

Marketing your Clinical Practice

Ethically • Effectively • Economically



Marketing Your Clinical Practice Ethically Effectively Economically

Sally J. Reel, Ivo Luc Abraham

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Foad Nahai has been hailed as a masterpiece since its inception Reviews have been universally laudatory and residents and experienced practitioners alike have embraced this work as the ultimate resource on all things aesthetic Now this landmark work has been totally revised and updated with over 40 new chapters many with new authors and every chapter has been revised to reflect the latest trends techniques and information This three volume set also includes seven DVDs with 24 operative videos Comprehensive Coverage 93 chapters in three volumes cover the full range of cosmetic medical treatments and aesthetic operations Topics include Hair transplantation and brow lift Eyelid surgery Laser resurfacing and chemical peels Tissue fillers and fat grafting Rhytidectomy and face and neck lift Facial implants Rhinoplasty and ptoplasty Lip rejuvenation Breast augmentation reduction and mastoplexy Surgical noninvasive and minimally invasive body contouring Liposuction To address the modern physician s need for business acumen as well as surgical skill three chapters focus on practice management ranging from practice model options staff and financial management marketing and communications and legal issues World Renowned Authors Dr Foad Nahai is an acknowledged leader in aesthetic surgery He has personally written a third of the chapters for this three volume work His contributors representing the who s who of aesthetic surgery provide detailed accounts of their techniques for the different operations as well as the planning process so crucial to producing excellent results Help with Decision Making Of particular note are the clinical decision making chapters authored by Dr Nahai This invaluable insight provides readers with a unique overview of the various options for each problem along with his preferred solutions Complete with algorithms and case studies this problem solving feature offers the expert guidance necessary to sort through options understand their advantages and limitations and make the best choice for each patient Necessary Anatomy Key chapters introducing each major anatomic region or topic area focus on applied anatomy and provide essential information that the surgeon needs to know to execute these surgical maneuvers safely and effectively Reliable Format This new edition maintains the same features that made the previous edition so popular including beautiful medical illustrations large type for readability and a consistent comprehensive approach The semi atlas format features the applicable images located next to legend text for enhanced clarity The Business Basics of Building and Managing a Healthcare Practice Neil Baum, Marc J. Kahn, 2019-11-20 This book is intended to be a roadmap towards a successful practice for medical students residents fellows and doctors This roadmap focuses on how to build and manage a medical practice and can be applied regardless if the reader is employed joins a small group or if they are a doctor who decides to start their own practice Part I covers the basic business concepts that every physician needs to know Chapters emphasize the benefits that accrue to a physician who understands the basics of business Part II provides a guide for doctors who are beginning a medical practice. The chapters define the various options for doctors employment such as solo practice group practice and academic medicine The section also includes the process of negotiating contracts identifying the advisers who help physicians become successful and secure within their field and practice. The final part emphasizes strategies on how to build

and grow a successful practice by covering topics such as hiring staff employee motivation creating a brand gaining recognition online reputation and presence crisis management integrating new technology and work life balance The Business Basics of Building and Managing a Healthcare Practice serves as a valuable resource that helps doctors make a difference in the lives of their patients as well as help them make good financial decisions The Business of Building and Managing a Healthcare Practice Neil Baum, Marc J. Kahn, Jeffery Daigrepont, 2023-08-31 Building on the foundation of the previous edition this book takes readers to the next level of management of medical practices for the 21st century The road to becoming a physician is not an easy one to travel nor does it become easier once a doctor completes his her training After a long and arduous training process doctors embark on their professional journey and there are major crossroads that are fraught with challenges unknowns and risk The transition to professional practice is daunting and many physicians leave their training unprepared for the business of medicine Even at the peak of their careers sustaining a successful and profitable practice is not easy Opening chapters revisit the basic business concepts that every physician needs to know emphasizing the benefits that accrue to a physician who understands the basics of business from accounting and contracts to managing people and personal finances. The next set of chapters offers a roadmap for doctors who are beginning a medical practice and will include new methods and procedures that have become available since the original edition defining the various options for doctors employment such as solo practice group practice and academic medicine The final chapters emphasize strategies on how to build and grow a successful practice including the use of technology and telemedicine cybersecurity marketing and much more Unfortunately not every doctor has the background training and skills to manage a medical practice The Business of Building and Managing a Healthcare Practice simplifies the process of business management and provides the practicing physician with knowledge to be able to enjoy the business component of his her medical practice Business and Legal Essentials for Nurse Practitioners Sally I. Reel, Ivo Luc Abraham, 2007-01-01 Business and Legal Essentials for Nurse Practitioners fosters a relationship between health business and law The book addresses issues from negotiating an employment contract to establishing an independently owned nurse practitioner practice Each section in increments provides greater detail from a legal standpoint and describes what resources and options are available to the nurse practitioner upon graduation and beyond Written for the student graduate and practicing nurse practitioner Business and Legal Essentials outlines the necessary steps to eventual practice ownership KEY FEATURES Provides an overview of advanced practice including the scope of NP practice and prescriptive authority Covers details involved in owning a practice including advantages and disadvantages identifying various practice needs and the legal issues of reimbursement and credentialing Explains business plans in detail including important information regarding insurance administration support physical space and technology needs Provides a range of information on alternate types of nurse practitioner businesses Describes HIPPA and its effect on the nurse practitioner practice Includes effective marketing

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Journal ,1994 Core Concepts in Advanced Practice Nursing Denise L. Robinson, Cheryl Pope Kish, 2001 Developed specifically for masters level nursing courses this information packed text addresses nearly all core content subjects of the graduate curriculum It contains information on health care policy organization of the health care delivery system health care financing ethics professional role development theoretical foundations of nursing practice human diversity and social issues and health promotion and disease prevention Written by experts each chapter includes an overview of the topic definitions of relevant terms review and history of the literature critical issues priorities for research future directions implications for advanced practice nursing critical thinking activities and suggestions for further learning American Book Publishing Record ,2005

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