



MEDICAL PRACTICE

The medical practice industry is a single or multi-doctor owned business that provides goods and services to treat patients with curative, preventive, rehabilitative, and palliative care.



CAPTRUST Experience

Clients at a Glance

Clients - 75
 AUM - \$6.0 billion
 Plans / Pools - 106
 Plan / Pool Types - DC (80), DB (13), NQ (8), OAP (3), E/F (2)
 Top Providers - Empower (13), Fidelity (12), Transamerica (12), Principal (7), Schwab (7), FreedomOne (6)

Experienced Advisors

- Mike Blair (3)
- Mark Davis (4)
- John Griffith (4)
- Todd Jones (3)
- John Martin (3)
- Bill Paxton (5)
- Jon Strickland (3)
- Jimmy Talton (3)

Industry Background

Points of Interest

- Facing rising costs, a growing number of practices are selling to hospitals, fewer than half of all physicians have an ownership stake in their practice
- 78% of physicians sometimes, often, or always experience feelings of stress and burnout
- 53 % of practices plan to expand their telemedicine programs

Common Terms

- Affordable Care Act
- Family medicine
- Group practice
- Health Maintenance Organization (HMO)
- Independent Physician Association (IPA)
- Nurse practitioner
- Patient care
- Physician group
- Practice
- Staff

External Resources

- American Medical Group Association
www.amga.org
- Association of American Physicians and Surgeons
www.aapsonline.org
- Medical Group Management Association
www.mgma.com
- Medical Practice Insider
www.medicalpracticeinsider.com
- Physician Practice Trends
www.physiciansfoundation.org



For the Challenger

Clients Outcomes

- Added BluePrint Pro and executive planning services
- Reduced plan leakage and in-service rollouts
- Added auto features and QDIA
- Streamlined investments and changed administrators
- Consolidated investments for a tighter lineup.
- Changed the fee policy to a more appropriate per head arrangement
- Added PAS which has been tremendously received

Challenges

Corporate

- Fending off forced acquisitions
- Recruiting and retaining talent
- Debate on operating as for-profit vs non-profit
- Succession planning for aging physicians
- Keeping costs down
- Lower reimbursements
- Regulatory and healthcare reform

Retirement

- Designing plans that meet the needs of physicians and staff
- Complex profit-sharing calculations
- Plan design
- Scheduling committee meetings
- Merging plans after acquisitions
- Participant retirement readiness

Notes