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Smith has led the Association's Washington, D.C., advocacy efforts for 10 years. Prior to MGMA, he served as assistant director in the Division of Congressional Affairs for the American Medical Association in its Washington, D.C., office. Before that he was a legislative representative for the American Dental Association. From 1979 to 1992, he held several positions with the National Treasury Employees Union, including assistant general counsel and director of the Legislative and Political Department.

Smith also worked as an attorney with Howrey & Simon in Washington, D.C. He has extensive experience working with members of Congress and their staffs and organizing grassroots lobbying campaigns.

Smith received his law degree from the Delaware School of Law in Wilmington, and his bachelor's degree from Lafayette College in Easton, Pa.