

# Progress Report

February 14, 2012

## VIP Physician Resource Center

Connect the Docs, XiMED and Scripps Physician Partners are now all members of the Physician Resource Center -- SD private physician constituents now exceed 1,100. The VIP Physician Resource Center's mission is to **support private practice**.

## Coming Events

1. **Payor Roundtable with Cigna**, Tues, Mar 6 – 12:15 p.m. Vibra Hospital, 2<sup>nd</sup> Floor
2. **Physician Wine & Cheese Mixer** Thurs, Mar 8 – 5:30 p.m., Vision Care & Correction of San Diego, 3969 Fourth Ave #301, San Diego 92103
1. **Marketing Your Practice** Wed, Mar 21, 5:30 p.m, Scripps Mercy Hospital, Solarium  
*Please RSVP for these events – 619-260-7245*

## Hire for Service Instincts

*"It's easier to teach procedures than service; find customer-focused people and reward them"* is one of the pearls shared by Kevin Sullivan in his seminar **"9 Lessons for Improved Satisfaction of Physicians, Staff and Patients"**.

## Are your practice expenses under control?

Medical Economics survey asked "Are your expenses under control?" and the results were:

17%	No, they're out of line and I don't know what to do
7%	No, I just pay my share
24%	Yes, I'm attentive to every penny...
33%	Yes, but I don't always keep track...
19%	Well, some are, but big ones like staffing, rent and insurance seem to have a life of their own...

To help our members control expenses, we are developing a *pilot project for a Practice Management Dashboard* which will strengthen implementation of Best Practices.

*Call 619-260-7245 to learn more.*

## CMS Postponed, but...

As widely reported, Medicare reimbursement cuts were postponed by Congress only until the end of Feb and due to snafus implementing the new HCFA 5010 requirements, CMS postponed enforcement until March 31<sup>st</sup>. We'll keep you posted with recommendations.

## Did You Know?

\$570 million in Meaningful Use incentives were paid to physicians and other professionals in 2011. About 30% of physicians registered for Meaningful Use last year.

## Happenings

A new feature on our websites, "*Happenings*" reports community updates as shared by our members on new offices, changes, etc. Let us know about "happenings" in your practice.

[Click here for this month's Happenings](#)

We've enhanced our "*Bulletin Board*" and will be posting job openings that you send us. [Physician Partners Bulletin Board](#) and [VIP Bulletin Board](#)

While there, check your listing in the directory, and send us a photo and your web address. This is a great referral tool.

## Welcome New Members

Physician Partners welcomes its newest members: Drs. Pushpendu Banerjee, Elion Brace, Rowley Busino, Damon Cobb, Shota Gurtch, Mohammad Jamshidi-Nezhad, Francisco Martinez, Jeffrey Morris, Jose Pena, Jeff Ramos, and Mohammed Siddiqi.

619.260.7245

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**Physician Partners mission is to improve patient access  
by increasing the viability of physician practices.**