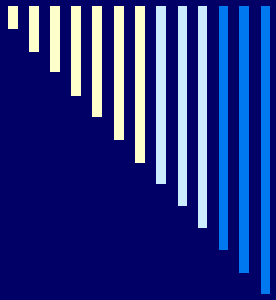


**PRACTICE
EFFICIENCY =
PRACTICE PROFIT**

VIC MILLER

VITAL SIGNS, LLC

WILLIAMSBURG, VA 23188

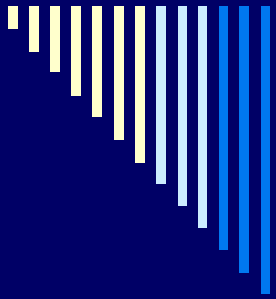


WHY STRESS EFFICIENCY???

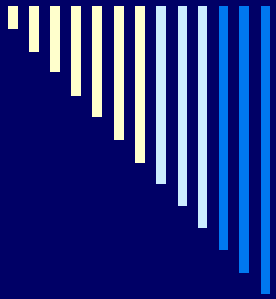


THIS MAY HAPPEN.....

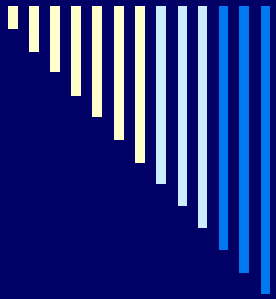
- DOCTORS ARE RANKED AGAINST EACH OTHER BASED ON HOW MUCH THEY COST MEDICARE
 - MEDICARE PAYMENTS WILL BE AUTOMATICALLY CUT **5%** TO ANYONE WHO FALLS IN THE 90TH PERCENTILE – APPLIES TO ONE OUT OF EVERY 10 MD'S
-



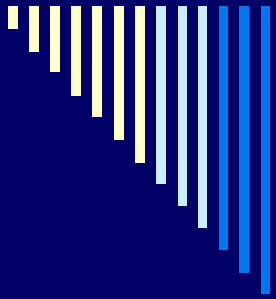
- CUTS WILL BE BASED ON ORDERING TOO MANY TESTS / TOO MANY DRUGS / PERFORMING TOO MANY PROCEDURES – **REGARDLESS OF GOOD OUTCOMES**
- G.P.'S TO SEE **6% - 8% HIGHER PAYMENTS**



- **CUT 11% FROM CARDIOLOGY**
- **CUT 19% FROM RADIATION ONCOLOGY**
- **CUT 42% ECHOCARDIOGRAMS**
- **CUT 24% CATHETERIZATIONS**

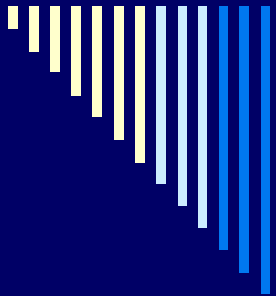


- **CUT 44% ANTITUMOR RADIATION THERAPY**
- **“EACH YEAR THE SEC. OF HEALTH & HUMAN SERVICES IS DIRECTED TO SEEK OUT HIGH USE RVU’S AND CUT”**



□ **“IT IS PERFECTLY INSANE TO SUPPORT ONE TYPE OF DOCTOR BY PUNISHING OTHERS ON A FLAWED THEORY ABOUT COST CONTROL.”**

□ **WSJ – 10/6/09**



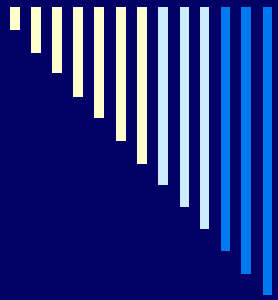
REACTION??????????

**WHAT IS YOUR
PRACTICE DOING
TO.....**

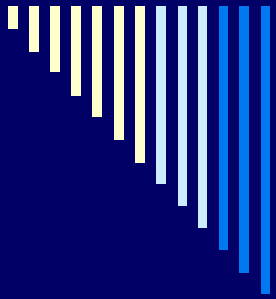
***REDUCE COSTS**

***INCREASE PROFITS**

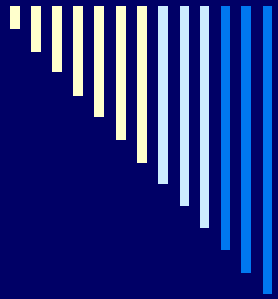
?????



**EMBRACE
CHANGE FOR
EFFICIENCY &
PROFIT**



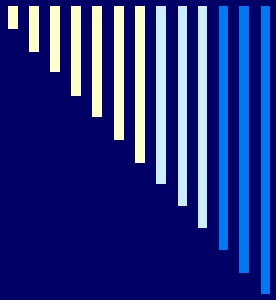
**□ HERE ARE SOME WISE
WORDS TO MANAGE A
PRACTICE.....**



**PEOPLE
RESPECT WHAT
YOU INSPECT!**



**IF YOU CAN NOT
MEASURE IT...
YOU CAN NOT MANAGE
IT!!!!!!**

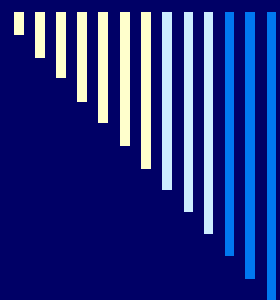


**KNOW YOUR
DATA...**



WEEKLY / MONTHLY / QUARTERLY

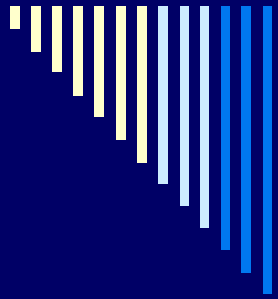
- CASH FLOW
- EXPENSES
- ACCOUNTS RECEIVABLE
- PRODUCTIVITY BY DEPARTMENT
 - MD
 - NP
 - LAB
 - OTHER



PRACTICE \$\$\$\$

ESCAPING??

GROWING??



ESCAPES..

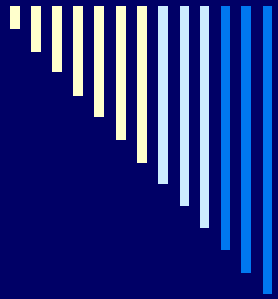
TO

VENDORS

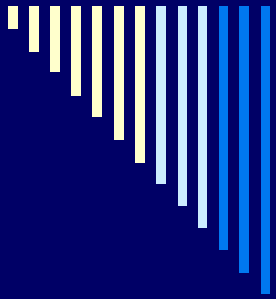


CONDUCT A VENDOR SURVEY

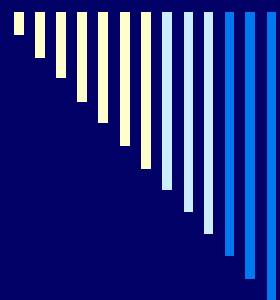
- PRICING
- QUANTITY
- TERMS
- QUALITY
- BUYING PATTERNS
- CONSOLIDATED PURCHASING?



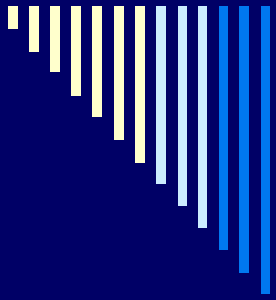
REVIEW CONSUMPTION OF...



ALL PAPER PRODUCTS
ALL PRINTED ITEMS
MEDICAL SUPPLIES

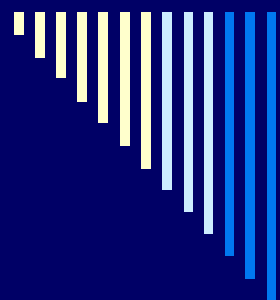


**PAY ALL BILLS
WITH
“POINTS” CREDIT
CARD**



RENEGOTIATE

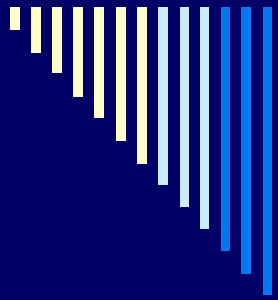
OFFICE LEASE



PRACTICE \$\$\$

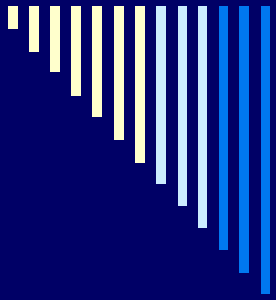
GROWING

IDEAS.....

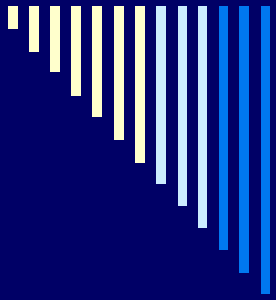


**TWO MORE
PATIENTS A
DAY!!!!**

ONE A.M. – ONE P.M.



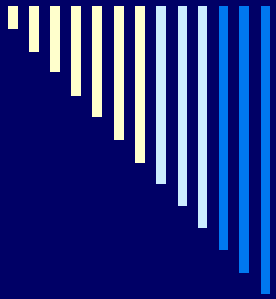
**AVERAGE \$100.00
PAID PER PATIENT**



$$2 \times \$100 = \$200 \text{ (DAY)}$$

$$\$200 \times 5 = \$1000 \text{ (WK)}$$

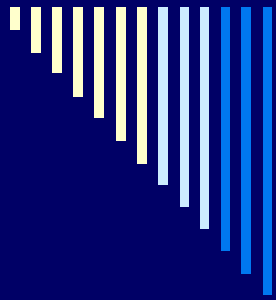
$$\$200 \times 4.3 = \$4300 \text{ (MO)}$$



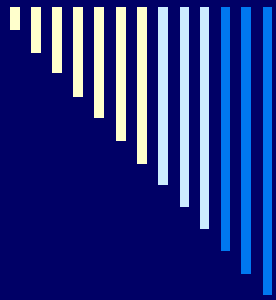
225 DAYS X 200 =

\$45,000

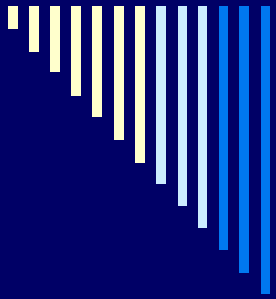
PER PROVIDER



**4 PROVIDER
PRACTICE =
\$180,000.00
PER YEAR – CASH!!**

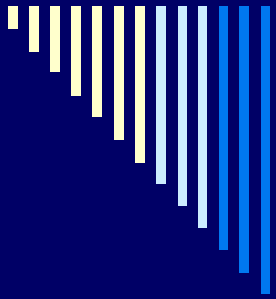


- **WHAT ABOUT SATURDAY???**
- **WHAT ABOUT STARTING $\frac{1}{2}$ HOUR EARLIER**
- **WHAT ABOUT ENDING $\frac{1}{2}$ HOUR LATER**



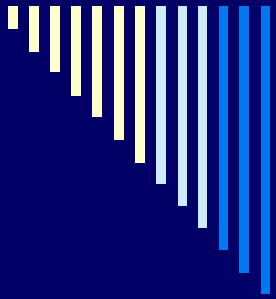
**WHAT ABOUT EACH
PROVIDER GIVING UP
5-DAYS OF VACATION
TIME?**

THREE DAYS?

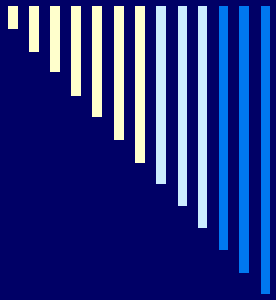


**WHAT ABOUT ADDING ONE
OR MORE EXAM ROOMS –**

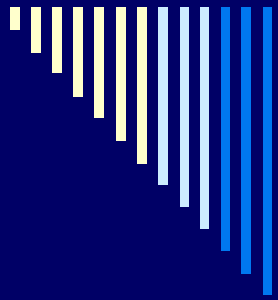
**CONSOLIDATE MD'S
OFFICES**



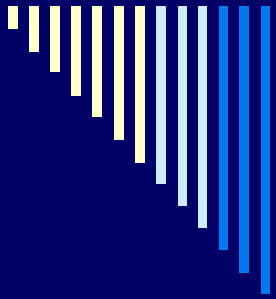
- **HIRE ANOTHER MID-LEVEL PROVIDER**
- **OPEN / CLOSE SATELLITE OFFICE**
- **MERGE**
- **HIRE ANOTHER MD**



\$TAFF

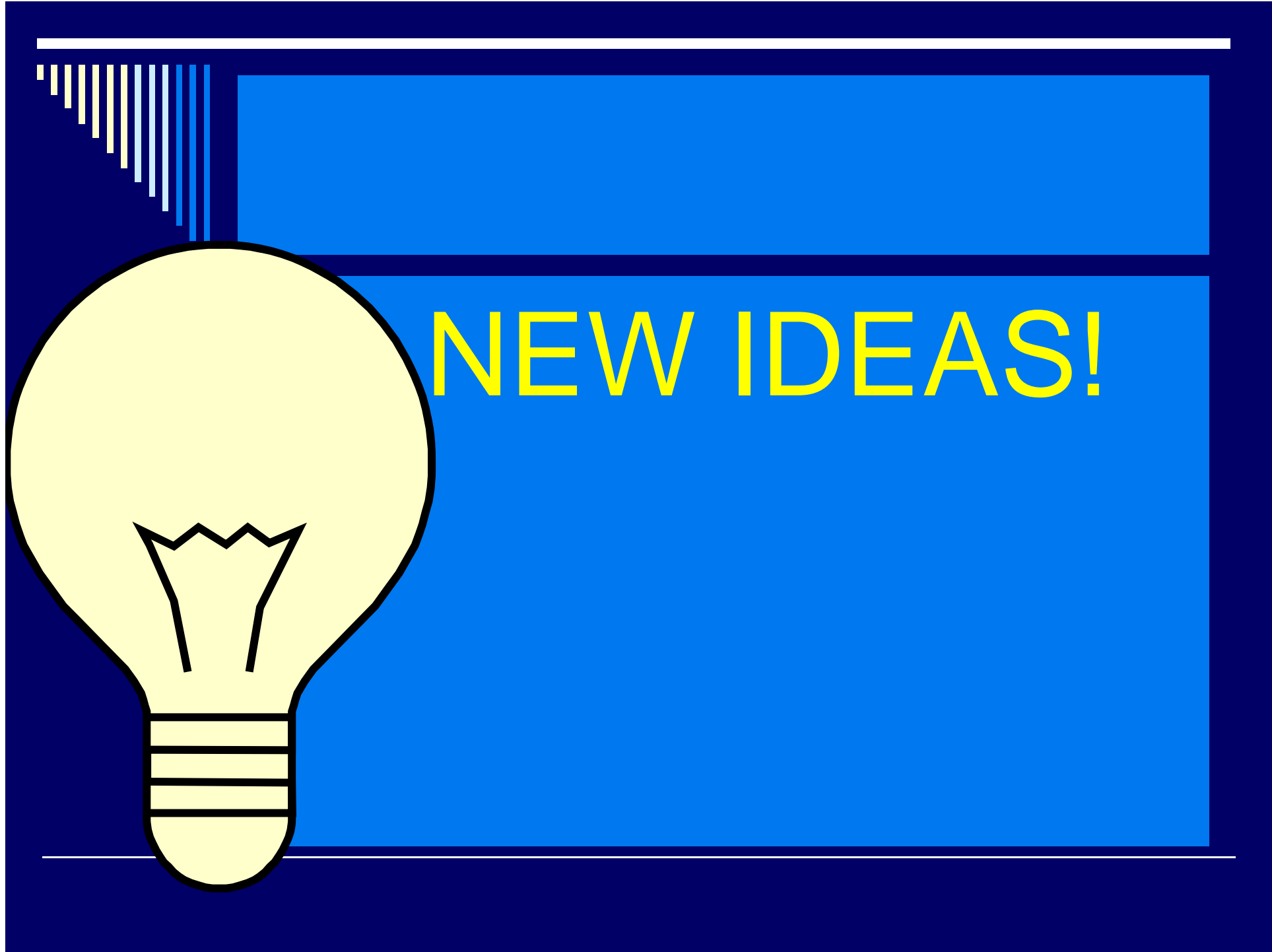


SINGLE LARGEST COST CENTER

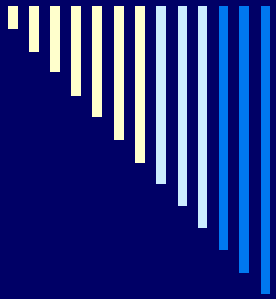


IMPORTANT KEY TO A PROFITABLE
PRACTICE IS....

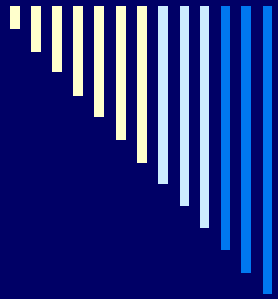
A MOTIVATED STAFF



NEW IDEAS!



**#1 REASON FOR LOST
STAFF
PRODUCTIVITY
IS.....**



**NOT BEING READY FOR
WORK AT THE
APPOINTED TIME.....**

**LOST MINUTES IN THE A.M. / P.M. ADD
UP TO LOST HOURS OF
PRODUCTIVITY**



EMPLOYEE TIME

- **ON TIME?**
 - **START**
 - **LUNCH**
 - **END OF DAY**

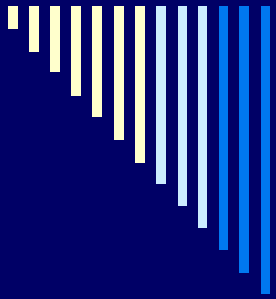
 - **OVERTIME ABUSE**

 - **EXCESS TIME OFF**
-



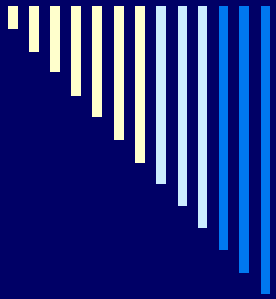
PERSONAL

- EMAIL
 - TEXTING
 - TWEETING
 - INTERNET
 - PHONE CALLS
-



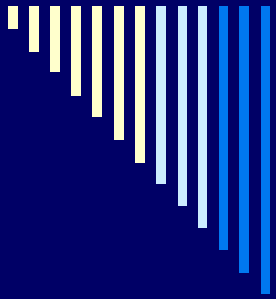
**PAY BONUS IN LIEU OF
RAISE**

**INCREASE CROSS
TRAINING**



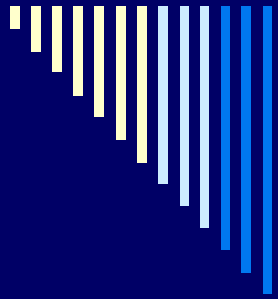
REWARD FOR COST REDUCTION IDEAS

**(USE CREDIT
CARD POINTS)**



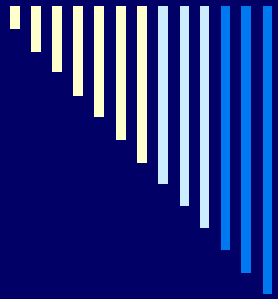
**MORNING
AFTERNOON HUDDLE
(PROMOTE ON TIME)**

WALK AROUND –



**FOUND MONEY
WHERE IS IT?**

**NO PATIENT
REQUIRED!**



ACCOUNTS RECEIVABLE

**NEED TO GET \$\$ OFF THE
BOOKS AND IN THE
BANK!!!!**

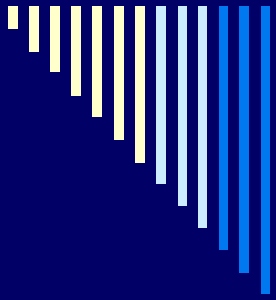


PLAN TO.....

REVIEW

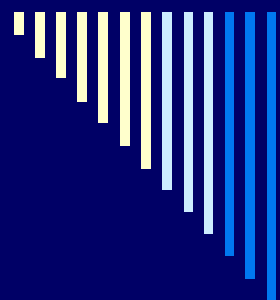
**ACCOUNTS
RECEIVABLE**

EVERY TWO WEEKS



**SET CO/PAY &
DEDUCTIBLE
COLLECTION
RATE AT**

>95%

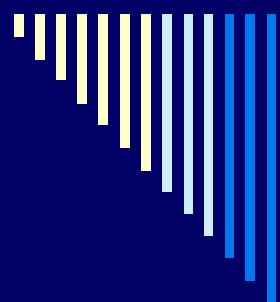


CASH FLOW GOALS -

WEEKLY

MONTHLY

QUARTERLY



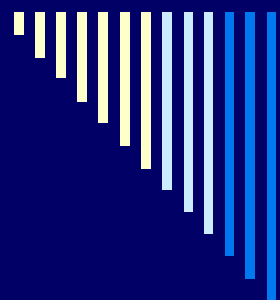
OTHER A/R TRACKING HINTS

3RD PARTY

REJECTED CLAIMS

ADJUSTMENTS

COLLECTION AGENCY



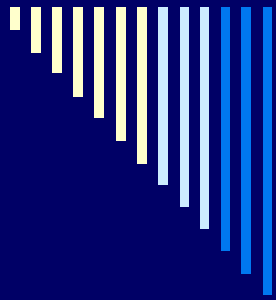
SUMMARY

VENDOR

MD PRODUCTIVITY

STAFF

COLLECTIONS

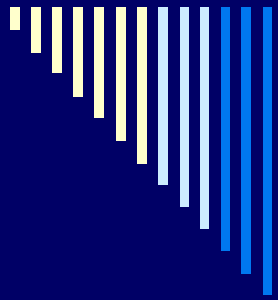


ENJOY YOUR NEW FOUND

**PRACTICE
EFFICIENCY**

AND

PRACTICE PROFIT!!!!



THANK YOU!!!!

VIC MILLER

VITAL SIGNS, LLC

107 ABERDEEN

WILLIAMSBURG, VA 23188

757-876-3208
