

Finding the Right Practice

Discussion Points

Interviewing

- Environment
- Physician/Hospital Integration
- Practice Options

Discovery

- Practice Type
- Practice Building
- Call
- Outreach
- Partnership
- Governance
- Hospital Relationship

Discovery cont'd

- Intra-group Relations
- Practice Fit

Compensation

- Contract Structure
- Recruiting Ploys
- Benefits, 401K, Health Care, Insurance, Vacation
- Over Lead Issues
- Malpractice Insurance
- State/Local Taxes
- Tail Coverage

Contracts

- Length of Contract
- Venture Ownership
- Dismissal/Evaluation
- Non Compete Clauses

Practice Building

- Mentoring
- Relationships/Availability
- “You are being watched”
- Release from Practice

The Future...