

CALIFORNIA ORTHOPAEDIC ASSOCIATION APRIL 18, 2010



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**The Action Plan –
Developing a Shared
Vision & Strategic Plan
Implementation Strategy**

Presented by:
Michael J. McCaslin, CPA
Health Care Team



The Action Plan – Developing a Shared Vision & Strategic Plan Implementation Strategy



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ASSESS YOUR ENVIRONMENT

- Hospital/System Actions
- Payer Actions
- Patient Demands & Movement
- What are the Other Physicians Doing?



ASSESS YOUR PRACTICE

- Can We Recruit
- What are our Income Opportunities (Professional Fees, Ancillaries, Management Income, etc.)
- Are We on a Path to Thrive or ???



CHOOSE A COURSE OF ACTION

- Stay as We Are
(Solo, Small Group, etc.)
- Decide to Become a Large
Single-Specialty Group
- Decide to Become part of a
Multi-Specialty Group
- Decide to Become Part of a System



PRACTICE AFFILIATION ISSUES

1. Pre-Integration Process
2. Integration Structures Evaluation
3. Physician Issues
4. Clinical Impact
5. Central Business Office (CBO)/MSO
6. Operating Entity Issues
7. Operations Start-up Issues
8. Post-Merger Issues



CONCLUSION

- Develop a Written Plan



CONCLUSION

- Present and Edit the Plan Amongst a Steering Committee of Physicians



CONCLUSION

- Once Agreement is Reached, Pick the Target Start Date in which Physician Contracts Become Effective, Dollars are Invested, Credentialing Completed and Billing can Occur



CONCLUSION

Then, Don't Look Back!



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**Michael J. McCaslin, CPA
Health Care Team**

**Somerset CPAs, P.C.
3925 River Crossing Parkway
Indianapolis, IN 46240
mmccaslin@somersetcpas.com**

