

MARIA K TODD

HEALTHCARE INDUSTRY EXPERT

EXPERTISE

HEALTH TOURISM MARKET ASSESSMENT
HEALTH TOURISM REGIONAL & NATIONAL
POLICY & STRATEGY PLANNING
HEALTH TOURISM PRODUCT DEVELOPMENT
HEALTH TOURISM INFRASTRUCTURE
DEVELOPMENT
HEALTH TOURISM QUALITY & SAFETY
ACCREDITATION OF INTERNATIONAL
HEALTHCARE FACILITIES & SPAS
INTERNATIONAL PATIENT DEPARTMENT
PLANNING & OPERATIONS
INSURANCE REIMBURSEMENT
CONTRACTING & PRICING STRATEGY
HEALTH TOURISM MARKETING STRATEGY
HEALTH TOURISM LOGISTICS, OPERATIONS &
WORKFLOW
HEALTH TOURISM FACILITATOR TRAINING
HEALTH TOURISM REGULATORY PLANNING
& FRAMEWORK LAW DRAFTING
HEALTH TOURISM CAPACITY TRAINING
HEALTH TOURISM GUEST
ACCOMMODATIONS STANDARDS
HEALTH TOURISM AIRLINE TRAINING

CONTACT

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SKYPE / MARIA.TODD.GLOBAL

PROFILE

CEO
MERCURY HEALTHCARE INTERNATIONAL
1983-Present

STRATEGIC & OPERATIONS ADVISER TO
HEALTHCARE AND HEALTH TOURISM
BUSINESSES, INVESTORS, JOURNALISTS &
GOVERNMENT LEADERS & REGULATORY
BODIES

EXPERIENCE

[1979-Present]

OR NURSE (1986-1987)
EMT/FIREFIGHTER (VOLUNTEER) (1976-1980)
HOSPITAL ADMINISTRATION (1987-1989)
HOSPITAL BUSINESS OFFICE MANAGER (1987-1989)
AMBULATORY SURGERY ADMINISTRATOR (2002-2003)
HMO PROVIDER RELATIONS DIRECTOR (1991-1992)
IPA, PHO, ACO ADMINISTRATION & DEVELOPER (2001-)
MANAGED CARE CONTRACT NEGOTIATOR (1989-)
MULTISPECIALTY MEDICAL GROUP PRACTICE ADMINISTRATOR (1987)
HEALTH LAW PARALEGAL (1988-)
MANAGED CARE CONTRACT DISPUTE RESOLUTION/MEDIATION (2001-)
TPA OWNER-EXECUTIVE (2008-2013)
HOSPITAL/ASC ACCREDITATION CONSULTANT (2001-)
PHYSICIAN MARKETING & BRANDING CONSULTANT (1988-)
CONCIERGE MEDICAL PRACTICE STARTUP CONSULTANT (2007-)
MEDICAL TOURISM PROVIDER NETWORK EXECUTIVE (2003-2013)
MEDICAL TOURISM FACILITATOR /CASE MANAGER (1988-2013)
FORMER IATA-ACCREDITED TRAVEL AGENT (1977-1980)
FORMER TOUR OPERATOR (1977-1980)
FORMER JAZZ RADIO DISC JOCKEY (1976)



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BOOKS AUTHORED

MANAGED CARE CONTRACTING HANDBOOK
MANAGED CARE CONTRACTING HANDBOOK,
2nd edition
PHYSICIAN EMPLOYMENT CONTRACTING
HANDBOOK
PHYSICIAN EMPLOYMENT CONTRACTING
HANDBOOK, 2nd edition
IPA, PHO, MSO DEVELOPMENT STRATEGIES
PHYSICIAN INTEGRATION & ALIGNMENT: IPA,
PHO, MSO, ACOS AND BEYOND
HANDBOOK OF CONCIERGE MEDICAL
PRACTICE DESIGN
HANDBOOK OF MEDICAL TOURISM PROGRAM
DEVELOPMENT
THE MEDICAL TOURISM FACILITATOR'S
HANDBOOK
THE EMPLOYERS' HANDBOOK OF MEDICAL
TOURISM BENEFIT DESIGN
THE HIPAA TOOLKIT OF FORMS, POLICIES &
PROCEDURE TEMPLATES
ULTIMATE HANDBOOK OF MARKETING
STRATEGIES FOR MEDICAL TOURISM
HANDBOOK OF THERMAL & REHABILITATION
RESORT DEVELOPMENT

SOCIAL

FACEBOOK.COM/ASKMARIATODD
FACEBOOK.COM/DRMARIATODD
TWITTER.COM/ASKMARIATODD
LINKEDIN.COM/MARIATODD
GOOGLE+//MARIATODD
BLOGTALKRADIO.COM/ASKMARIATODD

INTERNATIONAL SPEAKER EXPERIENCE/RECOGNITION

2800+ PRESENTATIONS SINCE 1989

HFMA ANI DISTINGUISHED SPEAKER AWARD (2003, 2005, 2007, 2008, 2009)

IBN EVENTS SPEAKER EXCELLENCE AWARD (2012, MALAYSIA)

LIFETIME ACHIEVEMENT AWARD FOR MEDICAL TOURISM (2013, MEXICO)

70,000+ PARTICIPANTS

FORMER HFMA EDUCATION CHAIR (NV, CO)

FORMER EDUCATION CHAIR, GLOBAL HEALTH TRAVEL COUNCIL

FORMER EDUCATION CHAIR, HEALTHCARE BUSINESS INSTITUTE

INTERNATIONALLY RECOGNIZED SPEAKER IN 115+ COUNTRIES

CURRENT & PAST CLIENTS

Cleveland Clinic, HealthSouth, KCI, Allergan, Bristol Myers Squibb, Stemgenix®, GlaxoSmithKline, A&K Global Health, Fortress Investment Group, Marshfield Clinic, Pinnacle Assurance, Gundersen Health, Pediatrix®, Hill-Rom, Cancer Treatment Centers of America, Wisconsin Hospital Association, FHN Memorial Hospital, Mayo Clinic, McGraw Hill Healthcare Education Group, Indiana Regional Medical Center, UF Shands Hospital, UCLA Medical Center, Spectrum Health, HCA, Anderson Podiatry Center, East West Health Centers, HFMA Maryland, HFMA Colorado, HFMA Imperial Chapter, HFMA Sunflower Chapter, HFMA New Jersey, HFMA Region 1, HFMA Region 11, Tenet, HFMA Region 5, HFMA Region 6, MGMA, HFMA Region 10, HFMA Georgia, HFMA Florida, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), Mahidol University, University of Chicago, Taj Hotels, Turkish Health Tourism Development Council, Global Health Connections, Opal Events, NAHU, World Congress, IBN Events, MGMA, PAHCOM, and others.