outcomes in these patients, the primary care team, endocrinologist, dietitian, vascular surgeon and foot and ankle surgeon must work together to provide preventive care. “These providers need to regularly educate patients on the potential risks and complications related to their diabetes,” she closes, “as well as the importance of strict glycemic control through diet and exercise.”

Visit the ACFAS Marketing Toolbox at acfas.org/marketing to download the free PowerPoint presentation Dos & Don’ts of Diabetic Feet and the free infographic Dos & Don’ts for Diabetic Foot Care and use them to educate your patients and community.

“Stay tuned for further guidelines and recommendations on the care of this patient population.” — Katherine E. Dux, DPM, FACFAS, Loyola University Health System
The Board of Directors elected its officers for 2019–2020 pursuant to the College’s bylaws. Terms will commence at the ACFAS 2019 Scientific Conference February 14–17, 2019 in New Orleans.

President:  
Christopher L. Reeves, DPM, MS, FACFAS

President-Elect:  
Scott C. Nelson, DPM, FACFAS

Secretary-Treasurer:  
Thanh Dinh, DPM, FACFAS

Immediate Past President:  
John S. Steinberg, DPM, FACFAS

Preparations for the 2019 Board election are underway. The Nominating Committee interviewed candidates and announced its recommendations for candidates to fill two board director positions in the October 17 issue of *This Week @ ACFAS*. Individuals who intend to nomination by petition must submit their petitions no later than November 17.

Candidate profiles and position statements will be posted at [acfas.org/nominations](http://acfas.org/nominations) on November 13, and online voting will be conducted by an independent election firm November 30–December 17, 2018. Candidate profiles and position statements will also be displayed on the election ballot.

On November 30, eligible voters will receive an email with a unique link to cast their vote. Eligible voters who were unable to receive a test email from the election company will receive paper instructions on how to log in to the election website and vote. There will be no paper ballots. Regular member classes eligible to vote are Fellows, Associates, Emeritus and Life Members.

Election results will be announced in the December 19 issue of *This Week @ ACFAS*.

ACFAS welcomes the new Student Club presidents for the 2018–2019 school year:

**AzPod:** Kyleigh Pierson, Class of 2021  
**Barry:** Misha Tavaf, Class of 2020  
**CSPM:** Varsha Salunkhe, Class of 2020  
**DMU:** Robert Clements, Class of 2020  
**Kent State:** Natasha Bhagat, Class of 2020  
**NYPMP:** Jonathan Shalot, Class of 2020  
**Scholl:** Sherjeel Hassan, Class of 2021  
**Temple:** Stephanie Golding, Class of 2020  
**Western U:** Byron Lemon, Class of 2021

ACFAS Student Clubs are located on all nine podiatric medical school campuses and provide Student Club Members access to ACFAS scholarships, ACFAS Region funding and onsite visits from members of the Board of Directors. The clubs hold their own meetings, lectures and workshops, and they regularly invite ACFAS members to speak on surgical techniques to help enhance students’ academic curriculum. We wish these new ACFAS leaders great success throughout the upcoming school year!

If you’re a leader, thinker, team player and hard worker—volunteer! ACFAS depends on its members to guide both the future of the College and the profession. Each year, members serve on committees, task forces and clinical consensus statement panels and provide scientific literature reviews. Help us shape our future by volunteering in 2019. The deadline for applications is October 31, 2018. Visit [acfas.org/volunteer](http://acfas.org/volunteer) for more information.
Results of ACFAS’ 2018 Member Survey reveal the College continues on the right track when it comes to meeting members’ needs and expectations. The survey findings also present compelling statistics on salary and compensation for foot and ankle surgeons. The College’s overall performance upholds its high rankings with nearly 90 percent of respondents rating it as excellent or good. An overwhelming majority also agreed or strongly agreed ACFAS understands their issues and priorities.

Members continue to rate ACFAS’ face-to-face CME meetings (the Annual Scientific Conference, Surgical Skills, regional and specialty courses, etc.) and The Journal of Foot & Ankle Surgery (JFAS) as top offerings and value the College’s work in providing electronic education (podcasts, streaming video lectures, etc.), clinical consensus statements and ways to enhance postdoctoral training.

Eleven of 16 key programs were rated better than in the 2015 survey. A gap analysis indicated the College’s five key strengths, based on both high importance score and high satisfaction ratings:

- provider of face-to-face CME meetings
- publisher of JFAS,
- building consumer awareness of ACFAS members,
- provider of electronic CME resources,
- advocate for DPM credentialing and privileging.

Even though “building consumer awareness of ACFAS members” was in the top five programs (due in part to the recent Take a New Look at Foot & Ankle Surgeons campaign), it was also rated highest in what members wanted more in the future. Members’ written comments were especially clear in demanding even more work in building patient awareness and referrals.

In 2012, 62 percent of members primarily read print newspapers and magazines versus online. In 2018, that number was 40 percent. However, JFAS readers consistently prefer to read the Journal in print (slipping only 3 percent since 2012.) When asked if JFAS should be available only online, the written comments were loud and clear: No! Fortunately, ACFAS has no such plans; print will continue.

Also in the open-ended responses, a surprising number of members seemed confused between the roles of ACFAS and ABFAS. ACFAS will continue to explain the difference between the two organizations in our publications. And another factoid: In 2012, 26 percent of members had a practice Facebook page; this year 50 percent do.

Compensation results showed increases in members’ average annual salary (7.8 percent) and share of profit from practice (27 percent) over the past three years. Average annual
salary is higher among members 36 to 65 years old and among those who had spent two years in residency or who were certified in reconstructive rearfoot/ankle (RRA) surgery.

A positive correlation also exists between years practicing in the field or specialty and average salary, with a higher average salary for those with more years working in the field.

All members, of all ages, years of residency and years in practice saw salary increases over the past three years. The highest salaries tend to be those with four or more years in residency, those with a fellowship and those working in an orthopedic practice. Average salaries tend to decrease for members as they approach retirement age. Visit acfas.org/compensation for the 2018 Compensation and Benefits Survey Data.

Similar to 2015, half of all ACFAS members were invited to participate in the Member Needs and Opinions Survey, and half received the Practice Economics Survey. Both surveys received a 25 percent or greater response rate, which is very high for association surveys. Highlights of the Practice Economics Survey will be published in the next issue of ACFAS Update.

The survey results were reviewed in depth by the Board of Directors at their July meeting and will now be shared with various committees. Understanding your needs and expectations is an ongoing priority for ACFAS, and thanks to the results of our 2018 Member Survey, we now have an even clearer picture of how we can better serve you.

ACFAS is giving you more time to pay your annual dues before the holiday rush begins! You will receive your annual ACFAS member dues renewal reminder in October-- two and a half months before the deadline.

Watch your email for renewal instructions for the 2019 calendar year, coming soon. The deadline for payment will be December 31, 2018.
Each issue of ACFAS Update answers a question about how to market your practice and generate referrals from other healthcare providers. This issue’s featured Q&A explains how to track the success of your efforts to gain referrals.

Q: How do I track the success of my efforts to gain referrals?

A: It may take a while for you to notice that your relationship-building efforts have paid off in generating referrals, so do not be discouraged. To track referrals, you can include a question on your new patient paperwork asking how the patient heard about your practice and also add an option to specify the referring physician. If a nurse practitioner (NP) refers a patient to your practice, follow up with the NP after the patient’s appointment to provide an update on the patient’s progress and to thank the NP for the referral.

For more practice marketing tools, visit acfas.org/marketing.

Summer Board Meeting Highlights

The ACFAS Board of Directors met July 27–28, 2018 in Park City, Utah. Among the meeting highlights, the board:

- Extensively discussed results from the 2018 Member and Practice Surveys conducted in May–June. Numerous changes to the business plan were made based on survey results, and data was forwarded to relevant committees for their use.
- Reviewed in-depth the College’s Strategic Compass, including the business plan. Issues to be resolved will be placed on the November agenda.
- Tentatively approved the Research Committee’s own strategic plan and matrix, subject to future budget estimates and implementation schedules.
- Approved an unqualified 2017 financial audit that showed income of $6.57 million, expenses of $6.48 million and net assets of $8.26 million.
- Conducted the annual executive director performance review.
- Adjusted 2019 membership dues slightly.
- Reappointed DiMeo Schneider as investment advisor to the Board.
- Appointed the 2018 Nominating Committee.

The next Board of Directors meeting will be held November 8–9, 2018 in New York City. The meeting will include a clinical lecture and residency town hall with students at the New York College of Podiatric Medicine.

QUESTIONS? Ask ACFAS executive director Chris Mahaffey, MS, FASAE at mahaffey@acfas.org regularly and stay tuned for updates.

THE RELATIONSHIPS THAT GUIDE THE HEALTH OF YOUR ACFAS (continued from page 2)

delineates how the College ethically interacts with industry. In an era where many associations and CME organizers allow industry to “buy the podium,” the College has gone the other direction and has taken added steps to ensure our educational content is presented in an unbiased manner.

I hope this information is a helpful insight into YOUR ACFAS. The Board and I want to make sure you have access to the work we are doing to advance this profession and College. Please send any questions or comments to me at president@acfas.org.

John S. Steinberg, DPM, FACFAS
ACFAS President
ACFAS Helps Release New Infection Control Guidelines

ACFAS partnered with The Joint Commission, the U.S. Centers for Disease Control and Prevention (CDC) and other healthcare specialty organizations on a three-year initiative, Adaptation and Dissemination for Outpatient Infection Prevention (ADOPT) Guidance, to help ensure patients are provided care in environments that minimize or eliminate the risk of healthcare-associated infections.

As the only podiatric surgery organization involved in the initiative, ACFAS helped develop two free outpatient infection control guides specific to podiatry, *Guide to Infection Prevention for Outpatient Podiatry Settings* and *Pocket Guide to Infection Prevention for Outpatient Podiatry Settings*.

The guides were not only developed with input from the healthcare project partners, but also with the help of in-depth interviews and onsite visits with podiatry, orthopaedic and pain management outpatient facilities to gather setting-specific scenarios, challenges and examples for inclusion in the guides.

ACFAS member Barry I. Rosenblum, DPM, FACFAS, was part of a task force that assisted the CDC and The Joint Commission with the podiatry-focused guides. “Foot and ankle surgeons who are in private practice and not in hospitals or surgery centers can use this guidance to enhance infection control procedures already in place,” he says. “The ADOPT Guidance can help identify injection and sterilization practices that could potentially prevent infection in outpatient settings.”

Download the guides now at acfas.org/ADOPT or for more information, visit cdc.gov.

“Foot and ankle surgeons who are in private practice and not in hospitals or surgery centers can use this guidance to enhance infection control procedures already in place.” — Barry I. Rosenblum, DPM, FACFAS
Update

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Get details about these member services at acfas.org/benefitpartners.

New! Inaugural Residents’ Day @ ACFAS 2019

Tools for Transition from Residency to Practice

Pre-Conference Workshops

Insights on Research Related to Diabetic Foot & Ankle Conditions