Welcome to The Business of Pediatrics

5 – 30 minute sessions
- How Much Should I Pay An Employed Physician?
- Marketing Your Practice
- The True Cost of Immunizations
- Take Back Your Practice, Patients, and Revenue
- Social Media

High level overviews
Index cards for questions during 2 Q&A sessions

How Much Should I Pay An Employed Clinician?

Chip Hart
Physician’s Computer Company
July 2013

Assumption

Your practice is not so desperate for an additional clinician that you are willing to take a financial loss in order to employ one.
Step One: Hire The Right One In the First Place!

How to Engage Employed Physicians

PCC User's Conference
10:45am-11:45am, July 17, 2013

Step Two: Consider The Entire Compensation Package

Ranking of compensation objectives on a scale of 1-6 by employed physicians, 2013 Pediatric Compensation Model Survey, PCC.

Step Three: Consider The Compensation Model

Distribution of compensation models for employed physicians in pediatrics offices, 2013 Pediatric Compensation Model Survey, PCC.
The Math

A good rule of thumb: 25-40% of expected payments is fair to the practice and to the employed physician.

Your “margin” (of error).

33% of Payments  60% Overhead