DIRECTOR
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PROGRAM DESCRIPTION
Surveys are consistently demonstrating that neurologists are among the least satisfied and most poorly compensated physicians. The percentage of independent group practice neurologists has been steadily declining, and more than half the available neurology residency slots are unfilled. Despite exciting breakthroughs in medicine that will require the neurologist’s skill, there is expected to be a significant shortfall in the number of physicians available to address the nation’s need.

The purpose of this course is to review essential business methodologies that help to minimize the impact of nonmedical overload that has become a root cause for physicians’ dissatisfaction, while maximizing the neurologist’s opportunity for a productive clinical schedule and appropriate compensation.

Marketing (outreach) strategies, business operations that include efficient workflow and billing concepts, the use of nonphysician providers, comprehensive programs that integrate relevant ancillary services, and legal considerations will be discussed.

LEARNING OBJECTIVES
Upon completion, participants should understand:

– Effective patient recruitment strategies, payer and referring provider relationships, and patient access
– Benefits and best-practice implementation of non-physician providers
– What, when, and how to implement ancillary services
– Legal issues and how to implement an effective compliance program

RECOMMENDED AUDIENCE
Providers and Managers Responsible for Operating a Neurology Practice

CORE COMPETENCIES
Practice-based Learning and Improvement; Systems-based Practice