



Are You Forgetting What Total Enjoyment in Practice is All About?

Listen to what many stressed physicians and surgeons are saying. Do you find yourself focusing on these same energy-sapping difficulties?

Managed Care companies are cutting my income so much that it threatens to downsize my lifestyle and plans for retirement.

My practice costs keep going up.

It's difficult to decide which managed care plans to accept and which to avoid.

My receivables lag too much and look increasingly difficult to collect, especially from argumentative insurance companies.

It often feels like one employee or another has a personal crisis or is causing one in the office.

I need to add income to the practice but don't know how, especially after trying a couple of things which didn't produce results - some of which cost lots of time, some of which cost lots of money.

With the new Medicare policy of presumed guilt and increased penalties for fraud and abuse, I'm afraid a small, unintentional mistake will cost me a lot and may even jeopardize my provider status.

Should I sell to a hospital and possibly lose my shirt since they lose money in managing practices?

Collectively, these issues cause constant low level, periodically spiking, stress.

Plus they take away your time with children, quality time with your spouse, and time for yourself, like playing a little golf, spending time with close friends...and how about time just to read and relax?

Of course the grind gets to you and your natural enthusiasm for your work and your patients wears thin. More energy and regaining enthusiasm would be a wonderful professional revitalization.



Your Next Step to Guaranteed Results and Less Stress

If you would like to learn more, call DoctorsManagement and inquire about the Easy Management System. The number is **1-800-635-4040**.

One of our EMS Program Managers will first ask you a few questions about your practice to see if you qualify. Then if you do, he or she will offer to spend some time consulting with you by phone for free — without obligation. We'll discuss your top concerns, point out others about which you should be concerned, and offer some well-regarded solutions.

You'll then know what you can do, what you must do, and what you should never do.

So unload your headaches and stress. Re-establish your relationship with your wonderful spouse. Enjoy weekends with your kids and revel in their achievements. And have time for hobbies like golf and spending time with friends.

And don't feel like there's a weight on your shoulders everyday.

Call today to find out more about the Easy Management System — the guaranteed system to make your life easier.

DOCTORS MANAGEMENT

Leave the business of medicine to us

10401 Kingston Pike, Knoxville, TN 37922
(865) 531-0176

2631-A NW 41st Street, Gainesville, FL 32606
(352) 373-9140

205 Executive Park, Asheville, NC 28801
(828) 255-8825

www.drsmgmt.com
(800) 635-4040



Stressed Doctors Don't Enjoy Life



But Here's One Easy Way To Fix It.

Introducing DoctorsManagement Easy Management System

Guaranteed To Make Your Life Easier

But How Can I Alleviate Practice Stress?

Management experts can't do it for you. Most have expertise in only one or two areas, so they can't really manage a practice well overall. They may solve one or two problems at best.

Also, most management companies are run by accountants who truly "drive the bus by looking through the rear view mirror." This is why the American business never has an accountant as its CEO. And you shouldn't either.

How about hiring a young MBA out of business school to manage the practice? Well, that doesn't work either. They don't know anything about coding, the thousand details of medicine, or even about managing people. And they certainly have no proven track record.

But there is One Innovative, Easy Answer.

Making Management Easy.

There is one group who has all the expertise and the talent under one roof. And they provide services in such a way that it makes your life **MUCH EASIER!** The group is called **DoctorsManagement**, one of the most quoted authorities in Physician's Management magazine. And the program is appropriately called **The Easy Management System** (EMS for short). You may call it **The Headache**

Delegation Program (because that's exactly what EMS will do for you.)

The Easy Management System Comes in Two Versions:

EMS - Star. DoctorsManagement places their employee manager in the practice to manage everything for you. All you do is practice medicine, yet you retain control over your practice and your profits. No hospitals or Physician Practice Management Companies (PPMCs) will tell you what to do or take your profits. DoctorsManagement takes care of everything - all contracting, employees, collections, and headaches.

EMS -Traditional. Or, you can keep your existing manager in place and DoctorsManagement will manage that person and the practice via ongoing meetings, training, and daily reporting.

Either way, you have no more daily worries. And you needn't spend hours on practice management after finishing with patients. Think of how that would feel! You'll find it's a relationship saver, a sanity saver, a life saver.



Essentially, EMS takes care of your needs for a low, fixed monthly fee:

- *Coding Compliance Management – plan development, monitoring schedule, ongoing training*
- *Personnel Management Program – human resources, employee reviews, physician recruitment*
- *OSHA/CLIA Compliance – inspection, training, administration, fully accredited CLIA/lab staff*
- *HIPAA - What do you really have to do?*
- *Managed Care – contract, evaluation, utilization management analysis, and implementation*
- *Contract Evaluation and Review – employment, purchasing, stockholder, negotiations*
- *Marketing*
- *On-site Seminars – staff and physician training for coding/reimbursement, OSHA, CLIA, HIPAA, interpersonal communications, etc.*
- *Laboratory Services – planning, construction, management of current facilities*
- *Facilities Evaluation and Development – from consultation to on-site project management*
- *Financial Management – accounting, bookkeeping, accounts receivable, collections*
- *Retirement Plan Management – pension plan review, administration*



Literally everything under the sun...or at least, everything you worry about.

So you might as well get a whole group of experienced MBAs, CPAs, CPCs and other experts in the fields working for you.

A Much Bigger Bottom Line

But, of course, the question is one of cost and of benefit. This is not free, but it makes you free. And when you look at the bottom line, you'll notice it's considerably bigger than it was when you managed it by yourself.

But Does EMS Produce?

Absolutely! One family practice increased annual receipts by \$300,000. That's quite extraordinary for a family practice.

An internist brought in DoctorsManagement and, in the first 5 minutes at the practice, DoctorsManagement identified \$50,000 in missed revenues. At another practice, DoctorsManagement caught long-term skimming by the practice manager. They had the embezzler arrested and moved to recover the lost money.



And the one that may be dearest to your heart is the physician who joined the Easy Management System and then, after one month, announced, "This is the way it's supposed to be. All I have to worry about is practicing medicine!"

That's exactly the way you'll feel!

Results are Guaranteed. So is Your Stress Reduction.

Here's another very important note — with EMS your results are guaranteed. It's a simple yet profound assurance.

You don't pay if you don't like DoctorsManagement's work.

You're only responsible for any travel expenses. This is the first time you have ever seen assurance like this. You owe nothing unless you're 100% satisfied.

What this also means is less stress — **guaranteed.** EMS is the only program in the world guaranteed to make your life as a professional easier. Isn't that wonderful?

It is the mark of DoctorsManagement's abilities and confidence.

