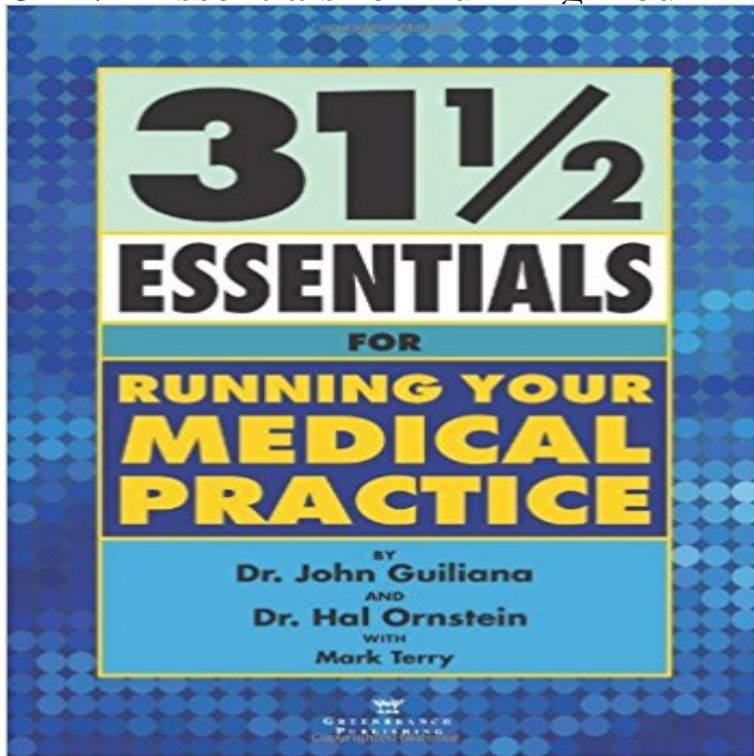


31 1/2 Essentials for Running Your Medical Practice



Is there formula for running a practice that focuses on healing while still letting you enjoy robust profitability and a personal life, too? Yes! In fact, there are 31 essentials concrete solutions that have been tested, refined and proven to make a difference by highly successful practices. Now, with 31 1/2 Essentials for Running Your Medical Practice You can start using these same ideas to streamline your own practice, contain costs, defuse conflicts, boost reimbursement and increase physician, staff and patient satisfaction. Drawing on nearly 50 years of combined experience consulting with and running highly successful private practices, the authors map out practical, turnkey solutions to the harsh realities facing medical, dental, and all healthcare practices, including: tough competition, patient expectations, shrinking reimbursement, litigation, malpractice insurance costs, complex regulations, high rents, soaring utilities, and other challenges. TABLE OF CONTENTS 1. Subspecialties & Your Mission Statement: How patient demographics shape your practice 2. Choosing Your Office: How location affects your marketing and your practice s success. 3. The Business Plan: Creating the plan your bank will require and admire. 4. Choosing Your Corporate Structure: C-corp, S-corp, LLC, PC. 5. Developing A Budget: Your first year and every year 6. Hiring Your Staff: How many people should you hire and what skills should they have? 7. Leadership Skills: How to manage your staff and keep headaches to a minimum 8. Marketing Your Practice, Part I: Practical steps to getting the patient in the door. 9. Marketing Your Practice, Part II: Internal and external marketing and tracking your efforts 10. Writing Your Office Manual: Meeting your responsibilities as an employer 11. Office Dynamics: The EFF Words being EFFicient and EFFective with minimum

EFFort 12. Motivating Your Staff: Trade perspiration for inspiration to get the most out of your employees 13. The Paperless Office: EMRs, digital equipment and health information technology 14. Remote Access: Working efficiently from home or on the road. 15. E-prescribing: Reaping the rewards of e-prescribing systems 16. Billing: The pros and cons of handling billing in-house or hiring a billing firm 17. Practice Assessments: from finances to client satisfaction why 7 vital assessments count 18. Controlling Overhead: Strategies for evaluating and controlling salaries, benefits and other expenses 19. Ancillary Services: A collaborative care model for offering secondary services 20. In-office Dispensing: Should you become a product retailer? 21. Patient Communication and Compliance: Getting your patients to follow their treatment plan 22. Plugging Revenue Leaks: 5 proven strategies for channeling small leaks back into the revenue stream 23. Time Management: Get off the gerbil wheel with new ways to enhance life within the practice 24. Expansion: what to consider before bringing on an associate or additional associates 25. Non-medical Malpractice Insurance Coverage: How to protect against other costly liabilities 26. Office Design: How successful practices integrate efficiency, storage and decor 27. Dealing with Stress: How to make sure your job doesn't kill you. 28. Effective Patient Scheduling: Tips on managing your caseload. 29. Collections: Tips for dealing with delinquent accounts. 30. Dealing with Difficult Patients: Communication and other tactics for defusing difficult situations 31. Balancing Your Personal and Professional Lives: Enjoying good business and good off hours, too. BONUS for the 31 1/2 essential! Enjoy new control of your practice, profits, people ... and life. Real-world success pearls that work for any healthcare practice

people and life! Is there formula for running a practice that focuses on healing while still letting you

31 1/2 Essentials for Running Your Medical Practice 1st Edition by 31 1/2 Essentials for Running Your Medical Practice Dr. John Guiliana DPM, Dr. Hal Ornstein DMP, Mark Terry Buy 31 1/2. Essentials for Running Your Medical **31 1/2 Essentials for Running Your Medical Practice - AbeBooks** 31 1/2 Essentials for Running Your Medical Practice-by Dr. John Guiliana and Dr. Hal Ornstein with Mark Terry Enjoy new control of your practice, profits, people **[PDF] 31 1/2 Essentials for Running Your Medical Practice Popular** 31-1/2 Essentials for Running Your Medical Practice, by Dr. John Guiliana and Dr. Hal Ornstein with Mark Terry. Copyright 2011 by Greenbranch Publishing **[PDF] Download 31 1 2 Essentials for Running Your Medical 31 1/2 Essentials for Running Your Medical Practice 1st (first** Editorial Reviews. Review. Today, many doctors are discouraged about the future of healthcare. I often go to the doctor s lounge or the doctor s dining room only **31 1/2 Essentials for Running Your Medical Practice - PDF 31 1/2 Essentials for Running Your Medical Practice Ebook** Now, with 31 1/2 Essentials for Running Your Medical Practice You can start using these same ideas to streamline your own practice, contain costs, defuse **[PDF] 31 1 2 Essentials for Running Your Medical Practice Free** Download or read 31 1 2 Essentials for Running Your Medical Practice PDF books <http://?book=0982705514>. **31 1 2 Essentials for Running Your Medical Practice - YouTube** 31 1/2 Essentials for Running Your Medical Practice 1st (first) Edition by Dr. John Guiliana, Dr. Hal Ornstein, Mark Terry published by Greenbranch Publishing **31 1/2 Essentials for Running Your Medical Practice by - Pinterest** For almost six decades, Goodwill Central Texas has relentlessly focused on a single goal: empowering people to work. The extremely high levels of **31 1/2 Essentials for Running Your Medical Practice by Dr - eBay** 31 1/2 essentials for running your medical practice by John Guiliana, 2011, Greenbranch Pub. edition, in English. **31 1/2 Essentials for Running Your Medical Practice EPUB** 31 1 2 Essentials for Running Your Medical Practice by Mark Terry John Guiliana and Hal Ornstein 2011 Paperback by Mark Terry and a great selection of **31 1/2 essentials for running your medical practice (2011 edition** 31 1/2 Essentials for Running Your Medical Practice by Dr. John Guiliana, Dr. Hal Ornstein, Mark Terry and a great selection of similar Used, New and **31 1/2 Essentials for Running Your Medical Practice pdf** download or read this book 31 1 2 Essentials for Running Your Medical Practice <http://?book=0982705514>. **31-1/2 Essentials for Running Your Medical Practice Carter** Now, with 31 1/2 Essentials for Running Your Medical Practice you can start using these same ideas to streamline your own practice, contain costs, defuse : 31 1/2 Essentials for Running Your Medical Practice (9780982705513) by Dr. Hal Ornstein Dr. John Guiliana Mark Terry and a great selection **NEW 31 1/2 Essentials for Running Your Medical Practice by - eBay** **[PDF] 31 1/2 Essentials for Running Your Medical Practice Popular** **[PDF] Patient Care in Radiography: With an Introduction to Medical NEW 31 1/2 Essentials for Running Your Medical Practice by - eBay** 31 1/2 Essentials for Running Your Medical Practice by Dr. John Guiliana (2010-10-01) [Dr. John Guiliana Dr. Hal Ornstein Mark Terry] on . ***FREE* none** Find helpful customer reviews and review ratings for 31 1/2 Essentials for Running Your Medical Practice at . Read honest and unbiased product **31 1/2 Essentials for Running Your Medical Practice by Dr. John** with 31 1/2 Essentials for Running Your Medical Practice You can. Hal Ornstein, Mark Terry] on . This is a must-read for anyone **0982705514 - 31 1/2 Essentials for Running Your Medical Practice** Is there formula for running a practice that focuses on healing while still letting you enjoy robust profitability and a personal life, too? Yes! In fact, there are 31 **31 1 2 Essentials for Running Your Medical Practice - AbeBooks** - 1 min - Uploaded by Emma Higham Annual Tax Mess Organizer For Sales Consultants & Home Party Sales Reps Help for self **31 1/2 Essentials for Running Your Medical Practice - NAMAS** Is there formula for running a practice that focuses on healing while still letting you enjoy robust profitability and a personal life, too?. In fact, there are 31 **31 1/2 Essentials for Running Your Medical Practice online** by Dr. John Guiliana and Dr. Hal Ornstein with Mark Terry Enjoy new control of your practice, profits, people and life! Is there a formula for running a practice **31 1/2 Essentials for Running Your Medical Practice / Edition 1 by** Read eBooks Online Now <http://?book=0982705514PDF> 31 1/2 Essentials for Running Your Medical