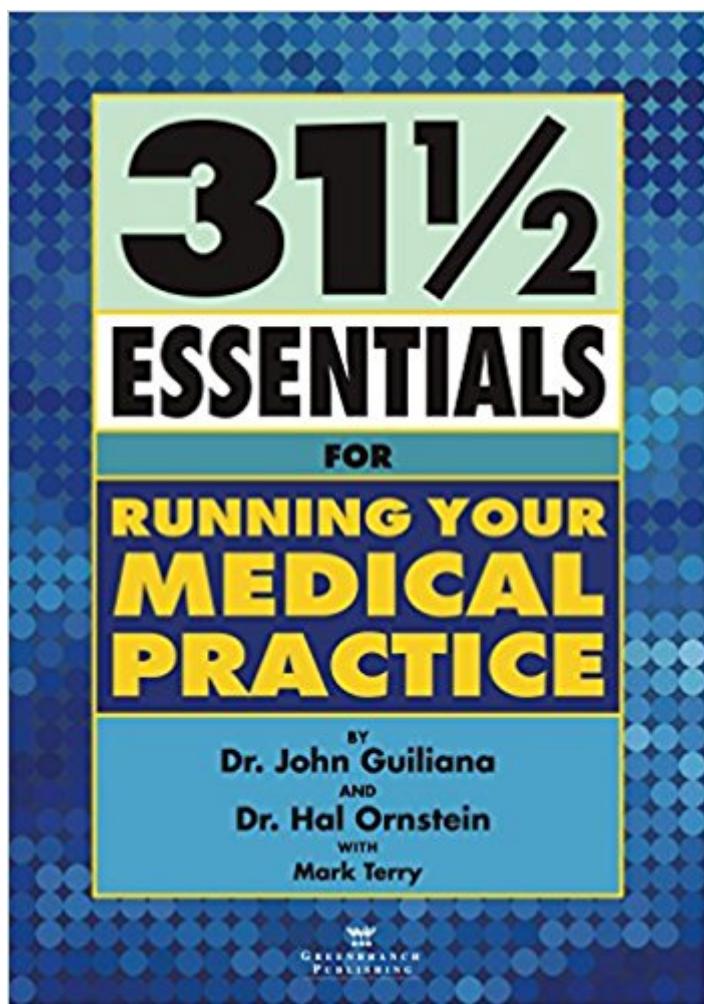


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# 31 1/2 Essentials For Running Your Medical Practice



## Synopsis

Is there formula for running a practice that focuses on healing while still letting you enjoy robust profitability and a personal life, too? Yes! In fact, there are 31 essentials concrete solutions that have been tested, refined and proven to make a difference by highly successful practices. Now, with 31 1/2 Essentials for Running Your Medical Practice You can start using these same ideas to streamline your own practice, contain costs, defuse conflicts, boost reimbursement and increase physician, staff and patient satisfaction. Drawing on nearly 50 years of combined experience consulting with and running highly successful private practices, the authors map out practical, turnkey solutions to the harsh realities facing medical, dental, and all healthcare practices, including: tough competition, patient expectations, shrinking reimbursement, litigation, malpractice insurance costs, complex regulations, high rents, soaring utilities, and other challenges.

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Office Design: How successful practices integrate efficiency, storage and dÃƒÂ©cor 27. Dealing with Stress: How to make sure your job doesn't kill you. 28. Effective Patient Scheduling: Tips on managing your caseload. 29. Collections: Tips for dealing with delinquent accounts. 30. Dealing with Difficult Patients: Communication and other tactics for defusing difficult situations 31. Balancing Your Personal and Professional Lives: Enjoying good business and good off hours, too. BONUS for the 31 1/2 essential! Enjoy new control of your practice, profits, people ... and life. Real-world success pearls that work for any healthcare practice.

## **Book Information**

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## **Customer Reviews**

would recommend it, nice tips, fun to read, has humor, works well as adjunct to running a practice, essential chapters

As a Financial Advisor and a Business Consultant to health care professionals, I've witnessed over the years that most wellness practices struggle to "balance" all of the necessary components to

running an efficient (and hopefully, successful) practice. Although this exceptional book is directed to "physicians" - the vast majority of it applies to any wellness practitioner, including holistic / alternative health providers. Whether you have a wellness practice that's growing so fast you're losing control - or a practice that's struggling with patients and profitability - "31, 1/2 Essentials" shows you (among other tips) proven tactics for... - choosing office location- the business plan- marketing your practice- your office manual- controlling overhead- time management- improving practice revenues and patient satisfaction- managing the phones- streamlining workflow- hiring and retaining dedicated staff- leadership skills. This superb book, in my opinion, helps busy practitioners go a long way towards building a great practice. It also gives specific "action steps" that can be implemented immediately, to get health professionals exactly what they need. In my view, a copy of this book should be given to every graduating wellness professional. A "must read" book - a full 5-STAR rating. Sincerely, Peter Arnold, CLU, CFC / FounderAcademyGroupOnline.com / Canada

Reading lots of books about practice management, this by far provided some of the greatest insight in a manner that was easily understandable, and as importantly described in a way that allowed action to be taken immediately. It covered many different aspects of efficiently and effectively running a medical practice ranging from management to marketing, and much more. As President/CEO of a company that works with medical practices all over the Country, I recommend this book to all my clients and do so for all practitioners, new and established alike. The information provided is invaluable. Chad SchwarzPresident/CEOIntegrated MedReps, LLC[...]

On the same evening I received the book in the mail, I was excited to start reading it. It offers a fresh, no nonsense approach to running an efficient and effective practice. I've attended many lectures given by the authors concerning meeting and exceeding our patient's needs and succeeding in today's practice environment. I think the "31 1/2 Essentials" is a great format for getting the point across. I like the style in which it's written and I am already enjoying it. The book will be of great benefit to new and seasoned practitioners alike. Bruce G. Blank, DPM, FACFAOMPresident, Achilles Foot and Ankle Surgery, PCMartins Ferry, OH

This book covers important business information that is not taught in medical school. This book shows you how to improve your practice efficiency, and therefore, your quality of life. Every physician should read this book to improve work-flow and their work life, even if they don't own their own practice. This practice manual is concise, easy to read and highly actionable. I believe it will

improve the functioning of any type of practice.John DeLuca, MD

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