



What's New in Pathologist Productivity and Compensation

Plus Boosting Profitability through Effective
Negotiations with Hospitals and Payers

Executive War College • Tuesday, April 30, 2024

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Speakers

Robert Tessier, MPH

Panelist & Co-Founder

Panel of National Pathology Leaders

After receiving his Master's in Public Health from UNC Chapel Hill, Bob Tessier consulted for community and academic radiology groups, including practice plans and third-party negotiations. In 1982, Cornell/NY Hospital retained him to establish the first fee-for-service pathology practice in NYC. He later did the same for Yale Pathology and has since negotiated over 300 third-party contracts. In 2019, Bob founded the *Panel of National Pathology Leaders*, a “think tank” advancing innovation in pathology and laboratory medicine. PNPL includes 400 pathologists, Digital Pathology, Diagnostic Medicine, and Corporate Social Responsibility research groups, and multiple networking teams.

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