

Economic Survival in the Era of Healthcare Reform

What You Need to Know
What You Need to Do
How to Do It Before It's Too Late

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Question: Are the Current Models of Orthopedic Practice Threatened?



Recent Orthopedic Demographic Data:

- ✿ 2008 AAOS data- decline in orthopedic surgeons in private practice from 72% to 65%
- ✿ 2009 preliminary data: another 6-8% decline in private practice orthopedists
- ✿ New York times article: from 2005-8 the number of physicians in private practice declined from approx. 67% to 48%.

Current and Anticipated Threats:

- ✿ - Declining reimbursement
- ✿ - Increasing complexity of practice
- ✿ - Unfunded state and federal mandates
- ✿ - Lack of tort reform
- ✿ - Increasing age of workforce
- ✿ - Competition from other models
- ✿ - Expectations of younger surgeons

Anticipated Negative Results of Changes:

- ✿ Decreased physician autonomy and choice of practice setting
- ✿ Decreased patient choice
- ✿ Loss of private practice reimbursement benchmark
- ✿ Declining physician involvement in state and national societies

Potential Physician Responses:

- ✿ GIVE UP
- ✿ GET MAD
- ✿ GET EVEN
- ✿ GET SMARTER

GOALS OF THIS COURSE

- ✿ Inform you of the changes that are here or coming.
- ✿ Provide you with practical information concerning what the best organized practices are using to succeed.
- ✿ Give you a framework with which to make changes to your practice if you so desire
- ✿ Provide information concerning available resources for these changes.

THE FACULTY

- ✿ CEO's from successful groups across the western U.S.
- ✿ Physician group leaders and innovators from California other western states
- ✿ Presenters for innovative products that can directly impact economic success

THE HOPED FOR RESULT:

- ✿ An understanding of what changes are coming.
- ✿ A commitment to meet the challenges based on sound economic principles and innovation.
- ✿ Development of a complete and well-organized resource for the financial information necessary for practice success.
- ✿ The development of a web-based interactive and updatable depository for this information