

WEISS + REARDON & COMPANY, P.C.

OUR MEDICAL PRACTICE FIXED PRICE ARRANGEMENT (FPA) OVERVIEW

GROWING YOUR PRACTICE AND YOUR FINANCIAL SECURITY

Statistics affirm that 7 out of 10 practices fail to achieve their potential!

Efficient operations and sustainable practice profitability results from a deliberate and careful plan, that is then implemented, reviewed, and regularly updated. The key is utilizing specialists who are trained to know and understand the business of medicine, with a proven track record and demonstrated success.

Sustainable profit and real practice growth is a process, not an event – the gradual accumulation of many successfully coordinated and implemented initiatives, both large and small.

We are continually updating our analytical and management planning processes to help you, to not only survive, but to prosper.

The business of health care is unlike any other business. The need to balance quality care with the personal quality of life and adequacy of compensation for each stakeholder and your practice's key people in a highly litigious and intensely regulated atmosphere makes the practice of health care unique.

Each practice specialty and sub-specialty has its own unique and special needs. What's more, we understand that each has its own unique and special attributes depending upon the career path and professional life-stage at which each practice stakeholder finds himself or herself.

Accordingly, we have customized our core services to meet those needs. We offer a host of highly specialized services from which you may choose PRN.

We have a process that allows you to tailor the services you want to meet your current practice needs. Thus you pay for only what you need and nothing more until you want or need it. We have the resources specific to your practice and that enable us to be *"the bridge to your success"*.

FOUR ENTITIES ORGANIZED "AT THE READY" TO MEET YOUR CHANGING PRACTICE NEEDS COMPRISE **THE REARDON GROUP**

1. *Weiss + Reardon & Company, P.C. (W+R)* – Our licensed accounting firm with a tradition of quality service for over 50 years organized and specialized to address your unique accounting and financial reporting needs. Our tax practice is concentrated in "health care".
2. *Reardon Consulting, Inc. (RC)* – Our independent consulting firm with specialized talent in the healthcare arena to complement our sister accounting firm and to help you to enhance your practice investment.

3. ***The Reardon Group Financial Services (TRG-FS)*** – Offering banking, lending, mortgage, and personal financial services, exclusively to our clients.
4. ***Valuation Advisors (VA)*** – Offering credentialed valuation services for regulatory reasonableness opinions, joint venture arrangements, buy/sell arrangements, mergers and acquisitions, OIG compliance, hospital physician contracting and physician-to-physician arrangements.

FIVE CUSTOMIZED LEVELS OF BUSINESS SERVICE

When you qualify as one of our *preferred clients*, we 100-percent guarantee your satisfaction with our services or you pay nothing for them! That is how confident we are in our ability to meet or exceed your expectations. We maintain our own independent quality reviewers. This is in addition to our own peer review program for continual improvement.

BASIC SERVICE: IRS RECORDKEEPING COMPLIANCE PROGRAM

***Basic service* includes what every business owner requires to meet the minimum IRS Record Keeping Compliance Requirements.**

BASIC SERVICE +PLUS: OUR BASIC SERVICE WITH ACCOUNT/CODING COMPLIANCE REVIEW

For the ***basic service +plus***, we **augment the basic service** going beyond providing basic data input services and the basic government requirements for record keeping and reporting of historical information. We augment your basic services by enhancing your assigned coding to enable us to upload your data and conform it to the Medical Group Management Association (MGMA) suggested Chart of Accounts to enable you to obtain your optional Statement of Revenues and Expenses in a manner that allows you to benchmark your practice with published medical data.

INTERMEDIATE SERVICE: MANAGEMENT ACCOUNTING

For ***intermediate service***, we **include all the basic+plus level services**, meaning that we do even more than help you with your bookkeeping and coding regime. We enhance the data collected and give you the core management tools you need. We develop, monitor, and prepare our own unique customized practice management report cards (**MRC's**) that apply to the critical areas of your practice and includes your accounts receivable analysis. **“What you can measure, you can manage”**.

ADMINISTRATION SERVICE: PRACTICE MANAGEMENT ASSISTANCE

For ***administration service***, we **enhance our intermediate level MRC process** to help you develop a working model profit plan.

We meet with you each quarter to work through these valuable management tools to get better control of your practice. We proactively help you interpret your profit plan.

The services under this program deliver custom tailored analyses and services designed to focus upon your practice's ***value drivers***.

Under this program we provide you with a “free” telephone hotline so that you can access our health care team for financial and operational issues relating to your business transactions. We want you to call us.

PRACTICE MANAGEMENT SERVICE: YOUR PERSONAL MANAGEMENT TEAM

At the *practice management service level*, our team performs much like the executive management team of advisors to a large company – the type of high-level professional capability that small and medium-sized practices simply could not otherwise afford.

We intend to help you make your practice even more profitable and therefore more valuable to you and perhaps even more importantly, to your associates and potential successors.

You will have unlimited free telephone consulting privileges. None of your competitors can recruit, hire and retain any individual without the cost of a recruiter, and you cannot hire *any* employee with comparable credentials who will give you our guarantee – “***If you are not completely satisfied with your choice in us and the value we add to your practice, - - you owe us absolutely nothing*”!** If we do not earn our fees by delivering results that are measurable, we don’t want, nor do we deserve, to be paid. ***With this type of a guarantee, it’s hard to lose!***