



HNA Sponsored Practice Management Teleconference Series ... **August 8, 2007**

Compensation Formulas of Successful Practices

Many group practices struggle with just how to divide revenues and expenses in the group. There is no one right way to divide these; it depends on the unique needs of the group and marketplace. Compensation formulas reflect practice values for fairness, productivity and collegiality. Values change over time to reflect changes in the physicians and the patients being served. Participants will learn how to develop different formulas and what can be achieved with each. This program is designed for physicians and office managers.

This Practice Management Teleconference is just \$99 for Members & their Practices:

- ◆ A 90-minute live teleconference including a formal presentation and time for Q&A
- ◆ The course is given once as a live teleconference, on Wednesday August 8, 2007 (convenient for your staff) and then via streaming Internet technologies shortly thereafter. Your \$99 registration fee covers either one or both presentations and handout materials.
- ◆ The ability for PracticeHQ members to e-mail follow-up questions to Economedix Practice Management Advisors for personalized responses

Course Objectives - Completion of this Practice Management Course will provide:

1. An understand if how compensation systems effect productivity
2. Different methods of compensation and the plusses and minuses associated with them
3. Methodologies for compensating physicians differently at different points in their career
4. Learn how to monitor key productivity figures and cost elements related to compensation
5. Use different methods for compensating physicians who have income from capitated contracts
6. Utilize forms and templates to assist in creating a compensation plan

Faculty - The faculty for the course is Mr. Tom Loughrey, MBA, CCS-P. Mr. Loughrey is Chairman of Economedix and a noted practice management consultant to physicians, medical offices and medical societies. For over a decade, Mr. Loughrey has provided consulting services to the College as a part of the Consultant's Corner at the annual ACS Clinical Congress and regularly is engaged by ACS to speak and teach at meetings and workshops throughout the country.

Registration & Information - This completed form can be Faxed Toll Free to **877-813-9784**; or mailed to **Economedix - 297 Valley Road # 200 - Wexford, PA 15090**; For complete details and secure On-Line Registration simply go to: <https://www.YourMedPractice.com/HNA/>

Thank you for your interest in this Program!



Practice: _____

Address: _____ Phone: _____

City: _____ State: _____ Zip: _____

Contact: _____ E-Mail: _____

Yes, we want to participate in the **Compensation Formulas of Successful Practices Course** ... and will attend
 Wednesday August 8, 2007 @ 1 PM Eastern, Web-based On-Demand ... or Both Presentations.

Form of Payment: Check Payable to Economedix, LLC & mailed to: 297 Valley Rd # 200 - Wexford, PA 15090
or Credit / Debit Card (MC, Visa, Discover or American Express)

Card Number (15 or 16 digits): _____ Expiration Date: ____ / ____

3 Digit CVV Code* : _____ Name on Card: _____

Card Billing Address: _____

Card Billing City, ST Zip: _____ * Please use 4 Digit Code on front of AMX Card