

Patients Are Increasingly Seeking Concierge Care

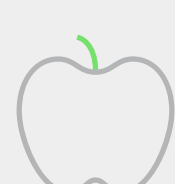


In the past five years, concierge medicine has evolved rapidly from niche to mainstream, with all signs pointing to a future of even more widespread acceptance.

For physicians, it is fueled by frustration in an increasingly dysfunctional healthcare system; for patients, by a growing awareness of the importance of investing in a continuous relationship with their trusted physician.

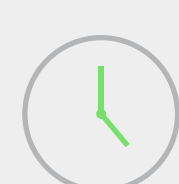
Below we share why these benefits are compelling to an ever wider audience of prospective patients searching for a better way to receive care, restore health and nurture long-term wellness.

Benefits of Concierge Medicine for Physicians



Focus on Preventative Patient Care

More time with each patient allows for a focus on preventative care and health education, creating a better patient experience.



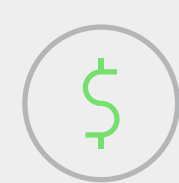
Alleviate Stress and Improve Personal Health

Less stress about too little time with your patients and in dealing with administrative matters positively impacts your health and vitality.



Spend Time Where it Matters Most

Less time on paperwork and regulatory compliance means more time for patient care, and more time for yourself.



Experience Financial Peace of Mind

Achieving financial stability gives you freedom so you can continue to make a difference for your patients.

What Patients Are Saying....

"My concierge doctor is so much more than my primary care physician. He has changed my life, my lifestyle and the way I feel about myself and my health. He talks to me like a person, not a patient, and I consider him a treasured friend."

Bill B., Patient of Specialdocs Client

"I'll never forget my first appointment with my concierge doctor because she looked at me and knew something was not right. She showed me that with proper care, maintenance, blood work and a good doctor, I could be a functioning human again, she saved my life."

Christine W., Patient of Specialdocs Client

Concierge Practice Growth By The Numbers

10.37%* Average Annual Growth Rate of the U.S. Concierge Medicine Market over the next 5 years.

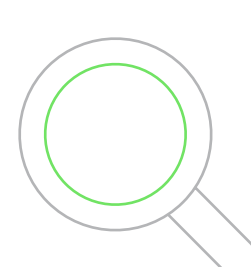
Increased google keyword search volume for "concierge doctor near me"

2021 vs 2024



+83%

Specialdocs Physician Conversions have more than doubled



3.5X

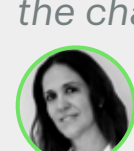
since Q1 2017

* Grand View Research

Overcoming Your Fears

For doctors considering the concierge model, current concierge physicians acknowledge their fears about the practice transition and strongly recommend speaking with several physicians from different backgrounds who've made the transition to concierge medicine.

"Everybody has some fear about the transition. It's a process. It doesn't happen from one day to the other. Talk to other physicians who have done it because it's a big jump and it can be scary. You have to overcome that fear in a way. Maybe there's something that makes you say, 'That's it, I'm making the change!'."



Dr. D.A., Concierge Endocrinology, Fairfax, VA

"There's nothing like hearing it from a colleague. I had heard about concierge medicine from my colleagues and, like others, was scared and frustrated about change. And I did have to hit a point where my health and my sanity were on the line and I remember calling (Specialdocs CEO) Terry at Specialdocs and saying 'Sign me up!'"



Dr. J.W., Concierge Internal Medicine, Greenwich, CT

How to Talk to your Patients

Dr. G.Z., Concierge Family Medicine, Houston, TX says making the decision to transition to concierge medicine was a four-year process, in large part, because of the guilt he felt in losing some patients due to the change.

"I couldn't keep doing what I was doing. It wasn't possible. I just didn't have a choice, Specialdocs did a great job of sending a letter to all of my patients explaining the transition. After the letter went out, I spoke to every patient over the next six months and I explained why I was doing it."

In addition to communicating the benefits of the concierge model, Dr. G.Z. was open with his patients about the toll the traditional practice was taking on him.

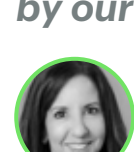
"I wanted to keep doing what I was doing for another 15-20 years and I wasn't going to last that long doing what I was doing. I wasn't going to hit a wall. We didn't try to sell people. We understood that it wasn't for everybody, that everybody doesn't want that kind of care, but some do. It went very smoothly."



Dr. G.Z., Concierge Family Medicine, Houston, TX

What patients **want to know** and how Specialdocs **communicates with them**

*"People who understand the benefits of concierge medicine or have been a patient of the doctor for several years are sometimes very eager to become a member. For those who are not familiar with the model, they tend to be receptive to investing in their health if they understand the value of a concierge practice - whether it's the convenience of same-day appointments, peace of mind knowing their doctor will be available when needed or the opportunity to receive more preventive care. **Patients are increasingly likely to consider a concierge practice when the benefits are thoughtfully and thoroughly explained by our highly trained Specialdocs team.**"*



Leslie Mitchell, VP Physician Client Services, Specialdocs

We understand the challenges you're facing and we're the experts to help guide you through them.



Let's have a conversation

specialdocs.com

847-432-4502

Tell us about your practice and schedule some time to meet

[Take the First Step](#)

See what our clients are saying about transitioning to concierge medicine.

[Client stories](#)