

For physicians who love the practice of medicine but don't love the business of medicine, we're here to help.

Specialdocs presents:

**An insider's guide
to concierge medicine**

We understand the challenges you're facing. We're the experts who can help guide you through them.

We've seen physician practices:

- + strain against declining insurance reimbursement and rising overhead costs
- + lose negotiating power with commercial insurance companies as large health systems leave fewer independent primary care physicians.
- + struggle to implement expensive and cumbersome electronic health records

With Specialdocs Consultants, you have access to our expertise in finding an alternative to the unstable and unpredictable healthcare landscape.

It's no surprise that **47%**  of family medicine physicians and **46%**  of internists report they are suffering from burnout.* Meanwhile, **80%**  of physicians report being at capacity or over-extended.**

* 2018 Medscape report

** The Physicians Foundation 2016 Physician Survey

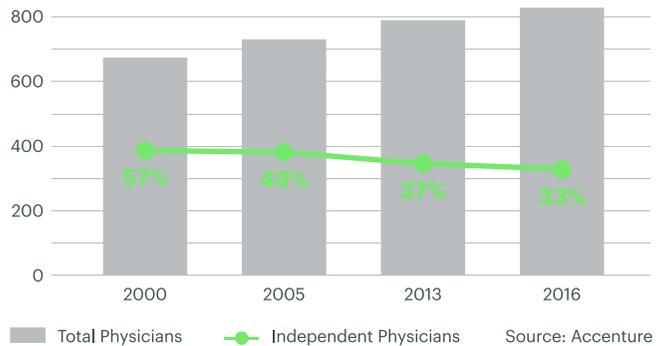
Since 2002, we've listened to physicians across the country tell us their story of being squeezed by state of medicine. **Here's what they're saying:**

reimbursement is declining, overhead costs are increasing. I feel so rushed, stressed, and overworked. I spend so much time on EMRs and not enough time with each patient. And I don't see my family enough...

It's no wonder the number of independent physicians is declining.

Some are being bought by large hospital groups, some are going out of business and more medical school students are opting for subspecialties rather than primary care.

The most recent data by consulting company Accenture show that the number of independent physicians declined to 33 percent in 2016, down from 57 percent fifteen years ago.*



Concierge medicine offers a way to practice medicine the way most physicians have always envisioned.

Concierge medicine is a medical practice model in which patients pay an annual fee in exchange for enhanced services.*

In concierge medicine practices, doctors limit their patient panel size to ensure increased time and availability for each patient.

Unrushed visits enable physicians to spend meaningful time with patients, build relationships, and provide more comprehensive, proactive care than in traditional practices.

7%

of physicians now practice some form of concierge medicine**

16%

indicate they are planning to transition in whole or in part to this type of practice**

11%

of physicians 45 or younger indicate they will transition to a concierge model**

* This fee may or may not be in addition to other charges.

** The Physicians Foundation 2016 Patient Survey

Here's **how physicians benefit** from concierge medicine:

- + **More time with patients**
- + **Less stress**
- + **Stronger physician/
patient relationships**
- + **Less time spent on
paperwork/EMR**
- + **More time to focus on
preventive care**
- + **Financial sustainability
and increased revenue
opportunities**
- + **Better work/life balance**

Here's **how patients benefit** from concierge medicine:

- + **More time with physicians**
- + **Comprehensive annual wellness evaluation**
- + **Same-day or next-day appointments**
- + **Little or no waiting**
- + **24/7 communication directly with you**
- + **A real focus on preventive care**
- + **Potential to reduce ER or urgent care clinic visits**
- + **Help with navigating the fragmented health system**

The concierge model outperforms traditional models on many levels.

Traditional

Reactive medical care

Physician-centered systems

Staff are **gatekeepers**

Limited time/flexibility

Administratively **burdened**

7-10 minute appointments

10-60 minute wait time

18 days for an appointment

1,600+ patients per doctor

Concierge

Proactive medical care

Patient-centered environment

Staff are **patient advocates**

Flexible time

Patient **dedicated**

30+ minute appointments

Minimal to no wait time

Same-day or next-day appointments

300-600 patients per doctor

**98% of patients report
being very satisfied
with the care they
receive from their
Specialdocs concierge
physicians.**

4.91

Quality of care
received



4.85

Satisfaction with
office staff/amenities



4.85

Likelihood of
recommending to
family/friends



The annual revenue opportunity for a Specialdocs concierge physician meets or exceeds the revenue opportunity for a physician in a comparable traditional practice.

Here's a sample comparison:

Highly productive traditional practice (75th percentile)

$$\text{\$82.85} \times \text{6,035} = \text{\$500k}$$

Reimbursement per wRVU Total wRVU productivity per physician All-payer net revenue

Concierge physician panel at 80% capacity

$$\text{\$1,800} \times \text{325} = \text{\$665k}^*$$

Mid-range concierge fee per patient Patients per concierge panel Annual revenue opportunity

* This includes insurance reimbursements for office visits of additional \$80k per year.

**Working with
Specialdocs will
help provide the
time, financial
stability, and
peace of mind
you need to
practice your
best medicine.**



**Considering transitioning
your practice to the
concierge model?
Let's have a conversation.**

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