

Managing practices since 1956.

One of the most highly quoted authorities in *Physician Management*, DoctorsManagement has been providing complete management services to physicians, medical practices, dental practices, and healthcare organizations since 1956. Our exceptional staff includes MBAs, CPAs, attorneys, registered nurses, published authors, and national speakers with over a millennium of combined experience. Our experience, innovation, and guaranteed results will provide a vast wealth of benefits to your practice, including increased profits, higher level of employee morale, reduced stress, and enhanced patient satisfaction.

Rediscover the joy of practicing medicine – and only medicine.

You spent years of education and training to become a doctor, not an administrator. Let DoctorsManagement take care of your business, so you can focus on medicine, on your patients, on your life. Call us today for your free consultation, and discover how DoctorsManagement can help you enjoy being a doctor again.



D O C T O R S
M A N A G E M E N T

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

How would
you like

to be a
doctor again?

And leave the
business of
medicine to us.

Success through complete practice management

- Easy Management System
- Survey of Practice
- Financial Management
- Personnel Management Program
- Laboratory Services
- Interpersonal Communications
- Seminars and Workshops

Guidance for government regulations

- Coding Optimization and Revenue Enhancement (CORE)
- Coding Compliance Management
- Contract Evaluation and Review
- OSHA/CLIA Compliance
- HIPAA Compliance
- Managed Care Quality and Utilization Management
- Insurance and EOB Processing
- Evaluation of Audit Potential

Maximizing your practice assets

- Acquisitions and Mergers
- Association Development and Management
- Business Development
- Facilities Evaluation and Development
- Provider Network Development
- Valuation of Practice
- Practice Start-up

D O C T O R S
M A N A G E M E N T

Leave the business of medicine to us

You do solemnly swear, each by whatever he or she holds most sacred

That you will be loyal to the Profession of Medicine and just and generous to its members

That you will lead your lives and practice your art in uprightness and honor

That into whatsoever house you shall enter, it shall be for the good of the sick to the utmost of your power, your holding yourselves far aloof from wrong, from corruption, from the tempting of others to vice

That you will exercise your art solely for the cure of your patients, and will give no drug, perform no operation, for a criminal purpose, even if solicited, far less suggest it

That whatsoever you shall see or hear of the lives of men or women which is not fitting to be spoken, you will keep inviolably secret

These things do you swear. Let each bow the head in sign of acquiescence

And now, if you will be true to this, your oath, may prosperity and good repute be ever yours; the opposite, if you shall prove yourselves forsworn.

“The Hippocratic Oath is one sworn to be upheld by every physician. Nowhere in this oath does it mention administrative tasks, management of staff, operational systems, or any of the other business-type aspects you didn’t spend all those years in school to become mired in.

“For nearly half a century, DoctorsManagement has strived to help physicians nationwide increase and enhance their practices through effective management. Nowhere else will you find such comprehensive services specifically designed to streamline your practice operations, increase efficiency, maximize revenue, improve patient satisfaction, and help you get back to the heart of medicine. Nowhere else will you find such services completely guaranteed. Nowhere else will you find a team of experienced, qualified professionals dedicated to one single purpose – to take care of the business of medicine, so you can get back to your life of medicine.”

–Paul King, President

In virtually every state across America, physicians of all fields and specialties are rediscovering the joy of medicine. They’ve jettisoned the burden of administrative management and now concentrate solely on the work they were meant to do – making people well.

DoctorsManagement has taken on the business aspects of their practices, from contract evaluations to human resources to complete practice management. You retain control of your practice while delegating the day-to-day office systems to others. You become free to concentrate on your life’s work and your life outside of work, as well.

Everything but medicine.

How do we do this? DoctorsManagement combines half a century of service, senior consultants and specialists with over a millennium of combined experience, and state-of-the-art solutions to meet all of your practice management needs.

We do not perform a “quick-fix” act. We do not propose solutions, apply a band-aid, and leave you to fend for yourself. At DoctorsManagement, we provide long-term solutions and create lasting relationships with our clients. With ongoing management, regular site visits, and availability for emergency situations, you can count on us for continuous success.

Guaranteed to make your life easier.

Then, to top it off, we put an ironclad guarantee around it all. If you aren’t satisfied with our results, if we don’t make your office more efficient, if we don’t make your practice more profitable, then you don’t pay for our services. That’s one more way we make your life, and your practice, more manageable.

Survey says...

DoctorsManagement will perform an intensive survey of your practice, evaluating your current operational and management systems. We’ll pinpoint the areas that can be streamlined for efficiency and develop a complete plan to implement the changes that can make your practice hum.



Making practice management easy.

With DoctorsManagement’s unique Easy Management System, you’ll be freed from the administrative, operational constraints that can keep you from your patients. With one convenient monthly payment, you’ll receive comprehensive, results-oriented management services designed for easy integration. You can choose one of two options:

EMS Star Program – An experienced, highly trained DoctorsManagement Practice Manager will be placed in your practice to manage all of your operations. You retain control; we take care of the details.

EMS Traditional Program – DoctorsManagement will extensively train your new or existing manager and staff. Then we’ll continue to provide management through ongoing meetings, support, and daily reporting.

In addition to our Easy Management System, we offer individual services such as:

School of Medical Practice Management – 12-month certification program, intensive and entertaining education and training, alumni continuing-education program for ongoing success

Financial Management – accounting, bookkeeping, accounts receivable and collections, personal financial and retirement planning

Personnel Management Program – governmental compliance, personnel policies, staff development, human resources management, physician recruitment

Laboratory Services – planning, construction, and supervision of in-house laboratory; evaluation and management of current facilities; CLIA compliance

Interpersonal Communications – identification of staff behavioral styles, in-service training for improved interoffice and patient communications

Seminars and Workshops – on-site staff and physician training covering coding, reimbursement, OSHA, HIPAA, CLIA, managed care, and other important topics

We take care of the paperwork, so you can take care of people.

DoctorsManagement provides a wide range of services to make sure your office meets current governmental and regulatory requirements. Continual and strict adherence to mandated guidelines will ensure seamless administration of technical services and higher levels of patient care.

With DoctorsManagement’s coding services, you’ll know that coding and reimbursement specifications are not only being satisfied but ethically optimized for enhanced practice revenue. Our medical and legal specialists can also review your managed care contracts and insurance claims, provide audit analysis and representation and ensure on-site compliance with OSHA, HIPAA and CLIA regulations.

Coding Optimization and Revenue Enhancement (CORE) – on-site Coding Specialists, analysis, reports, continuous management and support services

Coding Compliance Management – compliance plan development, problem records, monitoring schedule, training and continuous reassessment

Contract Evaluation and Review – managed care, employment agreement, purchasing, stockholder, and other contracts; contractual negotiations

OSHA/CLIA Compliance – on-site inspection, training, program administration, quality assurance, fully accredited CLIA/laboratory staff

HIPAA – Compliance requirements, Gap Analysis, training, ongoing support

Managed Care Quality and Utilization Management – assessment, analysis, and implementation recommendations

Insurance and EOB processing – preparation, review, and processing of claims; CPT/ICD-9 Code lists, Superbills and Chargesheets, EOB analysis; staff and physician training

Evaluation of Audit Potential – random chart review through EOB analysis

Helping your practice reach its full potential.

DoctorsManagement doesn’t just make sure your office runs smoothly – we go above and beyond to help your practice reach its maximum potential. By helping your practice grow, we can help solidify your position in your community as an exceptional provider.

Our goal isn’t just to help you succeed now, but for years to come. Whether you need to break ground on a new practice, expand your existing office, or are contemplating offers to sell your practice, DoctorsManagement will handle all of your needs to ensure maximum results.

Acquisitions and Mergers – planning, negotiation, and execution of acquisitions and mergers; arbitration with lending institutions for practices, land, building, and facilities

Association Development and Management – formation of IPAs, PHOs, MSOs; management leadership and direction; recruitment; marketing; member services

Business Development – solo practice, partnerships, expense-sharing, professional corporations, limited liability companies, operational procedures, practice changes or dissolutions

Facilities Evaluation and Development – comprehensive nine-step program includes initial consultation, marketplace assessment, site evaluation and acquisition, architectural and engineering supervision, ownership structuring, financial arrangements, contractor selection, and on-site project management

Provider Network Development – education for use, value, and methods of provider network creation; developmental support service

Valuation of Practice – evaluation of practice net worth, buy-ins, buy-outs, sales negotiations, litigation

Practice Start-up – from consulting assistance to a finished turnkey practice ready to greet and treat patients.

