



Staff Recommendations

• • • CONFERENCES

International Healthcare Conference

November 6-8, 2005

Westin Alfonso XIII, Sevilla, Spain

The conference agenda will address the most topical issues relevant to all sectors of the international healthcare industry today. Suggested attendees include international healthcare insurers and reinsurers, hospitals and clinics, assistance companies, claims handlers, pharmaceutical companies, medical equipment suppliers, companies purchasing healthcare plans, government health departments, air & ground ambulance operators, healthcare legal specialists, telemedicine and IT providers, and funeral directors.

Visit www.voyageur.co.uk/itic for more information.

Hygeians Attending: Philip Brun and Virgil Bretz

International Travel Insurance Conference

November 8-11, 2005

Westin Alfonso XIII, Sevilla, Spain

ITIC's 2005 conference will tackle the most topical issues challenging the travel, health and insurance industries, including forecasting for catastrophies, medical screening, and writing travel policies. Attendees of the conference include insurers and underwriters of travel insurance and international private health plans, insurance brokers and intermediaries, medical audit, billing and administration company executives, legal assistance providers and attorneys to the travel and tourism industry.

Visit www.voyageur.co.uk/itic for more information.

Hygeians Attending: Virgil Bretz, Joe Radigan, David Angelone, Reid Cawston, Philip Brun, Jacques Le Tual, Victor Mehra

International Foundation of Education, Benefits and Compensation U.S. Employee Benefits Conference

November 13-16, 2005

Hawaii Convention Center, Honolulu, Hawaii

The 51st Annual Employee Benefits Conference will focus on serious financial problems facing health care and pension plans. There will be more than 150 sessions covering issues including fiduciary responsibility, health and welfare, pension, investments, communication, administration, and technology. Keynote speaker Naomi Judd will launch the event.

Visit www.ifebp.org/education/USAnnual/default.asp for more information.

Hygeian Attending: Larry Taylor and Scott McCall



• • • PUBLICATIONS

Bag the Elephant: How to Win and Keep Big Customers, by Stephen Kaplan, Bard Press

Stephen Kaplan effectively and succinctly describes his concept of bagging an "elephant" or large client, through proven guidelines, tools, and techniques. Throughout the book you'll find stories, derived from the author's real-world experience, that show you how to put the strategy to work.

Healthcare Technology: Enabling Collaboration Between Payers and Providers, by Monterey Research and CapGemini

This book is a series of articles by healthcare and technology experts on the issues of connectivity between healthcare payers and providers due to new technological developments and the ever increasing imperative to lower costs. Examines how these seemingly antagonistic structures can united to provider better quality, privacy, safety and cost.

• • • WEBSITES

www.hospitalcompare.hhs.gov –

Official site of the Hospital Quality Alliance providing performance comparisons of virtually all U.S. acute care hospitals on 18 common quality measures for heart attack, heart failure and pneumonia care.

www.accuweather.com –

Find up to the minute details on worldwide weather, including travel advisories, forecasts, air quality, and historic averages.

For a free copy of the recommended publications, please contact our Communications Department at m.andwele@hygeia.net.