Setting Limits In Your Practice:
3 Lines To Draw In The Sand Tomorrow

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• No Conflicts or Disclosures
For Your Patients

• Set Rules For Your Patients And Stick To Them
  – How Late Can Patients Be To Their Appointments?
  – What Happens To Patients That No Show?
  – Verbally Abusive Patients to Your Staff?
For Your Drug & Device Reps

• Reps are a Necessary, Useful, But Sometimes Disruptive Part of the Day For Both You, Your Mid-Levels, and Your Staff
  – We Set Limits To How Many Per Day
  – We Set Time Restrictions Before Lunch and End of Day
  – We ask reps not sampling products to limit their visits unless there is new information available
For Your Employers

• Employee Physicians Should Know What They Are Paying For
  – Always Try to Negotiate Into Your Contract
  Employer Obligation to Provide Monthly Statements of a Breakdown Of Assigned Overhead To You Unless You Are On a Fixed Percentage of Collections
  • If You Are, Then Find Out What Their Rate of Collections Are!