

LUGPA Radiation Oncology Working Group

Proposed Session Agenda

Co-Chairs: J. Travis Mendel, MD, and Shawn Zimberg, MD

Thursday, November 5, 2026 | 8:00–11:30 a.m. (meeting local time)

Grand Ballroom Salon One, 7th Floor

Session One: Economics and Reimbursement

Welcome and Objectives

10 minutes | 8:00–8:10 a.m.

Travis Mendel and Shawn Zimberg

- State of integrated radiation oncology: fixed costs, changing fractionation, utilization, and reimbursement
- Important developments since the prior working-group session
- Session objectives and audience priorities

The Radiation Oncology Business Outlook: What Changes the P&L?

30 minutes | 8:10–8:40 a.m.

Brian Nabhan

- Professional and technical economics: fixed versus variable costs and service-line sustainability
- Staffing, capital, and operating pressures: matching capacity and investment to changing utilization
- Hospital competition and consolidation
- Payment-model exposure and implications for investment, capacity, and service-line strategy
- Strategic opportunities for independent practices: shared services, partnerships, and regional networks

Getting Paid for Modern Radiation Oncology

30 minutes | 8:40–9:10 a.m.

Jordan Johnson

- The patient and claim journey: referral, insurance verification, medical necessity, and documentation

- Prior authorization and denial prevention: aligning the order, final treatment plan, and delivered service
- Coding and payment readiness: current requirements versus proposed changes
- Charge capture, claim submission, appeals, and payment reconciliation
- High-impact revenue-cycle failures: practical corrections and underpayment recovery

Faculty Q&A: Economics, Billing, and Reimbursement

Discussion starters: Which financial problems come from reimbursement versus operations? When does additional volume improve margin, and when does it increase losses?

15 minutes | 9:10–9:25 a.m.

Scheduled Break

15 minutes | 9:25–9:40 a.m.

Session Two: Growth and Implementation

Theranostics After the Launch Phase: Building a Durable Service Line

30 minutes | 9:40–10:10 a.m.

Faculty: Travis Mendel

- Patient identification, referral retention, and coordination across the care team
- Isotope access and radiopharmacy: separate sourcing, on-site preparation, delivery, and treatment operations
- Sourcing reliability, delivery windows, and contingency planning for community practices
- Compare outsourced supply with appropriate on-site preparation models; requirements depend on the agent and local capabilities
- Mobile or modular service models as illustrative options; verify availability and requirements rather than assuming a plug-and-play solution
- Operational, regulatory, staffing, and financial tradeoffs
- Authorization, staffing, and patient-specific dose scheduling: cancellation and wastage risk
- Buy-and-bill exposure, acquisition costs, payment timing, and contribution margin
- Preparing for new agents and indications

AI at Work: What Practices Are Actually Using Today

30 minutes | 10:10–10:40 a.m.

Faculty: Travis Mendel

Clinic efficiency

- Ambient documentation and pre-charting
- Patient instructions and order preparation
- Referral and document routing
- Workflow and chart-completion monitoring: demonstrated use versus pilots and future possibilities

Billing and revenue cycle

- Documentation-to-code support
- Charge capture and coding review
- Prior-authorization preparation
- Denial prevention, appeals, and payer follow-up: practical examples, results, and limitations

Phone and patient access

- Scheduling, rescheduling, and reminders
- Referral follow-up, routine questions, and after-hours coverage
- Eligibility, benefits, authorization, and claims calls
- Across these workflows: human review and accountability, data handling, integration burden, and measurable results

Growing the Radiation Oncology Practice: Capacity, Clinical Opportunities, and Sustainable Growth

30 minutes | 10:40–11:10 a.m.

Faculty: Shawn Zimberg

- Salvage SBRT and reirradiation: identifying appropriate cases, developing referral pathways, and establishing the expertise and safeguards needed
- Brachytherapy: building or expanding a program, procedural partnerships, staffing, and infrastructure
- Prostate spacing and related procedures: integrating services into the practice and coordinating with urology
- Benign radiotherapy: evidence-supported indications, referral development, patient communication, and coverage considerations
- Choosing where to grow: clinical appropriateness, referral demand, incremental cost, contribution margin, and implementation burden; distinguish linac utilization from procedural revenue

- Using existing capacity before adding equipment: referral conversion, scheduling, staffing, and workflow improvements

Faculty Q&A: Theranostics, AI, and Practice Growth

Discussion starters: What can practices implement now? Which barriers deserve collective action? Identify the leading priorities for the closing.

15 minutes | 11:10–11:25 a.m.

Closing Synthesis and Working-Group Actions

5 minutes | 11:25–11:30 a.m.

J. Travis Mendel, MD, and Shawn Zimberg, MD

- Practical takeaways from the presentations
- Confirm the highest-priority barriers and working-group actions
- Agree on follow-up owners, next steps, and target dates