



June 29th, 2020 Webinar/Open Discussion



BUT FIRST SOME UPDATES. . .

New cases ▾



United States ▾

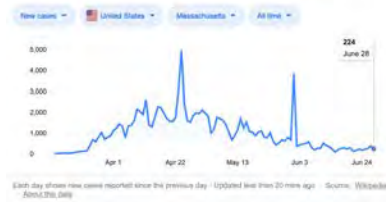
All regions ▾

All time ▾

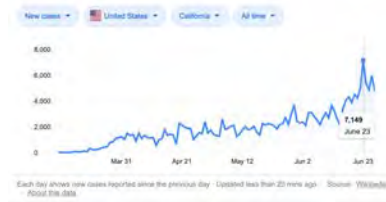
THE UNITED STATES CONTINUES TO SEE INCREASES IN POSITIVE CASES



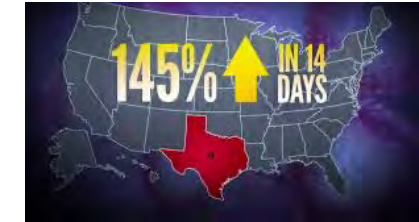
Daily change



Daily change



Daily change

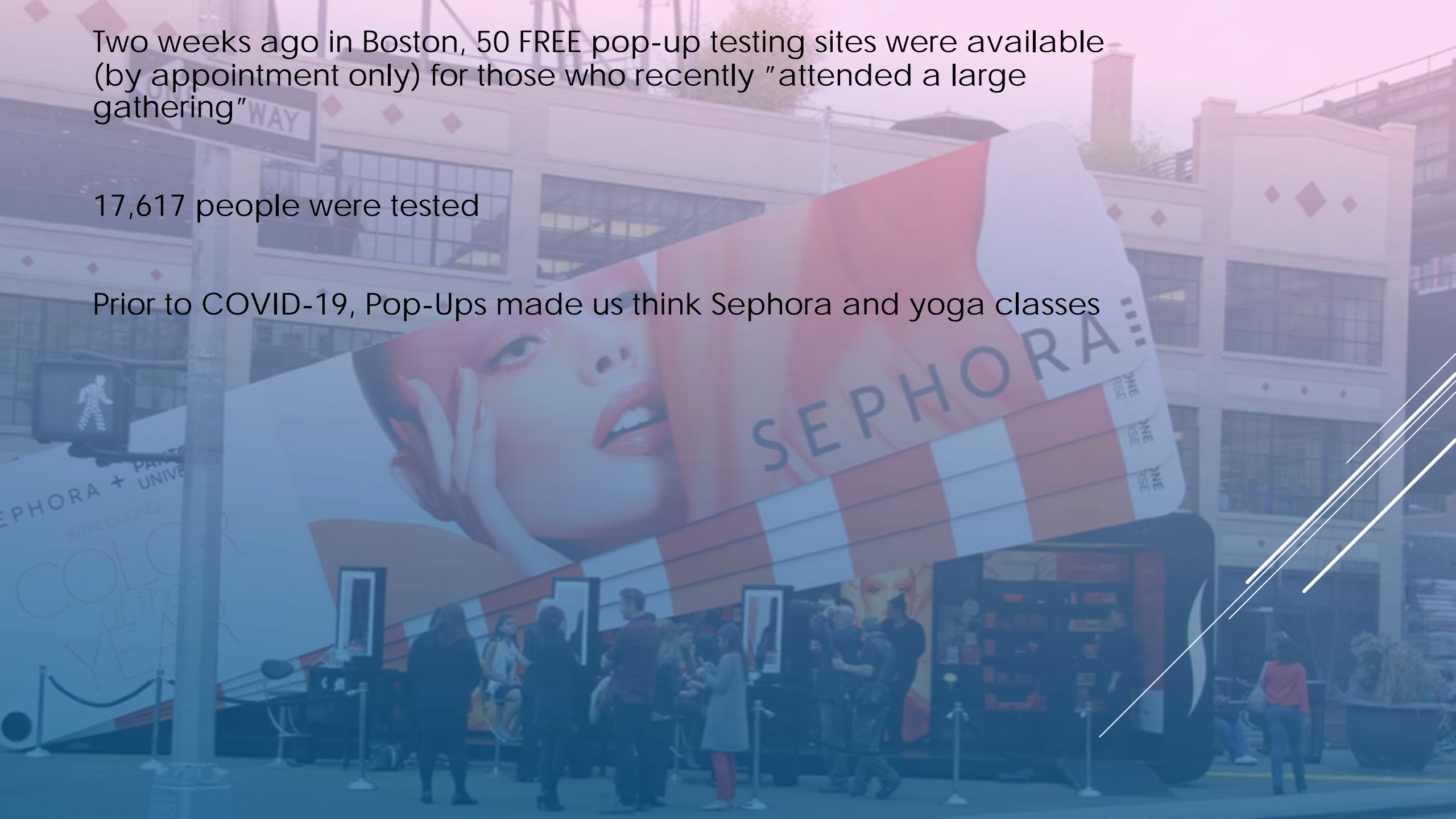


IN STATES WHERE BUSINESS AS USUAL HAD RESUMED, SIGNIFICANT SPIKES WERE REPORTED OVER THE LAST FEW WEEKS
STATES LIKE MA ARE ONLY ENTERING THE SECOND PART OF PHASE 2 AND HAVE SIGNIFICANTLY DECLINING NUMBERS
WHAT DOES THIS TELL US?

Two weeks ago in Boston, 50 FREE pop-up testing sites were available (by appointment only) for those who recently "attended a large gathering"

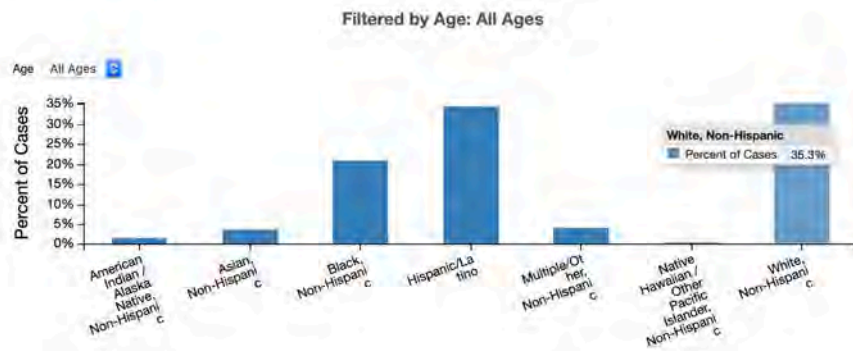
17,617 people were tested

Prior to COVID-19, Pop-Ups made us think Sephora and yoga classes



- ▶ During a press conference on Tuesday 6/23, Governor Baker said that of the 17,617 tests conducted over the two-day period, 2.5 percent came back positive for COVID-19
- ▶ He noted this rate as being “reasonably consistent” with the statewide numbers.
- ▶ As of 6/22, the state’s seven-day average positive COVID-19 test rate was 1.9 percent, down 93 percent from mid-April.

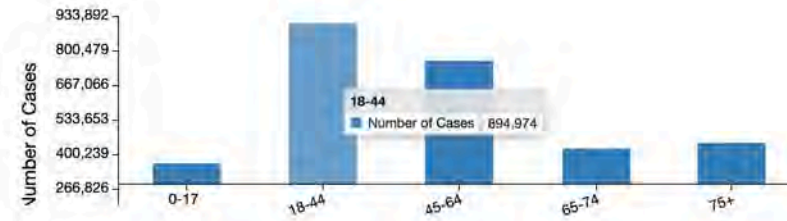
THE RESULTS



Cases by Age

The following chart shows the age of people with COVID-19. Hover over each bar or click on the plus (+) sign below the chart to see the number of cases in each age group.

Data were collected from 2,126,185 people, and age was available for 2,122,894 (99.8%) people.



AS WE COLLECT MORE COVID-19 STATISTICS, ONE THING REMAINS CLEAR . . . IT DOES NOT DISCRIMINATE

Your Safety is Our Priority



PREVENT

Extra cleaning and sanitary precautions ensure your safety

Enhanced prescreening measures are in place for every patient prior to their procedure

Physical distancing safeguards limit close contact in our lobbies, waiting areas, and treatment rooms



PROTECT

Masks for teammates and patients are provided for added protection and visitors are limited to reduce gathering

Frequent cleaning of high-touch surfaces such as doorknobs, tabletops, countertops, handles, sinks and faucets occur to keep you safe

Thorough cleaning and disinfection occurs in all treatment areas between patient visits



SUPPORT

For your comfort and convenience, we offer flexible scheduling options which include Telehealth appointments

We provide timely information, updates and resources to help you make smart healthcare decisions

Our team receives ongoing training and guidance to further increase your safety

GASTRO HEALTH 

PLEASE CONTINUE TO “SCREEN, CLEAN AND SMILE WITH YOUR EYES” TO KEEP PATIENTS, PROVIDERS AND TEAM MEMBERS SAFE AND HEALTHY

- ▶ The deadline to apply for a PPP loan is fast approaching: June 30.
- ▶ For those who have already received a PPP loan, last week the Prioritized Paycheck Protection Program – or P4 – Act was proposed in Congress for businesses still struggling despite already having received a PPP loan.
- ▶ The new program would allow small businesses with less than 100 employees to apply for a second loan. (at this time is unclear how likely it is for the P4 Act to become law)

IF YOU HAVEN'T APPLIED THERE IS STILL ONE MORE DAY
TO DO SO AND IF YOU NEED MORE "FORGIVABLE"
FUNDING, YOU MAY BE IN LUCK. . .

- ▶ The bill extends the application deadline for initial PPP loans from June 30 to Dec. 30 or longer, at the discretion of the Small Business Administration (SBA)**
- ▶ Companies that already received PPP loans, those with 100 employees or fewer – including sole proprietorships and self-employed individuals, would be eligible for a second loan.
- ▶ To participate, businesses already must have expended an initial PPP loan, or be on pace to exhaust the funding, and must demonstrate a revenue loss of 50 percent or more due to the COVID-19 pandemic. Existing PPP funding would be used to make P4 loans**
- ▶ The bill also directs SBA to issue guidance to give priority to businesses with 10 employees or fewer in the processing and disbursement of P4 and PPP loans, and requires SBA to request demographic information of P4 and PPP loan recipients. It also would allow P4 recipients maximum flexibility to apply for loan forgiveness as soon as 8 weeks after the loan disbursement.

P4 DETAILS/PROPOSALS OF BILL



If you received funding prior to June 5th, you will have to choose your forgiveness period; either 8 or 24 weeks (nothing in between)



If you received it after June 5th, then you automatically use 24 weeks (in both cases to show that 60% of your money went to payroll)



If the original application was 11 pages and is now 3, I wonder when the next version will come out and how condensed that will be??



Exceptions to the original guidelines should make it difficult NOT to be forgiven

REMEMBER
THE MAGIC
DATE OF
JUNE 5TH

FULL TIME EQUIVALENT REDUCTION EXCEPTIONS:

- ▶ A good-faith, written offer to rehire an individual who was an employee on February 15, 2020 was rejected by the employee and the Borrower was unable to hire similarly qualified employees for unfilled positions on or before December 31, 2020;
- ▶ A good-faith, written offer to restore any reduction in hours, at the same salary or wages was rejected by the employee
- ▶ Any employees who (a) were fired for cause, (b) voluntarily resigned, or (c) voluntarily requested and received a reduction of their hours.

- ▶ SBA began accepting new Economic Injury Disaster Loan (EIDL) and EIDL Advance applications on June 15 to qualified small businesses and U.S. agricultural businesses.
- ▶ The new eligibility for U.S. agricultural businesses is made possible as a result of the latest round of funds appropriated by Congress in response to the COVID-19 pandemic.
- ▶ Applicants who have already submitted their applications will continue to be processed on a first-come, first-served basis.

IN CASE YOU WERE WONDERING ABOUT
THE CURRENT EIDL SITUATION/AVAILABILITY

- ▶ <https://www.sba.gov/funding-programs/loans/coronavirus-relief-options/economic-injury-disaster-loan-emergency-advance#section-header-0>

VISIT THE SBA WEBSITE FOR MORE
INFORMATION AND TO APPLY FOR
LOANS OR GRANTS



At the moment these are in our warehouse and available for immediate shipment.

The KN95 masks are as low as \$2.40, and the blue protectives are as low as \$26.50 for a box of fifty.

- ▶ Andreas Kohn, Sales & Distribution Manager, Ovation Medical
- ▶ Direct: 818-540-3970
- ▶ P: 800.403.6466 ext. 3970
- ▶ F: 888.401.3540

I RECEIVED AN EMAIL TODAY
REGARDING MASK AVAILABILITY AND
PRICING



IF ANYONE ELSE IS INTERESTED IN INCORPORATING RSWT (I HAVE ASKED ZIMMER TO EXTEND THE DEADLINE UNTIL TOMORROW 6/30 FOR 12 MONTHS NO PAYMENTS)

QUITE A FEW OF YOU HAVE TAKEN ADVANTAGE OF THIS OFFER AND ARE ALREADY REAPING THE BENEFITS!

AND THE FINAL FOCUS OF
OUR “COPING WITH
COVID-19” OPEN TO THE
PUBLIC WEBINAR SERIES. . .

SHARING THE SILVER
LININGS FOUND AMIDST
THE CHAOS

YOU MAY HAVE
SEEN MY EMAIL
LATE LAST WEEK. .
THANK YOU TO
THOSE WHO
RESPONDED
AND SHARED😊

. . .I would like to ask anyone who discovered *silver linings* amongst the chaos ensued by COVID-19, to please share their thoughts (briefly and anonymously if you wish). On Monday evening, your thoughts and epiphanies along with mine will be compiled in a presentation complete with a “bedtime story” ending. . .

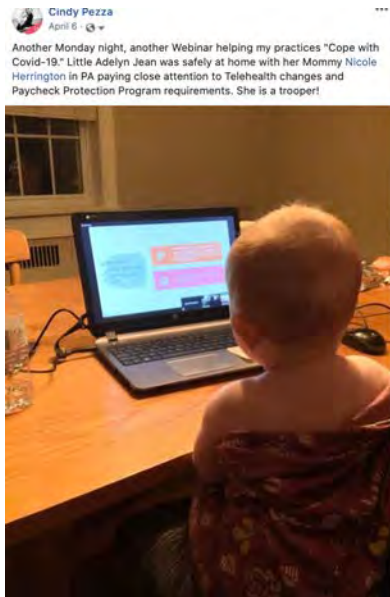
My silver lining related to Covid-19:

Since my patient volume has been down, I've generally been finishing AM patients earlier allowing for a much longer lunch time. I had spoken to a friend, over a year ago, about my desire to start bicycle riding when I, eventually, have time. He told me that he has a 21-speed bike that he can't use any longer because of bad knees. He offered to give me his bike if I started riding.

Approximately 4-5 weeks ago, I started riding at lunch time. There's a wonderful bike/walking trail located one exit from my office. I take my bike to the trail in my truck. I have an opportunity to ride as many as 5 miles, before returning to the office, depending upon exactly what time I arrive. I'm also in the process of learning about how this trail was developed in place of an old railroad line. The trail is a beautiful hidden gem. I was aware of the trail but didn't realize how special it is. I'm so happy to finally get back to exercising regularly.

An additional silver lining in this time of the pandemic, concerns working with and helping my wife in the garden. Previously, I'd arrive home too late to help her much in this way. However, since I've been home more or arrive home from work earlier, we've been working in the garden together. We've probably spent more time in the garden together this Summer than we had if we added up the amount of time together in the garden over the prior 10 years

Bruce Blank, DPM



CONNECTING WITH PODIATRY FRIENDS OF ALL AGES



SOME THINGS STAYED THE SAME. . .
(VIRTUAL WORKS FOR ME)

MANY ASPECTS OF OUR LIVES NEEDED MODIFICATION, BUT WE FIGURED IT OUT!



Cindy Pezza
April 17 · 🌐

DPM friends if you are in need of CMEs this is a great opportunity. OHFAMA has allowed me to extend the invite to non-Ohio docs and staff. Message or email me and I can give you promo codes in addition to APMA member and early bird registration.

The Annual Ohio Foot and Ankle Scientific Seminar
Virtual Seminar
May 14-16, 2020
Register today at www.ohfama.org
614.457.6269 | 23 CECH

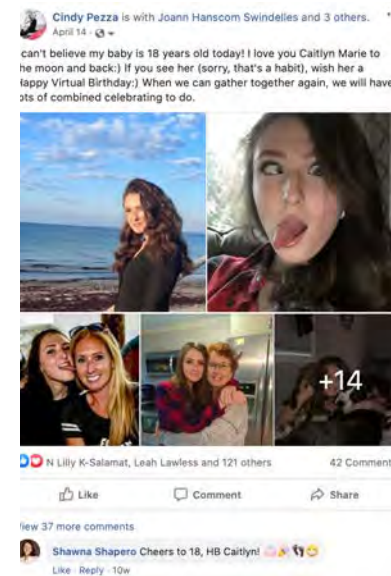
Lectures include:
PICA Risk Management Lecture
APMA Coding Presentations
Current Surgical Procedures
Office Management Presentations
and Much More...

Ohio Foot and Ankle Medical Association
April 14 · 🌐

👤 Afsha Naimat and Nadia Sadeghi 1 Comment



MILESTONES WERE
REACHED SO WE
IMPROVISED. . . AND
IN SOME CASES ARE
STILL WAITING TO
CELEBRATE



I have been listening every week just about and grateful for this forum to exist for us. Feeling of collectiveness to coexist in Covid 19 time certainly was mentally beneficial when one is not interacting much with peers. So my story : Private solo pod of 27 years . In 14 weeks I wore many hats thru this Covid 19 crisis Half days only 3 times week just me and maybe 6 or 7 patients seen over 5 hrs which made it a full time and then some to include doc , nurse , lab tech , rad tech , receptionist , janitorial , scheduler, payment attendee , etc. No days off occurred like I thought it would since so slooowwww ! But I saved alot of diabetic feet and provided fracture attention or ingrown nail surgeries for the urgent calls. This went on week after week after week . Staff came in no patient time to do other computer stuff restock etc . But mostly me . During this time my business which is a condo below another was the victim of a "accidental" flood so half my office was ruined floor walls ceiling . Did it stop me ? Nope I had my lab and one treatment room still . Finding who your friends are and who you are with all of what has occurred to me in a matter of 3 months is a eye opener. I am stronger than I give myself credit for (my wife knows it but I always question it) having people believe in you as a human being , as a doctor , as a friend is important to stop and realize. The overall important facts to note from these months . I am healthy . I am happy . My camp is my sanctuary and to seek it every 2 weeks is a must to be calm inside . I am a good hearted podiatrist who is to stick around but slow down.

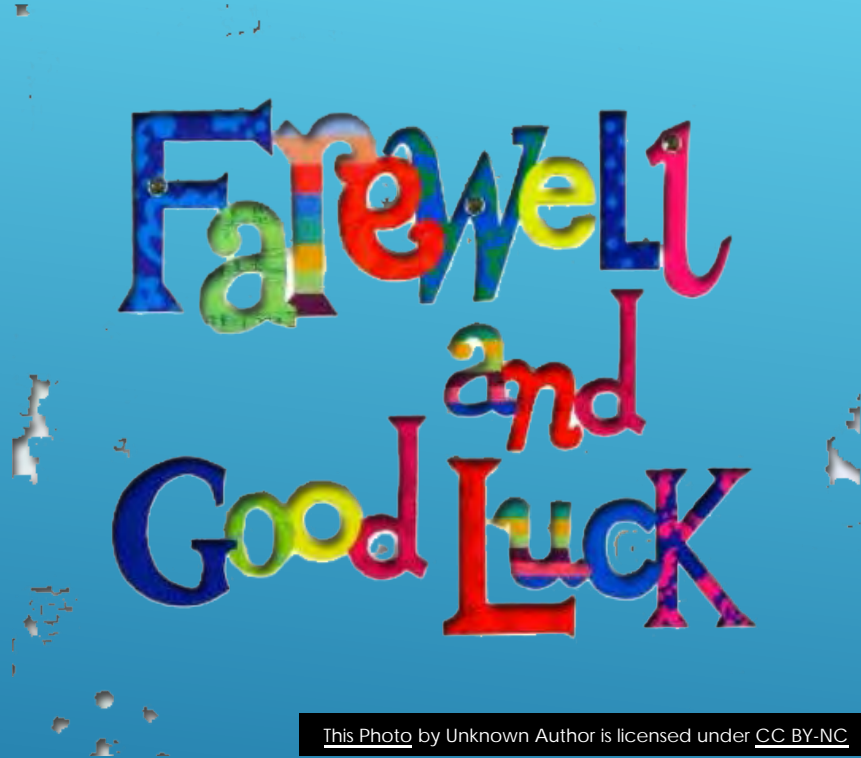
I like that for the other side of the hill that this long path follows ! Dr B



MANY WERE BUSIER
THAN EVER WORKING
ON THEIR
PRACTICES/BUSINESSES,
BUT WE ALL NEEDED A
MENTAL BREAK FROM
TIME TO TIME.



WE ALL NEEDED TO
FEEL CONNECTED
AND CHALLENGED
AND SOME OF US
NEEDED TO DANCE!



- ▶ A random text from Dr. Scott Aronson at 5:08 p.m. on a Thursday. . .

"Good riddance. They are gone."

YOU ALL SHARED YOUR EXPERIENCES OF EMPLOYEES SHOWING TRUE COLORS AND THE TOUGH DECISIONS THAT HAD TO BE MADE DURING A PERIOD OF TIME THAT SEEMED TO DRAG ON FOREVER YET FLEW BY.

A series of four parallel white diagonal lines in the bottom-left corner of the slide.

A LITTLE
APPRECIATION
WENT A LONG
WAY😊 AND I
APPRECIATE ALL
OF YOU!

I will always be grateful for the PPP, EIDL, SBA, CMS information learned on your webinars. Enabled our practice to acquire 300+K with little effort.

EVERYONE in our practice is delighted with the "New Patient Coordinator" position. Really eliminated a lot of frustration for all.

A devotee for life!

Dr. Lynn Haubelt



MORE CONSECUTIVE
FAMILY DINNERS WERE
HAD THAN IN YEARS
COMBINED!

Dr. Lance Greiff
reported his 59th
family dinner in a row
on June 2nd

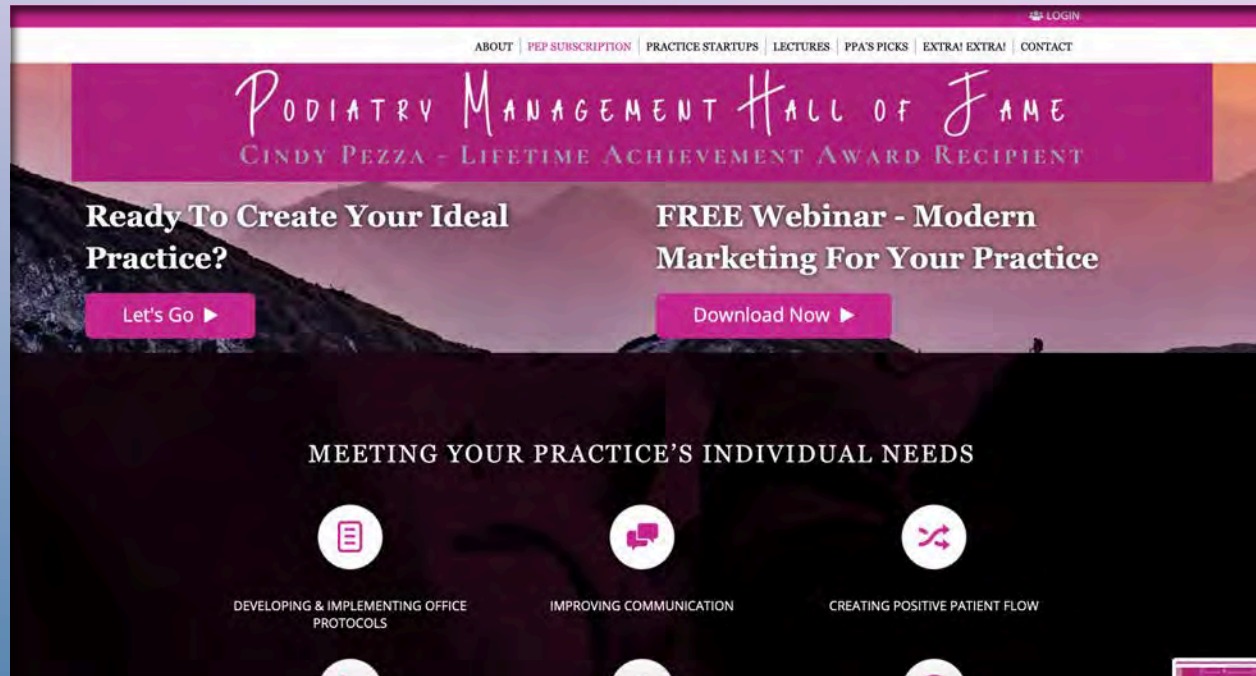
THIS AFTERNOON DR.
GREIFF SENT ME A
HEARTFELT TEXT TO
SHARE HIS
THOUGHTS. I
THOUGHT IT WAS A
GREAT WAY TO HELP
SUM UP THE
EVENING

Well tonight will be the 93rd consecutive dinner with the 5 of us present

Silver linings:

1. Pandemic has reinforced that family, friends and faith get us through.
2. Allowed us to pause with and without a mask and and actually breathe for the first time in along time. It has given us a chance to reflect and dream of a better future.
3. We have reconnected with family and friends. Many we have not had contact with in years. So, even though we have placed physical distance between us we are actually closer than ever.
4. We are always redefining the meaning of "challenging" and often we often think we have seen it all. The pandemic has offered new definition to "challenging". We rise to the occasion and often develop super human like abilities to overcome adversity. We have honed keen skills to reinvent ourselves and "pivot". We pivot to get better and more efficient with protocols and systems. We pivot to offer out patients the most reliable, safest and consistent results learning new procedures and offer new treatments we may not have offered prior to the pandemic. We pivot to prepare ourselves for the future. For me the MBA programs I have applied to would be an incredible goal I have always wanted to achieve.
5. We have witnessed the fragility of life. Life that change with the blink of an eye. We appreciate how much we already really had and how little we really need.
6. We realize how smart our grandparents were when they told us to save for a rainy day and live below our means.
7. Professionally, we realize that we are a family. We often feel alone but we once again realize that we can overcome huge obstacles by sharing ideas, sticking together and especially with the help of services like Pinnacle. The road ahead is most likely bumpy for awhile but I have restored faith that we will survive and hopefully thrive.

Thank you. You have earned your wings and truly deserve the award you will receive this month from Podiatry Management Hall of Fame



Make

Make sure to visit www.pinnaclepa.com and check out PEP

Email

Email: cindy@pinnaclepa.com for more information

Pay

Pay for a one-year subscription to PEP and receive one month free!

I'M STILL HERE IF YOU NEED HELP AND THE RESOURCES YOU NEED ARE ONLY A FEW CLICKS AWAY! TAKE CARE AND STAY WELL.