

CURRICULUM VITAE

DR. DAVID EDWARD MARCINKO FACFAS MBA MBBS ^[Hon]

Institute of Medical Business Advisors, Inc

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C U R R I C U L U M V I T A E A N D R E S U M E

FORMAL EDUCATION

- Med School: Temple University (Philadelphia). **Doctorate Podiatric Medicine Surgery**
- Internship: Atlanta Hospital and Medical Center (Atlanta, GA). **Medical Intern**
- Residency: Atlanta Hospital and Medical Center (Atlanta, GA). **Surgical Resident**
- American College Foot Ankle Surgeons (Las Vegas, NV). **Surgical Fellow**
- Post Graduate Education: Hershey Medical Center (PA). **Board Qualification Medicine**
- Post Graduation Certification: (Las Vegas, NV). **Board Certification Surgery**
- Post Fellowship Surgical Education: (Dusseldorf, Germany). **Senior Surgical Fellow**
- Business School: Keller Graduate School Business Management (Chicago). **MBA**
- Oglethorpe University (Atlanta, GA) Certified Financial Planning Diploma. **CFP®**
- Undergraduate: Loyola University Premedical Studies (Maryland). **Bachelor of Science**
- Mt. St. Joseph College Preparatory School (Maryland). **High School Diploma**

PROFESSIONAL MEDICAL, BUSINESS AND FINANCIAL CERTIFICATIONS

[Active, Quiet and Inactive]

- Podiatric Medical Surgical License: Georgia # 497
- Board Certification: American Board of Podiatric Surgery (Washington, DC)
- Fellow American College Foot and Ankle Surgeon [FACFAS] Las Vegas, NV
- Certified Professional in Healthcare Quality (CPHQ)
- Certified Financial Planner® Board of Standards (Denver)
- Certified Medical Planner™ professional designation (CMP™)
- American Board Quality Assurance Utilization Review Physicians (ABQAURP)
- Certified Physician in Healthcare Quality [CPHQ]
- Series #7 license (general securities)
- Series #63 license (uniform securities state law)
- Series #65 license (investment advisory)
- National Association of Securities Dealers (NASD)
- Georgia State: life, health, disability, variable, LTC and PC insurance licenses

PROFESSIONAL AWARDS AND ACCOMPLISHMENTS

- **Senior Attending Chief Resident:** Atlanta Hospital and Medical Center; 1985
- **Teacher of the Year Award:** Atlanta Hospital and Medical Center; 1986
- **Doctor of the Year Award:** Atlanta Hospital and Medical Center; 1987
- **Residency Director:** Podiatric Medicine and Surgery Atlanta Hospital; 1988
- **Chief of Podiatric Surgery:** Atlanta Hospital and Medical Center; 1989
- **Medical Staff Vice President:** Atlanta Hospital and Medical Center; 1990
- **Co-Founder:** Northlake Ambulatory Surgery Center Inc., Tucker, GA; 1992
- **President:** Physicians Services Group (PSGi), Chicago, IL; 1997.
- **Professor:** Distinguished Visiting Surgery - Marien Hospital - Aachen Germany 1998
- **MBBS** [*Medicinae Baccalaureus, Baccalaureus Chirurgiae*] Honorary 1999
- Federal - State court approved business & medical expert witness [to-date]

HOSPITAL STAFF PRIVILEGES

- Doctors Hospital, Tucker, GA
- Atlanta Hospital and Medical Center, Atlanta, GA
- Northlake Regional Medical Center, Tucker, GA
- DeKalb Regional Medical Center, Atlanta, GA
- Windy Hill Hospital, Marietta, GA
- Emory Hospital at Northlake, Tucker, GA
- Kennestone Hospital, Marietta, GA
- Woodstock Hospital, Woodstock, GA

MEDICAL LITERARY AWARDS

1985 Yearbook of Medicine and Surgery Annual Award

- The Evans Calcaneal Osteotomy for Flexible Flatfoot
- Silver Calcaneal Osteotomy for Flexible Flatfoot
- Achilles Tendon Hypercholesterolemia

1985 - International Who's Who in Medicine Recipient

1986 Yearbook of Podiatric Medicine and Surgery Annual Award

- Gentamicin Impregnated PMMA Beads
- "Selected Soft Tissue Malignancies of the Foot

1987 Yearbook of Podiatric Medicine and Surgery Annual Award

- Resistant Metatarsus Adductus Deformity
- Physical and Mechanical Properties of Joints

MEDICAL AUDIOTAPES PRODUCED

- Radiotherapeutic Treatment of Keloid Scars. Data Trace International, Brookline, MD, 1989
- Pediatric Vertical Talus Deformity and Treatment. Data Trace International. Brookline, Maryland, 1990.

MEDICAL VIDEOTAPES PRODUCED (Out of Print)

- Digital Flexor Tendon Transfer - Surgical Techniques. Atlanta Hospital Residency, Atlanta, Ga.
- Hallux IPJ Fusion with Screw Fixation Atlanta Hospital, Atlanta, Ga.

E X E C U T I V E L E A D E R S H I P P O S I T I O N S

Chief Executive Officer and President

[2000-2014] Institute of Medical Business Advisors, Inc [iMBA, Inc].

A leading national scope provider of healthcare administration education and medical practice management reports, books, dictionaries, journals, white-papers, fair-market-valuations [FMV] and economic advisory opinions using multi-platform and traditional seminars and channels of knowledge distribution. iMBA helps the nation's healthcare and education professionals make decisive improvements in their direction and performance by empowering them through unbiased information, consultants and proprietary tools. The firm, with offices in five states, serves universities, medical, business, graduate and nursing schools; physicians, dentists and medical societies - accountants, financial services providers, wealth and hedge fund managers - emerging entities, hospitals, medical clinics, outpatient centers, CXOs and their BODs - the press, media and related organizations.

Founding Publisher-in-Chief and Chief Editor

[2007-2014] Medical Executive-Post

The *Medical Executive-Post.com* is an online forum integrating traditional, open and crowd-sourced educational management strategies for half-million physicians, medically focused financial advisors and their related management consultants. The Chief Editor serves as the firms' face as a popular futurist, speaker, real and virtual consultant, thought-leader and bestselling author who integrates medical economics, healthcare finance and modern transformational web 2.0 business strategies and models. The essence of this work is encapsulated in three core functions *Connect - Learn - Engage*.

E X E C U T I V E A C C O M P L I S H M E N T S

EXECUTIVE EDUCATION ACCOMPLISHMENTS

- **Founder**: online educational and board certification program for financial advisors, management and education consultants and health economists.
- **President**: online board certification test preparation firm for doctors.
- **Founder and Dean**: online software firm for informed surgical consent forms.
- **Chief Executive Officer**: online educational network with more than half million readers

BUSINESS ACCOMPLISHMENTS

- **President**: Physician Practice Management Corporation (PPMC) in the Midwest. Consolidated 95 solo medical practices with 625 FTEs and \$150 million in sales revenues; Wall Street IPO roll-up attempt aborted due to adverse market conditions.
- **Chief Operating Officer**: Partnered and operated a successful Ambulatory Surgery Center with 2 anesthesiologists, 6 ORs, 12 RNs and 40 employees, for a decade that was sold to a public company.
- **Chief Executive Officer**: Founded, launched and sold an online educational internet site to a private hedge fund.

MEDICAL ACCOMPLISHMENTS

- **Medical Staff Vice-President**: acute care, 92 bed, community JCAHO hospital.
- **Founder and Dean**: online medical education certification designation program.
- **Visiting Professor**: various undergraduate, graduate, business and medical schools.
- **Author**: more than 400 clinical, financial, management and economic publications, and 25 textbooks [English, French, German and Spanish] with one million sold.
- **Speaker**: medical science education liaison [MSEL] in 35 States and Europe.
- **Thought-Leader**: familiar with medical and financial services industry education.
- **Chief of Staff**: Podiatric Surgery and Academic Residency Director.

FUNDING SOURCES

- **Intra-Mural Funding**: \$1,525,000.00 aggregate [Financial Services firms]
- **Extra-Mural Funding**: \$2,350,000.00 aggregate [Pharmaceutical companies]
- **Private Funding**: \$6,250,000.00 aggregate [Hedge funds]
- **Public Funding**: \$150,000,000.00 aggregate [Wall Street]

TEACHING ACCOMPLISHMENTS

CLINICAL TEACHING DUTIES

[Distinguished Visiting, Adjunct and Assistant Professorships from 1985-2000]

Traditional On-ground: Pennsylvania College of Podiatric Medicine, Ohio College of Podiatric Medicine, New York College of Podiatric Medicine, Illinois College of Podiatric Medicine, California College of Podiatric Medicine.

On-ground and Online: A decade online and onsite graduate and business school teaching experience for University of Phoenix, Keller Graduate School of Business and Management, DeVry University, Strayer University, Rushmore University; MBA and PhD mentor, etc.

TEACHING FACULTY ADJUNCT APPOINTMENTS:

- Midwestern University, Glendale, AZ
- Barry University, Miami Shores, FL
- Samuel Merritt Univ, Oakland, CA
- Ohio College Podiatric Medicine
- Des Moines University, IA
- Kent State University, OH
- Temple University, PA

EXECUTIVE STYLE

Leadership: By example and thru transparency with collaboration [Do the right thing].

Management: By walking-around thru tangible and intangible metrics [Doing things right].

C A R E E R E X P E R I E N C E

[Reverse Chronological Order]

Private Large Medical Group Practice (Atlanta)

Associate Partner: 1984-1985

Partner 1985-2001

Specializing in podiatric medicine, reconstructive lower extremity surgery, trauma, pedal infection management and diabetes, in a clinical practice consisting of 5 physicians with 32-40 FT and PT employees; with laboratory, radiology, nursing and related interventional services

Interim Healthcare Practice Leader

Deloitte and Touche Consulting, Atlanta, GA

1995-1996

- Recruited, developed and launched a creative marketing staff.
- Initiated merchandising, branding, market research, operations and promotions
- New product development with sales revenue, market share and profitability objectives
- Created and execute departmental business plans with budgets and forecasts

Co-Founding Partner

Northlake Ambulatory Surgery Center (NASC, LLC) – Atlanta, GA

1988-1997

Operated a successful Ambulatory Surgery Center with employed physician anesthesiologists, registered nurses and related employees that was sold to a public company

Co-Founder, Publisher and Chief Operating Officer
Foot and Ankle Research Consortium, Inc (FARC, Inc) - Ft. Lauderdale, FLA
1992-Present

Leading industry on-ground print publisher of medical / surgical textbooks [Original first editions in English, German and Spanish]; medical legal consultant as court approved State and federal expert witness!

First Global Financial Advisors [FGFA], Inc – Atlanta, GA
Certified Financial Planner™ Practitioner
1999-2004

Financial planner to physicians, specializing in the integration of personal finance, wealth management with medical practice management; AUM \$500-M. Securities Exchange Commission [SEC] licensed practitioner

Financial Planning Associates, Inc (FPA) – Baltimore, MD
Certified Financial Planner™ Practitioner
1998-1999

Financial planner to physicians, specializing in the integration of personal finance with medical practice management; AUM \$45-M

President and Academic Dean
Physicians Services Group Inc (PSGi) - St. Paul, MN
1998-2000

Privately held Physician Practice Management Corporation (PPMC) in the Midwest that consolidated 95 solo medical practices with 625 FTEs, 325 PTEs and \$150 million in sales revenues; IPO roll-up attempt aborted due to adverse market conditions, in 2000. Responsible for overall leadership and execution of BP including implementation and execution

Co-Founder and Chief Executive Officer
Podiatry Prep, Inc: www.PodiatryPrep.com – Atlanta, GA
1998-Present

Innovative internet publisher of computer based testing (CBT) programs, CD-ROMs and SAAS delivery methods of preparing for professional examinations by the: American Board of Podiatric Surgery; American Board of Podiatric Orthopedics and Primary Podiatric Medicine; Diabetes, Infections and Wound Care; and the National Board of Medical Examiners.

Chief Visionary Officer [CVO]
Dot Com Internet Telecommunication Firm, Duluth, GA
2000-2001

Interim crisis management executive with Business Planning and Venture Capital presentations for successful private corporate restructuring

Institute of Medical Business Advisors, Inc: www.MedicalBusinessAdvisors.com
Founder and Chief Executive Officer
Atlanta, Baltimore, and Leland, NC
2000-Present

Launched a leading North American healthcare consulting firm and provider of textbooks, tools, templates and onsite education for the economics, administration and financial management policy space; well positioned for the global marketplace with offices in five states and Europe, to meet the needs of clients and corporate customers with three profitable subsidiaries:

❖ **Certified Medical Planner Program, Inc:** www.CertifiedMedicalPlanner.org
Academic Dean of Studies, Atlanta, GA
2005-Present

Dedicated to the education, advancement and promotion of the CERTIFIED MEDICAL PLANNER™ professional designation through asynchronous live online distance education with logo marks that integrates specific insider niche knowledge of healthcare economics and medical practice administration - with the wealth management and financial services industry - to empower charter holders with the techniques and management information needed to provide comprehensive personal business consulting services to physicians.

❖ **Health Dictionary Series™ Initiative** <http://www.springerpub.com/Search/marcinko>
Chairman - Wiki Project Editor-in-Chief, Atlanta, GA
2006-2009

Lexicon division ripe for periodic update by engaged-readers working in the fluctuating health care industrial complex; Internet connectivity is the best way to edit and revised them to reflect changing terms, as older words are retired, and newer ones are continually created. True innovation means listening to customers and putting development tools in their hands, stepping back, and allowing them to lead the way!

❖ **Healthcare Organizations: (Journal of Financial Management Strategies)**
Founding Dean and Editor-in-Chief
2006-2008

Two volume - 1,200 pages – subscription print journal with 30 contributors that promotes and integrates academic and applied research, and serves as a multi-disciplined forum for the dissemination of economic and financial management, and health administration information to all healthcare organizations; both emerging and mature.

A pre-eminent interpretive, and peer-reviewed premium, guide for financial management strategies, and enduring business analytics for all healthcare organizations while promoting related enterprise-wide health economics initiatives with affiliated companion blog forums.

❖ **Medical Executive Post Blog Forum [Founding Publisher-in-Chief] 2007-Present**
www.MedicalExecutivePost.com

The only collaborative publication serving the healthcare administration, practice management and financial planning needs of all medical professionals with over a half-million readers and subscribers.

e-Podiatry Consent Forms, Inc.
www.ePodiatryConsentForms.com
Founder and Chief Executive Officer
2008-Present

An innovative suite of software programs from the Institute of Medical Business Advisors [iMBA, Inc]. The firms' products solve patient informed consent problems and enhance the education, discussion and documentation of the informed consent process for all podiatrists, orthopedic, general, and vascular surgeons performing foot, ankle and leg reconstructive procedures.

Recent Professional Consulting Activities:

Assisted numerous physicians, ASCs and provider organizations in the South East with financial, operations and strategic planning, visioning, and service line transformations with sales including valuating engagements related to business developments; up to \$150M-USD, while developing business plans for related associations

On-call as a trusted resource for private clients and senior management implementing multiple aspects of a benchmarking with change management programs and measurement tools

APPOINTMENTS: *Physician Nexus Medical Advisory Board*, November 2011-2014, Silicon Valley, CA: <http://www.physiciannexus.com/page/nexus-board-of-advisors>

P R O F E S S I O N A L M E M B E R S I P S

A nationally recognized educator and leader in the health and financial information services and pioneer in utilizing technology to improve quality education while simultaneously reducing medical IT and delivery costs, with current or former memberships in:

- American Society of Health Economists (ASHE)
- International Health Economics Association (iHEA)
- American Health Information Management Association (AHIMA)
- Healthcare Information and Management Systems Society (HIMSS)
- Microsoft Professional Accountant's Network (MPAN)
- US Microsoft Partner's Program (MPP)
- Microsoft Health User's Group (MS-HUG);
- Sun Executive Boardroom program sponsored by CEO Jonathan Schwartz
- Healthcare Informatics Executive Panel

- SUNSHINE [Solutions for Healthcare Information, Networking and Education], an international community for healthcare IT innovation created by HIMSS and Sun Microsystems, Inc (NASD-SUNW).

AUTHORED / EDITED TEXTBOOKS AND CD-ROMS

Author/Editor / Electronic Education Software Foot and Ankle Research Consortium Inc:

- 1994-2014: Podiatric Medicine Updates with CD-ROMs
- 1994-2014: Podiatric Surgery Updates with CD-ROMs
- 1994-2014: Podiatric Medicine and Surgery Library with Boards Preparation CD-ROMs

Chief Editor 25 Print Textbooks:

1. Medical and Surgical Therapeutics of the Foot and Ankle. William and Wilkins, Baltimore, 1,000 pages, 1992.
2. Comprehensive Textbook of Hallux Abducto Valgus Reconstructive Surgery, Mosby, Chicago, 325 pages, 1997 [German, Spanish and French]
3. Infections of the Foot [Diagnosis and Management]. Aspen, Chicago, 300 pages, 1998.
4. Financial Planning for Physicians and Healthcare Professionals with CD-ROM (Aspen Publishing, New York, NY, 1st, 2nd and 3rd editions, 2001-2002-2003).
5. Financial Planner's Library on CD-ROM. Aspen Publishers, New York, NY, 1st, 2nd and 3rd editions, 2001, 2002 and 2003.
6. Financial Planner's Library Online Subscription Service. Aspen Publishers, New York, NY, 1st and 2nd ASP editions 2004 and 2005.
7. Financial Planning for Physicians and Advisors (JB Pub, Sudbury, MA, 850 pages 2005)
8. Risk Management and Insurance Planning for Physicians and Advisors (JB Publishers, Sudbury, MA, 900 pages 2005).
9. Practice Management Handbook for Podiatrists. Anadem Publications, Cleveland, 1998.
10. Business of Medical Practice [1, 2, 3 Editions]. Springer Publishing, New York, NY, 450-600-750 pages, 2000-2005-2012.
11. Health Dictionary Series of Administrative Terms: for (i) Healthcare Economics and Finance, (ii) Insurance and Managed Care, (iii) Information Technology and Security (iv) Healthcare Administration (Springer Publishers, 400-500 pages each, NY, 2006-09).

12. Healthcare Organizations (Journal of Financial Management Strategies). 2-Volume, 1,200 page subscription, Specialty Technical Publications, Blaine, WA, 2006-11).
13. Hospital and Healthcare Organizations [Operational Tools, Templates and Checklists]. Productivity Press, 425 pages, New York, 2012.
14. Financial Management of Hospitals [Strategies, Operational Techniques, Checklists, Tools, Templates and Case Studies]. 415 pages, Productivity Press, NY 2014.
15. Financial Planning Strategies for Doctors, Healthcare Providers and their Advisors: 625 pages, Productivity Press, NY 2015.

A C A D E M I C P E E R R E V I E W A N D W H I T E P A P E R I N D E X I N G

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|---|---|
| •Academic Search (CD-ROM) | •Source and Index Medicus |
| •Business Periodicals Index | •AgeLine, CINAHL®, MEDLINE® CINAHL |
| •Cumulative Index to Nursing | •EMBASE and MEDLARS |
| •Allied Health Literature (CINAHL) Health | •Wilson Business Abstracts, among others. |

S P E A K I N G E N G A G E M E N T S

A favorite on the domestic and European lecture circuit and often quoted in the media, with speaking engagements to 35 state medical societies and business groups in an entertaining and witty fashion (abbreviated list; TNTC):

- Marianne Surgical Hospital: Visiting Surgeon, Aaken, Germany
- Antwerpen, Belgium (Richtig Hand anlagen am Fuss-Zweitagger)
- Ad-hoc University of Helsinki, Dept Orthopedics
- Ad-hoc London Clinic, Dept Orthopedics
- Ad-hoc Saint Petersburg State University, Department of Orthopedics

Past sponsors included various pharmaceutical companies (Pfizer, Glaxo, Smith-Klein-Fujisawa, Novartis, Shering, Terumo, Sunoviom, Sepracor and Aventis, etc), and other medical, and financial services societies [First Global Financial Advisors, Merrill Lynch, The Principal].

Frequently called on to lead platform seminars as Medical, Business and Science Education Liaison [MBSEL] and journal editor to referee manuscripts and presentations, with experience in handling media (print, TV, webinars, radio) interviews and debates aimed at shedding perspectives on emerging pharmaceutical and public health policy initiatives.

Engagements and publications have garnered hundreds of citations from peers, industry and the public.

HEAR: Dr. Marcinko Discussing IBNRs via Webinar:

http://www.audioeducator.com/medical-coding-billing/ibnr_problems-040213.html

SEE: Dr. Marcinko Action Photos:

<http://medicaexecutivepost.com/dr-david-marcinko%e2%80%99s-bookings/>

J O U R N A L S A N D P U B L I C A T I O N S

Internationally recognized futuristic works with hundreds of publications archived in the Library of Congress, Library of Medicine and the National Institute of Health, with verified online clinical examples: <http://lib.bioinfo.pl/auth:Marcinko,DE>

[1985-2000] Clinical peer-reviewed medical and surgical publications in:

- Journal American Podiatric Medical Association (section editor)
- Clinics in Podiatric Medicine and Surgery (department editor)
- Journal of Foot and Ankle Surgery (guest editor)
- Foot and Ankle Quarterly (special editor)

Trade magazines:

Hundreds of non-clinical thought leadership citations in business journals like: *Managed Care Executives*, *Healthcare Informatics*, *Medical Interface*, *Plastic Surgery Products*, *Teaching and Learning in Medicine*, *Orthodontics Today*, *Chiropractic Products*, *Journal of the American Medical Association*, *Podiatry Management*, *Podiatry Today*, *Rheumatology and Arthritis*, *Physicians Practice*, *Investment Advisor Magazine*, *Registered Representative*, *Financial Advisor Magazine*, *CFP® Biz (Journal of Financial Planning)*, *The Business Journal for Physicians*, *The Elder Law Portfolio Series*, and *Physician's Money Digest* and *OB/GYN-PMD*.

Professional organizations:

Medical Group Management Association (MGMA), American College of Medical Practice Executives (ACMPE), American College of Physician Executives (ACPE), JAMA.ama-assn.org, American College of Emergency Physicians (ACEP), ACS Healthcare Solutions (NYSE-ACS), Health Care Management Associates (HMA), MomMD, PhysiciansPractice.com, Consultant Company (NASD-SUPC), Microsoft Corporation (NASD-MSFT).

Universities and Academic institutions:

UCLA School of Medicine, Northern University College of Business, Creighton University, Medical College of Wisconsin, Physician Executive MBA Program of the University of Tennessee College of Business Administration, University of North Texas Health Science Center, Washington University School of Medicine, University of Pittsburgh, Cleveland Chiropractic College, Emory University School of Medicine, and the Goizueta School of Business at Emory University, University of Cincinnati, Ohio College of Podiatric Medicine,

University of Pennsylvania Medical-Dental Libraries, Joseph's College of Maine, and the University of Medicine Dentistry of New Jersey, among many others.

**B U S I N E S S - E D U C A T I O N A N D
M A N A G E M E N T P U B L I C A T I O N S**

Selected Business, Education and Management Print Publications
(Abbreviated list TNTC)

1. Marcinko, DE: Podiatric Medical Outcomes Management - Performance Improvement. Podiatric Products, May, 1998.
2. Marcinko, DE: Brief History of Healthcare Economics in the USA. In, Marcinko, DE (Editor): Managed Care / Business Edition. Foot and Ankle Quarterly. Winter, 1998.
3. Marcinko, DE: Mixed Cost Analysis in the Podiatric Medical Office Setting. In, Marcinko, DE (Editor): Managed Care / Business Edition. Foot and Ankle Quarterly. Winter, 1998.
4. Marcinko, DE: Creating Podiatric Medical Practice Equity. In, Marcinko, DE (Editor): Managed Care / Business Edition. Foot and Ankle Quarterly. Winter, 1998.
5. Marcinko, DE: Using Financial Ratios to Assess Physician Practices. – Analysis. In, Marcinko, DE (Editor): Managed Care / Business Edition. Foot and Ankle Quarterly. Winter, 1998.
6. Marcinko, DE: Determining Costs is the Key to Medical Practice Success - Analysis, In, Marcinko, DE (Editor): Managed Care / Business Edition. Foot Ankle Quarterly, 1998
7. Marcinko, DE: Negotiation Managed Care Contracts - An Analysis. In, Marcinko, DE (Editor): Managed Care / Business Edition. Foot and Ankle Quarterly. Winter, 1998.
8. Marcinko, DE: Facts and Fallacies of Managed Care – Audio. In, Marcinko, DE (Editor): Managed Care / Business Edition. Foot and Ankle Quarterly. Winter, 1998.
9. Marcinko, DE: Financial Planning Mistakes of Podiatrists - Audio. In, Marcinko, DE (Editor): Managed Care / Business Edition. Foot and Ankle Quarterly. Winter, 1998.
10. Marcinko, DE: Healthcare Economics in the United States: Evolution or Revolution? In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
11. Marcinko, DE: Contracting and Negotiation Skills for the Physician. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.

12. Fenton, CF and Marcinko, DE Essentials of Medical Risk Management. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
13. Marcinko, DE: Fundamentals of Cash for Analysis. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
14. Marcinko, DE: Practical Medical Office Expense Models. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
15. Marcinko, DE: Activity Based Medical Costing. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
16. Marcinko, DE: Advanced Medical Office Cost Behavior Techniques. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
17. Marcinko, DE: Augmenting Returns on your Office Investments. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
18. Marcinko, DE: Creating Equity Value in your Medical Practice. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
19. Marcinko, DE and Hetico, HR: Medical Support Services-Assistance or Hindrance? In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, 2000.
20. Marcinko, DE and Hetico, RH: Medical Outcomes Management and Performance Improvement. In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
21. Marcinko, DE and Knox, T: Whiter the PPMC? In Marcinko, DE (Editor): The Business of Medical Practice. Springer Publishers, New York, 2000.
22. Marcinko, DE and Hetico, HR: Choosing the Management Consultant that's Right for You. In Marcinko, DE (Editor): The Business of Medical Practice. Springer, NY, 2000.
23. Marcinko, DE: Practicing Medicine in the Era of Managed Care. In Marcinko, DE (Editor): Financial Planning for Physicians and Healthcare Professionals. Aspen, New York, 2001.
24. Marcinko, DE and Hetico, HR: Setting-Up a Medical Practice. In Marcinko, DE (Editor): Financial Planning for Physicians and Healthcare Professionals. Aspen, NY, 2001.
25. Marcinko, DE: Business Decision Making in Medical Practice. In Marcinko, DE (Editor): Financial Planning for Physicians and Healthcare Professionals. Aspen, NY, 2001.

26. Marcinko, DE: The Economic Fundamentals of Financial Planning. In Marcinko, DE (Editor): Financial Planning for Physicians and Healthcare Professionals. Aspen Publishers, New York, 2001.
27. Bryson, R and Marcinko, DE: Personal Financial Accounting & Taxation. In Marcinko, DE (Editor): Financial Planning for Physicians and Medical Professionals. Aspen Publishers, NY 2001.
28. Marcinko, DE and Hetico, HR: Medical Office Business Equipment, In Marcinko, DE (Editor): Financial Planning for Physicians and Healthcare Professionals. Aspen Publishers, New York, 2001.
29. Marcinko, DE and Orol B: Planning for Special Situations. In Marcinko, DE (Editor): Financial Planning for Physicians and Healthcare Professionals. Aspen Publishers, New York, 2001.
30. Marcinko, DE: 529 Plan Update. Podiatry Management, July 2002.
31. Marcinko, DE: Glossary of Financial Planning Terms for Physicians. In Marcinko, DE (Editor): Financial Planning for Physicians and Healthcare Professionals. Aspen Publishers, New York, 2001.
32. Marcinko, DE: What is you Practice Really Worth? Podiatry Network.com, 2002.
33. Marcinko, DE: Impact of Managed Care on Podiatrists and Patients. Podiatry Management, March 2002.
34. Marcinko, DE: Ripple Effects of Managed Care in the USA. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen, New York, 2002.
35. Marcinko, DE: Status of Doctor and Medical Unions. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen Publisher, New York, 2002.
36. Marcinko, DE: Setting up a Contemporary Medical Office. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen, NY, 2002.
37. Marcinko, DE: Managed Care Reimbursement. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen Publisher, New York, 2002.
38. Marcinko, DE: Financial Statements and Medical Practice Benchmarking. In Marcinko, DE (Editor) Financial Planning Physicians Healthcare Professionals. Aspen Publisher, NY, 2002.

39. Marcinko, DE: Fixed Rate Reimbursement - Professional Liability. In Marcinko, DE (Editor) Financial Planning Physician - Healthcare Professionals. Aspen Publisher, New York, 2002.
40. Marcinko, DE: Ambulatory Payment Classes -ASC Fiscal Credentialing. In Marcinko, DE (Editor) Financial Planning Physicians Healthcare Professionals. Aspen Publisher, New York, 2002.
41. Marcinko, DE: Business Decision Making in Medical Practice. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen Publisher, New York, 2002.
42. Marcinko, DE: Economic Fundamentals of Financial Planning. In Marcinko, DE (Editor) Financial Planning Physicians & Healthcare Professionals. Aspen Publisher, NY, 2002.
43. Marcinko, DE: Planning for Special Situations. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen Publisher, New York, 2002.
44. Financial Planning for Physician Healthcare Professionals. Aspen Publisher, NY, 2002.
45. Marcinko, DE: Glossary of Financial Planning Terms for Physicians. In Marcinko, DE (Editor): Financial Planning for Physicians and Healthcare Professionals. Aspen Publishers, NY, 2002.
46. Schmuckler, E: and Marcinko, DE: Internet Addicted Doctors, PPMA Newsletter, 2002.
47. Marcinko, DE: Income Tax Strategies for Podiatrists. PPMA Newsletter, Aug, 2002.
48. Marcinko, DE: Status of Doctor and Medical Unions. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen Publisher, New York, 2003.
49. Marcinko, DE: Setting up a Contemporary Medical Office. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen Publisher, New York, 2003.
50. Marcinko, DE: Managed Care Reimbursement. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen Publisher, New York, 2003.
51. Marcinko, DE: Financial Statements and Medical Practice Benchmarking. In Marcinko, DE (Editor) Financial Planning for Physician and Healthcare Professionals. Aspen Publisher, New York, 2003.

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6. Digital fractures and dislocations. Diagnosis and treatment Elleby DH, Marcinko DE. Clinical Podiatry. 1985 Apr; 2(2):233-45
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- Eighty-six 86 peer-reviewed, medical and clinic publications, listed 1979-80 to date. http://www.ncbi.nlm.nih.gov/pubmed?term=Marcinko%20DE%5bAuthor%5d&cauthor=true&cauthor_uid=6520347
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NATIONAL SPEAKING ENGAGEMENTS [Selected]

1983 - Georgia Podiatric Medical Association (April)

- Flexor Digitorum Longus Tendon Transfer for Hammertoes

1984 - Pennsylvania Podiatric Medical Association (November)

- Silver Calcaneal Osteotomy for Flexible Flatfoot

1985 - Kentucky Podiatric Medical Association (May)

- Pes Plano Valgus Reconstructive Surgery
- Management Protocol for Podiatric Infections
- Surgical Management of Pes Cavus Deformity

1985 - Pennsylvania Podiatric Medical Association (November)

- Evans Calcaneal Osteotomy for Flexible Flatfoot

1986 - Tennessee Podiatric Medical Association (May)

- Surgical Reconstruction of Hallux Valgus Deformity
- Diagnosis and Treatment of Podiatric Infections

1986 - Maryland Podiatric Medical Association (September)

- Management of Burn Wounds in the Foot
- Plastic Surgical Techniques of the Foot
- Management of the Fetid Foot

1986 - Florida Podiatric Medical Association (September)

- Implant Arthroplasty Techniques in Forefoot Surgery
- Digital and Forefoot Reconstruction

1987 - Georgia Podiatric Medical Association (April)

Diagnosis and Treatment of Foot Infections

1987 - New Hampshire Podiatric Medical Association (March)

- Pes Cavus Foot Reconstruction
- Pes Planus Foot Reconstruction

1987 - Tennessee Podiatric Medical Association (May)

- Muscle Tendon Balancing in Hallux Valgus Surgery
- Salvage Surgical Techniques in the Infected Foot

1987 - Oklahoma Podiatric Medical Association (October)

- Forefoot Reconstructive Surgery of Digits and Metatarsals
- Allogenic Bone Grafts in Pes Valgus Surgery
- Antibiotics and Antimicrobials for the Podiatric Physician

1988 - Florida Podiatric Medical Association (January)

- Hammerdigit Surgery - A Stepwise Approach

1989 - Georgia Podiatric Medical Association (January)

- Pediatric Flatfoot Surgery

1990 - Virginia Podiatric Medical Association (June)

- Ankle Equinus Deformity in Podiatric Surgery
- Reconstruction of the Medial Longitudinal Arch
- Osseous Allo-implants (Evan's/Silver) Flatfoot Surgery

1991 - The Podiatry Institute Board Certification Course (April)

- Oral Examiner and Written Test Proctor
- Pediatric Rigid Flatfoot and Vertical Talus Deformity

1992 - Academy Ambulatory Foot Surgery Meeting New Orleans (May)

- The Fetid Foot - Diagnosis and Treatment
- Hallux Abducto Valgus Reconstruction Surgical Techniques

1993 - Georgia Medical Assoc. (May Atlanta)

- The Anaerobic Fetid Foot

1993 - Academy Ambulatory Foot Surgeons of New Orleans (June)

- Serious Aerobic Infections of the Foot
- Serious Anaerobic Infections of the Foot
- Anatomic Dissection Techniques of the Foot, Ankle and Leg

1993 - Tennessee Podiatric Medical Association (July-Nashville)

- Diagnosis and Treatment of Major Soft Tissue and
- Osseous Aerobic and Anaerobic Infections of the Foot

1993 - Atlanta Searle Laboratories Medical Seminar (August)

- Degenerative Joint Disease of the Foot (Diagnosis and Treatment) Utilizing Selected Methods of Joint Replacement Surgery

1993 - Academy Ambulatory Foot Surgeons (September -Las Vegas)

- Surgical Complications in Metatarsal Surgery
- Surgical Complications in Implant Arthroplasty Surgery

1993 - Kentucky Podiatric Medical Association (October-Lexington)

- Complications in Lesser Metatarsal Surgery
- Complications in First Metatarsal Surgery
- DJD and First MPJ Joint Replacement Surgery
- Treatment of Major Aerobic Infections of the Foot
- Treatment of Major Anaerobic Infections of the Foot

1994 - Alabama Podiatric Medical Association (January-Birmingham)

- Surgical Techniques of Digital Surgery
- Complications in Forefoot Surgery
- Silver Calcaneal Osteotomy for Pes Valgus Deformity
- Evans Calcaneal Osteotomy for Pes Valgus Deformity
- Implant Arthroplasty Surgery of the First MPJ
- Major Aerobic Infections of the Foot (Diagnosis and Treatment).
- Major Anaerobic Infections of the Foot (Diagnosis and Treatment).

1995 - Georgia Podiatric Medical Association

- Foot Infections (Diagnosis and Treatment)

1995 - Goldfarb Foundation (April-Hershey, Pennsylvania).

- Computerization and Board Certification Examination Simulation Software Programs: Surgery, Orthopedics and Primary Care

1996 - Tennessee Pod Medical Assoc Symposium on Managed Care (November)

- Cost Accounting, Marketing, Capitation, Medical, Finance - Negotiation Skills for MDs
- Investment Planning for the Physician

1996 - Goldfarb Foundation (April-Hershey, Pennsylvania).

- Refinements in Educational Software Program Development for the Profession
- Oral Mock Examiner-Surgery and Orthopedics Module

1997 - Florida Science and Management (SAM) Meeting, Orlando, FPMA.

- The Medical Reimbursement Paradigm Shift.
- Capitation Rates and Financial Information
- Managerial Accounting to Maximize Medical Profits
- Financial Planning for the Medical Professional
- Marketing, Sales and Advertising in Medicine
- How to get Past the Case Manager
- Killer Negotiation Skills for the Physician

1997 - Goldfarb Foundation (April - Hershey, Pennsylvania)

- Update in Educational Software Program Developments for the Podiatric Medical Profession
- Mock Oral Board Certification Examiner for Surgery, Orthopedics and Primary Care.
- How to take Written Tests for Surgical Board Certification
- How to Use Computer Software to Pass Board Certification Examinations

1997 Colorado Podiatric Medical Association (May - Denver)

- Cost Analysis in Medical Practice (Practical Applications).
- Financial Considerations in Medicine Today (Ratio Analysis).
- Medical Care Organization (MCO) Contract Analysis
- Activity Based Costing in the Medical Office (The ABC's of Costing).
- Capitation Receivables in Contemporary Medical Practice
- Medical Managerial Accounting for the Physician.
- Negotiation Skills in Medicine (Past, Present and Future Considerations)

1997 - Illinois Podiatric Medical Association (September-Skokie)

- Traditional and Contemporary Reimbursement Models in Medicine
- Cost Analysis and Behavior of the Medical Office
- Medical Office Economic Analysis
- Medical Contract Negotiation Skills for Physicians and Surgeons
- Investment Analysis for Professionals

1997 - Iowa Podiatric Medical Association (October-Des Moines)

- Payment Structure and Evolution in Modern Medicine
- Medical Office Cost Analysis and Profit Analysis
- Capitation and Fixed Payment Methods in Medicine
- Managed Care and HMO Payment Contract Analysis
- Financial Analysis (Debt and Equity) for Physicians (A Primer)

1997 - Cleveland Podiatric Medical Society (October, Ohio)

- Podiatric Professional Practice Management Corporations (A New Business Model?)
- The Management Services Organization (A Real or Virtual Corporation?)

1997 - Marienn Hospital - Aachen, Germany (November)

- Aerobic Infections of the Foot (Diagnosis and Treatment)
- Anaerobic Infections of the Foot (Diagnosis and Treatment)
- Hallux Valgus Surgical Reconstruction in the Adult

- Hallux Valgus Surgical Reconstruction in the Child
- Digital and Forefoot Surgery
- Lesser Metatarsal Surgical Techniques
- 1997 - Columbus Podiatric Medical Society (November, Ohio)**
 - Managed Podiatric Medical Care Today, and Tomorrow
 - Professional Practice Management Corporations for Podiatrists
 - The Management Services Organization for Podiatrists
- 1997 - Financial Planning Breman, GA. Nov)**
 - Asset Allocation for Optimal Portfolio Results
 - Equity versus Debt Investing (There is a Difference!)
 - The New Tax Law (How it Affects Us All)
- 1998 - Goldfarb Foundation Seminar (April, Hershey, PA)**
 - How to Take, and Pass, The Written Board Examinations
 - Proctor - Mock Oral, and Written, Board Examination Simulation Tests
- 1998 - Hershey Surgical Seminar (November, Hershey, Pa.)**
 - Hallux Valgus Deformity (Etiology, Diagnosis and Description)
 - Hallux Valgus Reconstruction (Proper Choice of Surgical Procedures)
 - Soft Tissue Complications in Hallux Valgus Surgery
 - Osseous and Structural Complications in Hallux Valgus Surgery
 - Complimentary Hallux Valgus and Forefoot Surgery Combinations
- 1998 - Region Three Association Meeting (Nov, Phila, PA)**
 - The New Healthcare Economics (Perish or Thrive?)
 - Fundamentals of Managerial and Cost Accounting in Medical Practice
 - Cost Structure and Analysis in the Medical Office
 - Profit Maximization and Reimbursement in Podiatric Medicine
 - Capitation Analysis in Podiatric Medicine and Surgery
 - Contracting and Negotiation Skill for Effective Managed Care Relations
 - Physician Practice Management Corporations (Salvation or Ruination?)
 - Marketing, Sales, Public Relations and Advertising in Podiatric Medicine
- 1998 - Goldfarb Foundation Board Review Course (Nov, Hershey, PA)**
 - How to Take the Written (Surgery and Primary Care) Board Certification Tests
 - How to Take the Oral (Surgery and Primary Care) Board Certification Tests
 - Using Interactive Board Certification Software for Home Study Efficiency.
- 1999 - Region Three Meeting (April, Hershey, Pa.)**
 - How to Take the Written (Surgery and Primary Care) Board Certification Exams.
 - How to Take the Oral (Surgery and Primary Care) Board Certification Exam.
 - Using Interactive Board Certification Software for Home Study Efficiency.
 - A Step-Wise Approach to Hallux Abducto Valgus Surgery
 - A Step-Wise Approach to the Diagnosis and Treatment of Foot Infections
- 1999 - Goldfarb Foundation Board Review Course (Nov., Hershey, PA)**
 - How to Take the Oral (Surgery and Primary Care) Board Certification Test
 - Using Interactive Board Certification Software for Home Study Efficiency.
 - Review of Hallux Abducto Valgus Surgery

DISCLOSURES:

Trademarks, Register Marks, Copyrights and Patents

Dr. Marcinko has applied for or received two US patents; several trade and register marks, and numerous copyrights. His pioneering work includes helping to co-invent a closed-suction irrigation-drain system for wound infections for the lower extremities; an online education program for financial advisors, numerous medical and business textbooks, and several software testing programs for doctors. He has also helped to modify bone fixation devices for almost all bones of the foot and ankle. Now, he assists others develop their ideas to help improve lives.

Industry Relationships

Dr. Marcinko may collaborate with the pharmaceutical, financial services or medical device industry to offer his consulting expertise. He strives to make advances that benefit patients and clients and support outside relationships that benefit the public. In order to benefit the public, these services must be commercialized with industry. As experts in their fields, he and iMBA Inc members are often sought after by industry to consult, provide expertise and education.

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- David Edward Marcinko

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THE END