

# Discover your Pathway to Concierge Medicine



# The Obvious Pathways... And Those Not So Obvious



## Understanding the Various Pathways to Success in Concierge Medicine

- Transition an independent, traditional fee for service practice
- Acquire a successful concierge practice from a retiring physician
- Transition within a group practice to concierge
- Join an already successful concierge practice in your market
- Transition from being a hospital employed physician
- Start a new concierge practice

# Is Concierge Medicine Right for You?



## Why Physicians are Transitioning

Concierge Medicine, also known as “membership medicine” or “boutique medicine”, is used to describe a medical practice model in which patients pay an annual fee or retainer in exchange for enhanced service. In concierge medicine practices, doctors limit the patient panel size to ensure increased time and availability for each patient.

### BEFORE

- Large patient panel sizes
- Time consuming EMRs/EHRs
- Declining reimbursement
- Increasing overhead
- Feeling rushed
- Burnout / stress / long hours
- Less family time
- Changing government regulations
- Challenge of remaining independent

### AFTER

- More time with each visit
- Less paperwork and EMR time
- Membership fee-driven revenue
- Opportunity to reduce overhead
- Better work– life balance
- Increased practice sustainability
- Practice your vision of medicine

# Is Concierge Medicine right for you and your patients?



## The Allure for Patients

### A Few of the Many Benefits

- 24 / 7 direct communication
- Same day or next day appointments
- Little or no wait time
- Longer visits
- Focus on prevention
- Having a physician advocate



## Greater Impact

### Studies Show the Concierge Model Results in

- Significantly reduced inpatient admissions
- Fewer ER and urgent care clinic visits
- Positive impact on health care expenditures
- Better compliance with treatment plans

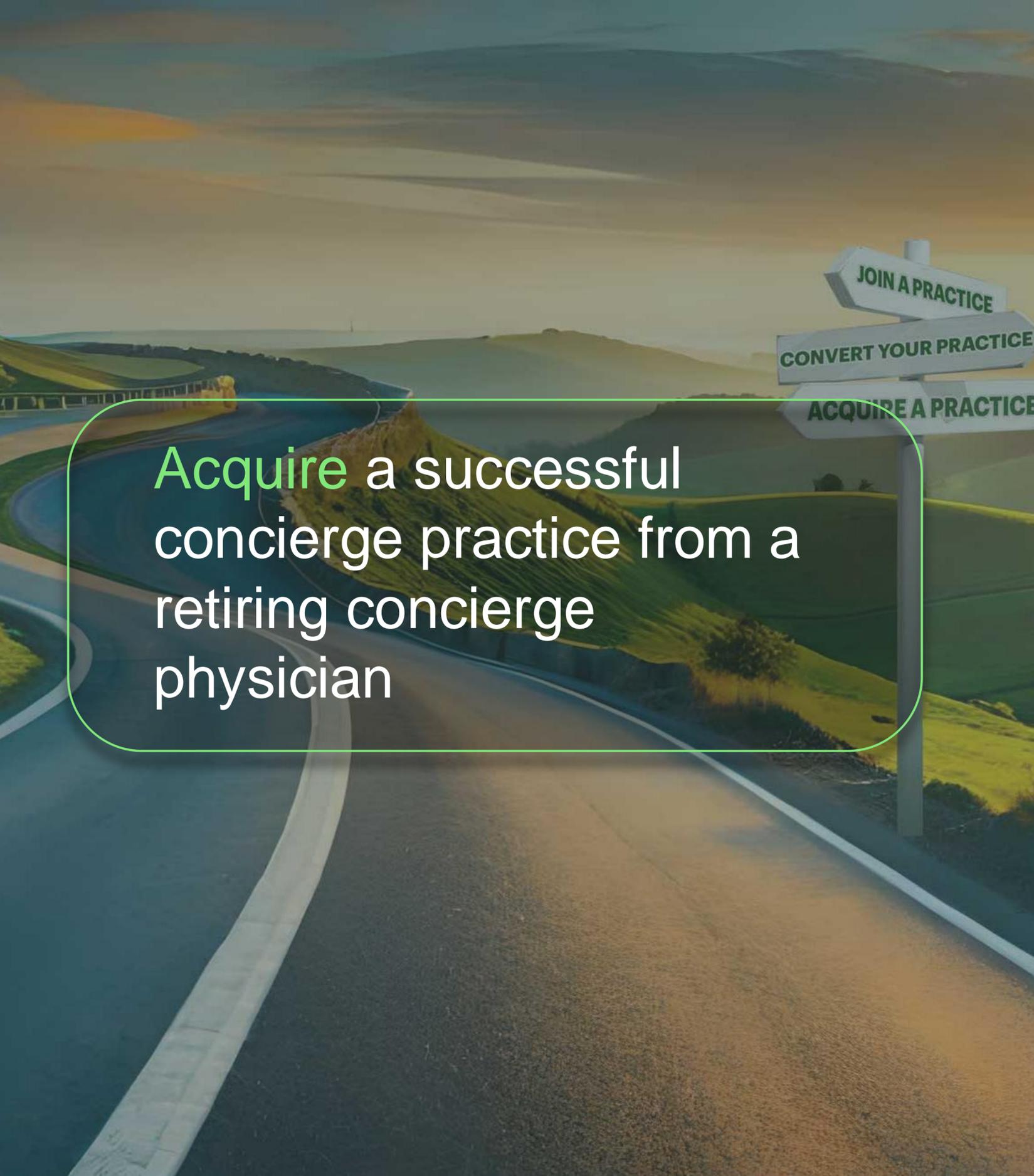


Transition an independent, traditional fee for service practice to **concierge**



## Key Considerations

- Specialty
- Length of time in same location
- Number of patients on your panel
- Patient and market demographics
- Your income history and expectations
- Timing



**Acquire** a successful concierge practice from a retiring concierge physician



## Key Considerations

- Similar to previous considerations
- Financial needs & financing capacity
- Restrictive covenants (if currently employed)
- Location



Join an already successful concierge practice in your market.



## Key Considerations

- Similar to previous considerations
- Practice size
- Employment or buy in opportunity
- Restrictive covenants (if applicable)
- Practice culture and fit
- Location

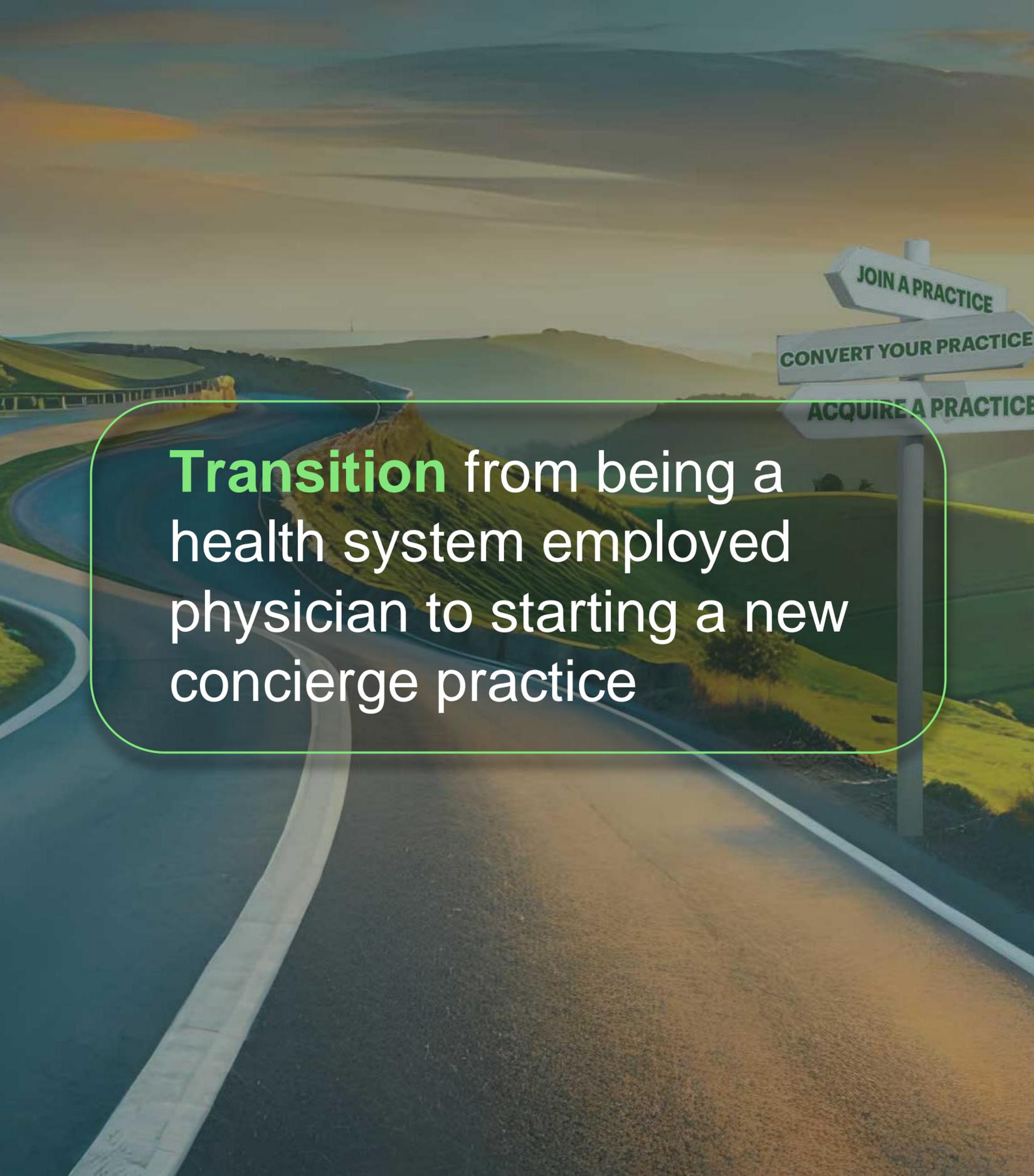
Transition within a  
group practice to **Concierge**

JOIN A PRACTICE  
CONVERT YOUR PRACTICE  
ACQUIRE A PRACTICE



## Key Considerations

- Similar to previous considerations
- Support of the group
- Size of the group
- Capacity to accept patients

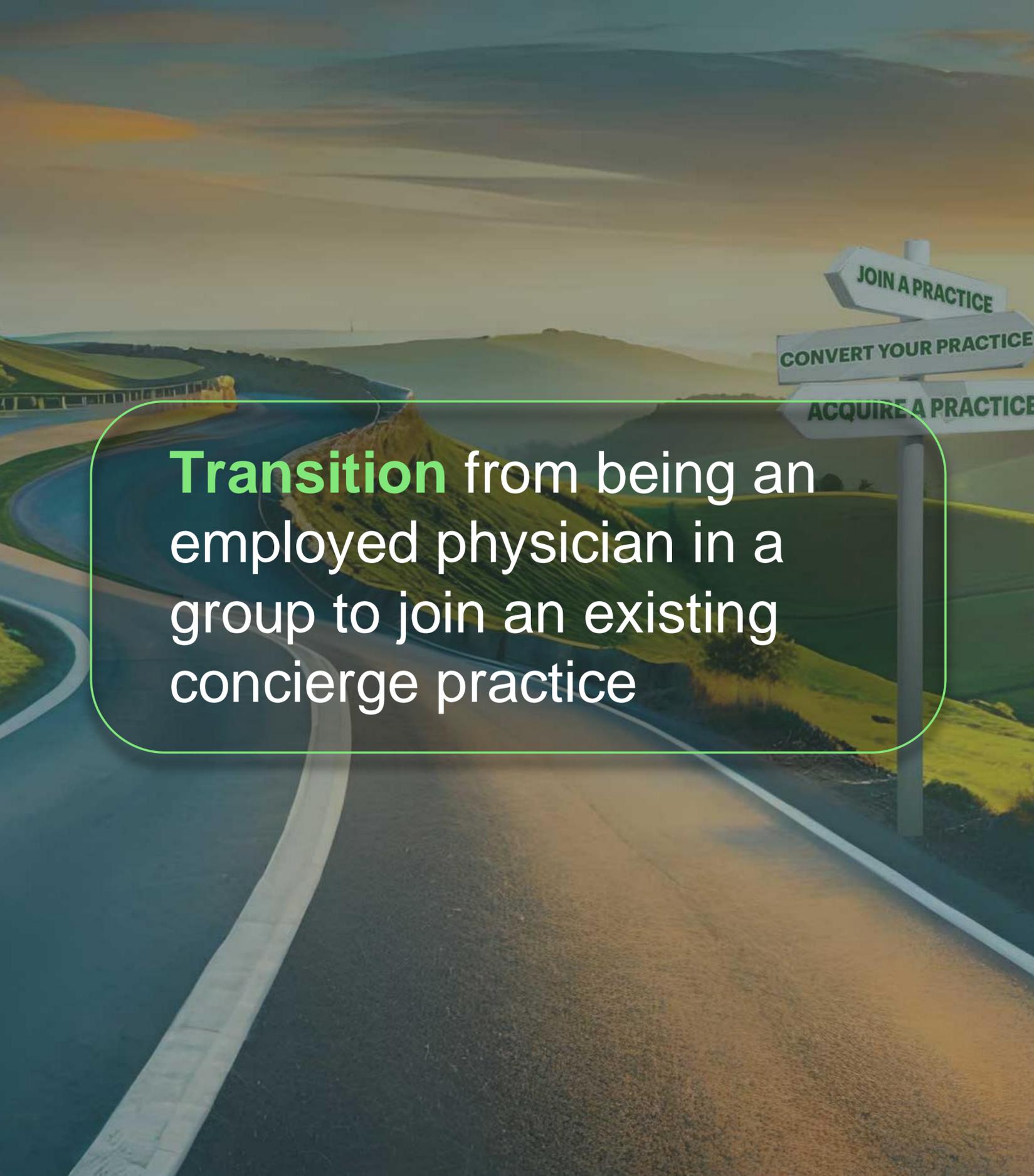


**Transition** from being a health system employed physician to starting a new concierge practice



## Key Considerations

- Similar to previous considerations
- Restrictive covenants
- Capacity to finance new location
- Ability to run the practice
- Hiring staff
- Attracting patient members



**Transition** from being an employed physician in a group to join an existing concierge practice



## Key Considerations

- Size of the practice
- Waiting list?
- Ability to attract patients
- Income expectations
- Restrictive covenants
- Practice culture



**Thank You.**

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