

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!