



Career Guide

FAMILY PRACTICE

American Academy of Family Physicians (AAFP) Annual Meeting

September 12 - September 16, 2017 - San Antonio, TX

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John Unison, MD Family Medicine



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San Antonio boasts a rich colonial heritage, great shopping and down-home cuisine. See why it's a tourist favorite.



Find out more about **Becoming a Physician Advisor At Your Hospital.**



Is Locum Tenens Work Right For You? Read on for answers.



Publisher Elsevier Art Director Tamara Thomas Ad Sales Adam Moorad

Things To Do in San Antonio

Enjoy the rich heritage and southern hospitality of San Antonio.

an Antonio is one of Texas' most visited cities. In 2016, 34.4 million tourists traveled to San Antonio, which boasts many famous historic sites, including the River Walk, the Alamo and the historic missions. In addition, the city has many other attractions, making it one of America's most popular vacation destinations.

River Walk

The beating heart of San Antonio is the River Walk, where the San Antonio River courses through the center of the city. A stone walkway circumnavigates the river's flow, along with restaurants, charming bridges and trees that line the river's banks. It's a great place for flaneurs, or a destination dining spot. One of the best ways to experience the tranquility of the area is aboard the barges that cruise up and down the river. Both sightseeing cruises and dinner cruises are available.

210-244-5700

http://riosanantonio.com/rivertours

The Alamo

Anyone who took American History in school knows about the Alamo, where, in 1836, the Battle of the Alamo occurred. Prior to the battle, the Alamo was a mission, not a fortress. A few hundred Texans, including Davy Crockett and Jim Bowie, defended the Alamo against 3,000 soldiers of the Mexican Army. Although all the defenders perished, their sacrifice spurred many Texans to join the army of Sam Houston in the fight for independence. Today, the Alamo is the most popular tourist site in Texas.

300 Alamo Plaza, San Antonio, TX 78205

210-225-1391

http://www.thealamo.org

San Antonio Missions Historical Park and Mission Trail

Built by monks of the Franciscan Order, the five missions of San Antonio provide a wonderful experience. The missions include: the Alamo (Mission Valero), Mission San Jose, Mission Concepcion, Mission San Juan and Mission Espada. The five missions interconnect via the Missions Trail. Visitors may either drive from mission to mission, or if they prefer, bike from mission to mission, traveling along the Mission Hike and Bike Trail. Bikes may be rented at any of the many bike stations.

https://www.nps.gov/saan/index.htm

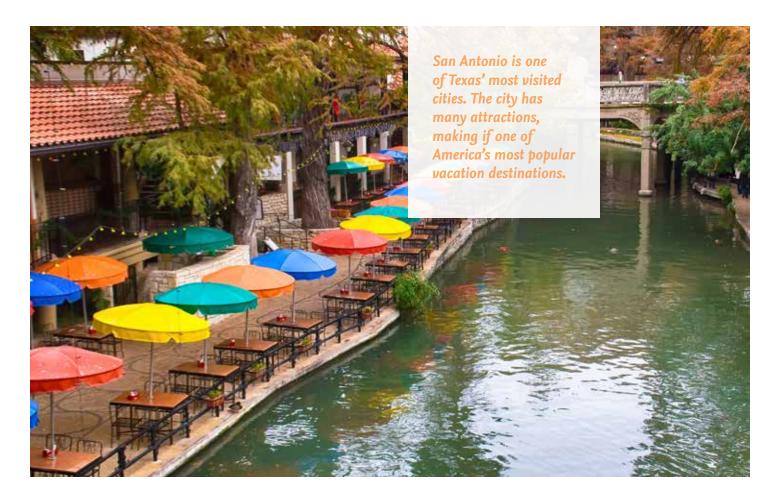
San Fernando Cathedral

San Fernando Cathedral (Church of Nuestra Senora de la Candelaria y Guadalupe) has two claims to fame: it is one of the oldest cathedrals in America, and the last resting place of the men who fell at the Alamo. The cathedral, finished in 1750, sits on Main Plaza, where every evening compelling video-art is presented. The images of the video are projected on to the wall of San Fernando Cathedral, which forms a 7,000-square-foot screen. The presentation includes narration and choreographed music, as the video depicts the history and transformation of the city of San Antonio over the passage of time.

115 West Main Plaza, San Antonio, TX 78205

210-227-1297

https://sfcathedral.org



Pearl District / Farmers Market

Located in "Old San Antonio" is the historic area known as the Pearl. Home to elegant refurbished buildings, boutique shops and numerous restaurants, the Pearl is all about ambience. The variety of restaurants is amazing, while the food served represents a gastronomist's delight. Dining experiences span the spectrum, from expensively posh to trendy, hip cuisine. One of the Pearl's most famous restaurants is Nao Latin Gastro Bar. On weekends, the Pearl district kicks it up a notch, setting up a vast Farmers Market on a street open only to foot traffic, where vendors offer baked goods, treats and fresh produce.

Pearl Brewery 303 Pearl Parkway, Suite 300, San Antonio, TX 78215 210-212-7260

http://atpearl.com

El Mercado, Market Square

When you visit San Antonio, you certainly don't want to return empty-handed. The place to go is Market Square, a three-block wide expanse of restaurants and specialty shops. When there, go inside the El Mercado, which is a shopper's paradise, offering anything you can think of, and much more. After you finish shopping, revive your energy levels at Mi Tierra Café Y Panaderia, a city-block-sized restaurant that's been there since

1941. It's open 24/7 and has mouth-watering Mexican food, along with Christmas lights and wandering musicians.

115 Plaza de Armas, Suite 102 San Antonio, TX 78205

210-207-4526

http://www.marketsquaresa.com

San Antonio Museum of Art

The San Antonio Museum of Art, located next door to the picturesque River Walk, contains an exquisite collection of ancient art from Egypt, Greece and Rome, along with impressive examples of artwork from Latin America, America, Europe and Asia. In fact, the museum encompasses one of the largest collections of Asian art and Chinese ceramics in the United States. And if time permits, you might also visit the McNay Art Museum, featuring medieval and Renaissance artwork, which is located in an expansive Spanish Colonial home, formerly the estate of Marion McNay.

200 W. Jones Ave, San Antonio, Texas 78215 210-978-8100

http://www.samuseum.org/

(continued on page 8)

Bring your family to the Beach and call it Home!



Family Practice Opportunities in Coastal Delaware

Discover **Beebe Healthcare** on the Delaware Coast. Beebe is a progressive, not-for-profit community health system with a 210-bed hospital, a planned multi-million dollar expansion, and numerous satellite facilities. We're located in the family-friendly coastal area where the Atlantic Ocean meets the Delaware Bay, and you'll find the perfect work-life balance. The area has a projected five-year growth rate of 9.2%. Beebe Healthcare. Rich in History, Focused on the Present, with an Eye to the Future.

Beebe has excellent opportunities for BE/BC Family Practitioners. These positions are with private practice and with Beebe Medical Group, a busy multispecialty hospital network, and part of a growing healthcare system. Beebe Medical Group opportunities offer competitive salaries and generous benefits packages. Come discover Beebe Healthcare, where you will make a difference!

About Beebe Healthcare:

■ Repeatedly recognized with national awards ■ Progressive and growing quickly, with high patient satisfaction, and quality of care ■ Cardiac surgery, interventional cardiology, cancer center with radiation, 256-slice CT, 3.0T MRI, PET Scan, 3D mammography, and hyperbaric chambers ■ 400+ providers on staff; 48,000+ Emergency visits ■ Margaret H. Rollins School of Nursing

Southern Delaware location:

- Recreational opportunities include water sports, outdoor life, golf and cycling
- Cultural offerings range from beach life and festivals to theater, fine art and superb dining
- Praised for the quality of our beaches and boardwalks (National Geographic, Parent's Magazine, Travel & Leisure)
- Low state taxes and no sales tax
- Public and private school options



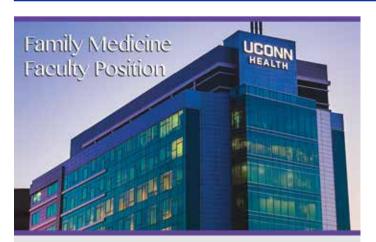
Philadelphia
83 miles
Cape May, N.J.
1 hour ferry ride from Lewes



Hospital is located in Lewes, a short drive from major East Coast destinations.

Email cover letter and CV to Marilyn Hill, Director of Physician Services, mhill@beebehealthcare.org • www.beebehealthcare.org
Beebe Medical Group Administration

1515 Savannah Road, Suite 102 Lewes, DE 19958 Beebe Healthcare is a non-smoking and fragrance free system.



The Department of Family Medicine at UConn Health is expanding its faculty and seeks a family medicine physician with OB interest/training to join the new Department Chair in reestablishing and growing a vibrant family medicine practice at its academic medical center. This is a superb opportunity to join our core faculty and help contribute to the strong educational programs in the department.

UConn Health is composed of the schools of Medicine and Dental Medicine, Graduate Programs in Biomedical Sciences, Public Health, and Clinical and Translational Research, the John Dempsey Hospital, and the faculty practice.

UConn Health is an affirmative action employer, in addition to an EEO and M/F/V/PWD/PV employer.

SAEC 160832 FMOB

For additional information, please contact: Kelly Ashmore | 314.236.4582 | kashmore@cejkasearch.com



The Family Medicine Residency Program at St. Mary's Medical Center on Colorado's Western Slope in Grand Junction seeks additional faculty member to join their collegial, well-established faculty practice of 12 physicians as part of program expansion. St. Mary's Medical Center is the largest medical center on the Western Slope of Colorado. The Faculty and Residents are an integral part of this region's patient care.

- Academic appointment commensurate with experience. The highly sought St. Mary's Family Medicine Residency has 26 residents and two Medical Family Therapy fellows.
- Candidates must be board certified in Family Medicine and have three years' practice experience.
- Experience/interest in obstetrics required.

SAEC 160957 FM

For additional information, please contact: Kelly Ashmore | 314,236,4582 | kashmore@cejkasearch.com



Lexington Clinic is seeking **BC/BE Family Medicine** physicians to join busy primary care practices in Central Kentucky.

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- Potential production-driven quarterly bonus

Interested candidates please contact: Audra Davidson

Physician Services and Recruitment o: 859.258.4135 | c: 859.230.4417 adavi@lexclin.com

Lora Neace, CPCS

Physician Services and Recruitment o: 859.258.4508 | c: 859.285.9210 lneac@lexclin.com



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San Antonio Zoo and Aquarium and Six Flags Fiesta Texas

Children and adults will enjoy a visit to the San Antonio Zoo and Aquarium. The facility sits on 35 acres of property and boasts a menagerie of 3,500 animals from more than 750 different species. A few other features make the zoo a popular destination: the San Antonio Zoo Eagle, a narrow-gauge railroad train, and an old-time carousel. Six Flags Fiesta Texas is built on what was once a rock quarry. The park offers thrilling roller coasters, a plethora of dizzying rides, a water park and a lazy river ride for those with sensitive stomachs.

3903 N. St. Mary's Street, San Antonio, Texas 78212 210-734-7184

https://sazoo.org/index.cfm 17000 IH-10 West, San Antonio, TX 78257 210-697-5050

https://www.sixflags.com/fiestatexas

Golf

A little known fact about Texas is that it has some of the best golf courses in the country. And like everything in Texas, bigger is better. La Cantera Resort & Spa offers not just one, but two excellent golf courses: the Palmer Course and the Resort Course. The Hyatt Regency Hill Country Resort and Spa has a premiere 18-hole course, as does the JW Marriott San Antonio Hill Country Resort and Spa.

http://www.sanantoniogolf.com/

Culinary Arts

Food is a big deal in Texas. And since food is important, San Antonio is home to one of only three Culinary Institute of America sites in North America. The Culinary Institute offers what are called Culinary Boot Camps, two to five day courses that cover baking and cooking, along with such specialized courses for regional cuisine, ethnic cuisine and holiday confections. There are even courses for those that can't boil an egg, along with intermediate and advanced courses.

312 Pearl Parkway, Building 2, Suite 2102, San Antonio, TX 78215 210-554-6400

https://www.ciachef.edu/cia-texas



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St. Luke's University Health Network

Primary Care Opportunities within our Network





This is the fifth time St. Luke's has won Truven Health Analytics 100 Top Hospitals award and the third year in a row!

St. Luke's was also named one of the 15 top Major Teaching Hospitals!

We are the **only** hospital in our region to win this award!

St. Luke's University Health Network, the region's largest, most established health system and one of the nation's 100 Top Hospitals is looking for BC/BE Family Medicine physicians to join our well-established team. The Primary Care team provides an outpatient services with residents and fellows in an academic center and is supported by excellent colleagues and well trained, dedicated support staff.

In joining St. Luke's University Health Network, you will enjoy:

- Exceptional compensation package
- Team-based care
- Teaching opportunities
- A culture in which innovation is highly valued
- Tuition Reimbursement
- Rich benefits package, including malpractice, health and dental insurance, CME allowance

Opportunities in the following locations

- Lehigh Valley, PA
- Northampton County, PA
- Monroe County, PA
- Warren County, NJ

About St. Luke's

We are the region's largest, most established health system with seven hospitals spanning 9 counties. In partnership with Temple University, St. Luke's created the region's first Medical School. Repeatedly, including 2017, St. Luke's has earned Truven's 100 Top Major Teaching Hospital. St. Luke's is a member of the AAMC Council of Teaching Hospitals and a Regional Branch Campus and major affiliate of Temple University School of Medicine. To learn more about St. Luke's, please visit us at www.sluhn.org

About the Lehigh Valley

Number 9 on America's 50 Best Cities to Live!

The Lehigh Valley is a place to live, work, and play! Rich with history, fantastic recreational activities, eclectic restaurants and midway between Philadelphia and New York City, the Lehigh Valley offers excellent school systems and affordable housing that can be found with easy access to the hospital.



801 Ostrum Street Bethlehem, PA 18015 www.sluhn.org





For More Information Please Call:

Jillian Fiorino
Physician Recruiter
484-526-6182
Jillian.Fiorino@sluhn.org



Becoming a Physician Advisor at Your Hospital



s hospitals strive to remain profitable and competitive in today's health care environment, the addition of a Physician Advisor (PA) to the administrative staff is viewed as not only good for business but also as good for patients.

Once a role typically filled by physicians who were nearing retirement, the Physician Advisor has evolved into a position that is part compliance expert, part patient care coordinator, and part hospital administrator. The PA's role is to perform in an advisory capacity with:

- Utilization of Hospital Resources (Level of Care and Length of Stay)
- Documentation and Compliance
- Clinical Review of Patients
- Medical Necessity Protocol
- Care/Case Management with Physicians and Staff
- Quality of Care Provided
- Referrals to Alternative Facilities (Physical Therapy, Hospice, etc.)
- Insurance Claims (Appeals of Denials)
- Informing Physicians About Regulatory Changes
- Informing Staff About ICD Code Changes and Interpretation
- Patient Satisfaction

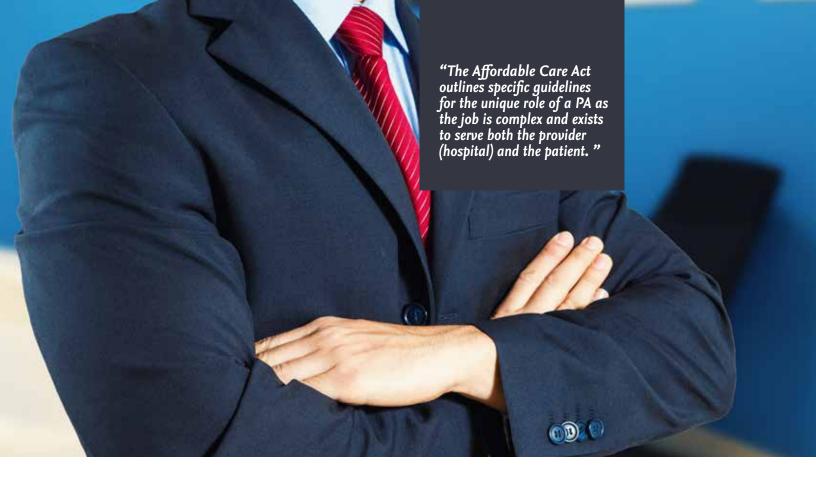
· Physician Peer Review

The Affordable Care Act outlines specific guidelines for the unique role of a PA as the job is complex and exists to serve both the provider (hospital) and the patient. This pivotal position serves as a bridge between the hospital's clinical staff and the administrative staff and works to improve communication on all levels. As a result of this increased interaction between physicians, staff, and patients, the patients recieve better care.

With the ever-changing compliance environment, a PA must stay informed and current about every aspect of patient care from quality of care to medical necessity guidelines. The PA serves as a liaison to ensure that the patient receives appropriate care and that all medical services rendered are correctly submitted for reimbursement. When necessary, the PA coordinates the appeal process if an insurance claim is denied.

What Knowledge and Expertise Do You Need?

A medical degree and experience in utilization management is the ideal background for a PA. Degrees in Internal Medical, Family Practice, or Emergency Medicine are particularly useful due to the broad background provided by these specialty areas. Naturally, other specialty areas of medicine can also provide the appropriate background to perform well as a PA. Success as a PA is always



dependent on the unique combination of training, experience, and temperament of any given individual.

Medical knowledge is integral to the PA's role in peer review activities as well as in the process of appealing health insurance claim denials. Because the PA coordinates and supervises a wide range of activities with the hospital's medical and administrative staff as well as with patients, their families, and health insurance carriers, excellent communication skills are a necessity.

Temperament Is Key

Is a PA role right for you? Even if you have a stellar background in medicine and can point to years of success as a physician, a PA position may still not be a good fit for you. The successful PA brings a broad medical knowledge to the job as well as a comprehensive understanding of utilization management and necessity of care protocols, an interest in keeping current with compliance and insurance regulations, and a passion to deliver quality care to patients. But there is still one key ingredient that can't be taught in any medical school or hospital setting – temperament. Do you have the communication skills of a seasoned diplomat to help you navigate the choppy waters when you must make a recommendation or suggestion that is contrary to what a physician has ordered or what the

staff is accustomed to providing in a similar case? Always maintaining that delicate balance between advisor and advocate is the mark of a successful and valuable PA.

In addition to the daily interactions with physicians, patients, patients' families, and hospital staff, a PA also has to commit to a heavy load of committee work and meetings on topics such as "Quality of Care, "Safety," and "ICD 10 Updates." Attending (or running) these topic-specific meetings and/or workshops is integral to the successful performance of a PA's duties.

This is an exciting and growing area of medicine – one that has a direct effect on a hospital's bottom line. As a PA, you can not only ensure that your hospital receives every reimbursement dollar that is appropriate from insurance, but you also assist in helping the hospital achieve increased patient satisfaction and better health outcomes for its service area

To learn more about becoming a PA, contact the ACPA (American College of Physician Advisors), or NAPA (National Association of Physician Advisors).

Sources:

ahrq.qov; acpadvisors.org; worldcongress.com/NAPA



Join our Primary Care Team

Presbyterian Healthcare Services is seeking BE/BC Family Medicine trained physicians to join our group. Innovation is the unique difference that working in our group will provide you. Our medical group employs more than 600 primary care and specialty providers and is the fastest growing employed physician group in New Mexico. Presbyterian Healthcare Services is a locally owned, not-for-profit organization based in Albuquerque, New Mexico with openings in Albuquerque, Espanola, Clovis, and Socorro, Ruidoso and Tucumcari. Our integrated healthcare system includes eight hospitals in seven New Mexico cities, a medical group, multi-specialty clinics and a health plan. Each primary care clinic in Albuquerque offers on-site clinical pharmacists, behavioral health clinicians, care managers, and case managers through the Level III NCQA Accredited Patient Centered Medical Home (PCMH) Team.

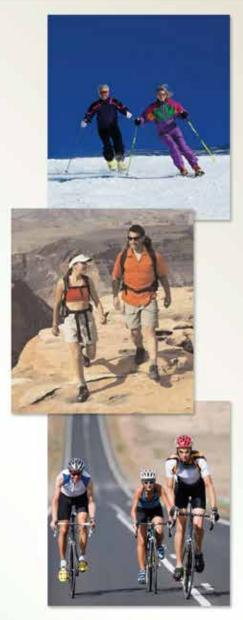
Physician Benefits:

- Flexible work schedules (36 hours of scheduled patient care)
- Call in rotation with group (limited to telephone call)
- Incentive Bonus'
- Medical/Dental/Vision Benefits
- 403(b) and 457(b) Retirement
- CME and Relocation allowance
- Medical Malpractice and Tail Coverage
- Reimbursement for NM License, DEA, CSR
- · Sign-on bonus or residency stipend
- Loan Forgiveness & Rural Tax credits available in certain locations

Albuquerque thrives as New Mexico's largest metropolitan center and has been listed as one of the best places to live in the United States by several major publications. A truly diverse and multicultural city, Albuquerque offers you and your family a wide variety of experiences, activities and entertainment.

For more information contact:

Kelly Herrera Physician Recruiter 505-923-5662 505-923-5007 fax kherrera@phs.org





www.phs.org

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For more information on opportunities in New England, Email your CV to Don Rainwater, National Healthcare Recruitment Consultant at don.rainwater@va.gov.

Apply Today:

VAcareers.va.gov







Veterans Health Administration

Is Locum Tenens Work Right for You?

ocum Tenens (Latin for "to hold the place of") is a temporary work assignment for a physician. The reasons for considering locum tenens work can vary as widely as the physicians considering it. Perhaps you're a new physician and you want to try out several positions to help you decide on a long-term job. Perhaps the idea of committing to a practice or hospital full time doesn't appeal to your sense of freedom and adventure. Maybe you're a mom and you want to be able to spend more time at home. Or, you're a retired (or semi-retired) physician not quite ready to hang up the stethoscope.

The good news is that there is no shortage of locum tenens work for physicians. According to The Association of American Medical Colleges, the advancing age of the American population will create a demand for physicians that will exceed the supply by 91,000 by the year 2020. This deficit will grow to 131,000 by 2025 because the supply of physicians has remained flat over the last 20 years. A 2015 Staff Care Survey of Temporary Physician Staffing Trends reports that 91% of healthcare facilities used locum tenens physicians. Seventy three percent of healthcare facility managers said they use at least one locum tenens physician a month while 18% reported using four or more.

A primary care physician has a per-diem rate of \$600-\$800 daily and can make approximately \$150,000 a year, slightly less than an employed physician. Locum tenens salary is dependent, of course, on how often a physician is working assignments. Most assignments last a couple of weeks, while some can last up to a year. "Some locations have a hard time finding permanent primary care doctors and rely on locum tenens help, which can take some time," says Sean Ebner, President of Staff Care. Sixty-eight percent of healthcare facility managers typically use locum tenens physicians to fill in until a permanent doctor is found while 67% use them to fill in for staff who have left. Today, more physicians are making locum tenens their full-time employment. Staff Care estimates that fewer than 50% of physicians remain in private practice. Most locum tenens physicians have worked in a permanent practice, but over 7%

have indicated they have only ever worked on a locum tenens basis. Twenty-one percent of physicians begin working locum tenens directly after completing their residencies and that number of younger physicians is increasing. Many physicians have become disenchanted with the "business" of medicine and have opted to become temporary staff on a full-time basis. The top reported benefits to working locum tenens include flexibility (85%), pay rate (53%), and "no politics" (51%).

Janice Boughton, MD left her private practice to become a locum tenens physician and wrote of her experience on the medical social media blog Kevin MD. Having worked in several states including Alaska, she discusses selecting an agency (Staff Care is one of them), the application and screening processes and the ups and downs of locum tenens work. The experience for her was a positive one, but it is not for everyone.

Howard Rodenberg, MD MPH, columnist for the Journal of Emergency Medical Services, wrote about his locum tenens experience on his blog Writing with Scissors. While locum tenens wasn't for him, he notes it was great for his ego. He discusses the great demand for his experience from numerous agencies vying to place him during his locum tenens stint.

The fact is, all specialties are in high demand for locum tenens work. For those interested in higher pay with work flexibility, locum tenens may become the rule rather than the exception.

Learn More

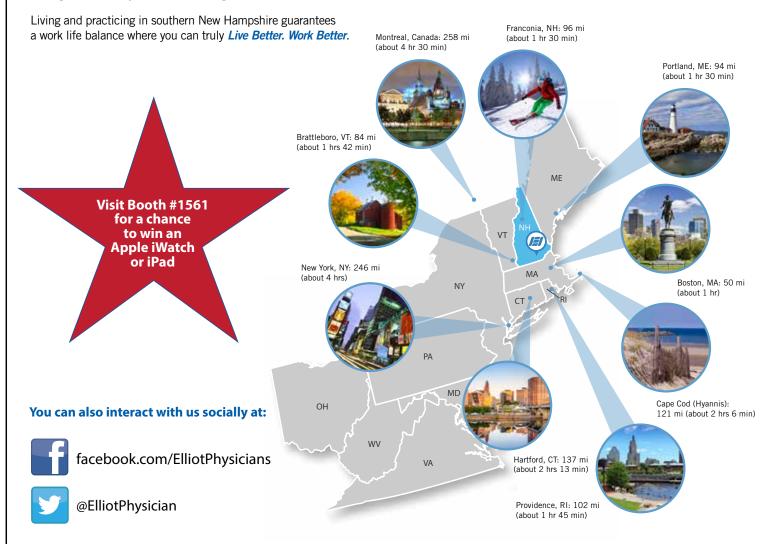
There are several staffing companies specializing in locum tenens staffing for physicians. The following is a list of companies that can discuss in depth why locum tenens may be right for you and match you up with the most appropriate assignments: Staff Care, CompHealth, Weatherby, Aerotek, Vista Staffing Solutions, Medical Doctor Associates, Mary Kraft Staffing, Delta Healthcare Providers

Family Medicine Opportunities

Southern New Hampshire, Close to Boston

Elliot Health System (EHS) has opportunities for BC/BE Family Medicine Physicians to join well-established outpatient practices in Southern New Hampshire. EHS practices are located on the Elliot Hospital campus or within 20 minutes of Manchester, New Hampshire and offer opportunities to join Elliot Family Medicine Physicians, Advanced Practice Providers and other exceptional medical staff.

- 32 weekly clinical hours
- . Limited outpatient call with nurse triage first call (24/7 Adult and Pediatric Hospitalists)
- Urban and rural locations
- Large Adult and Pediatric specialty network
- Progressive compensation with sign on bonus & relocation



Interested applicants are encouraged to apply to:

Fran Lannan (FLannan@Elliot-HS.org) or online at: ElliotPhysicians.org



www.elliotphysicians.org



Leading the future of health care.

Stop by and see us at the: **AAFP Family Medicine Experience** Booth #1241 September 13th - 15th, 2017 Henry B. Gonzalez Convention Center San Antonio, Texas

ADULT & FAMILY MEDICINE PHYSICIAN OPPORTUNITIES

Northern & Central California

The Permanente Medical Group, Inc. (TPMG) is one of the largest medical groups in the nation with over 9,000 physicians, 22 medical centers, numerous clinics throughout Northern and Central California.

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- Shareholder track
- Shared call
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- Moving allowance
- Home loan assistance (approval required)
- Malpractice and tail insurance Three retirement plans, including pension
- Paid holidays, sick leave, education leave (with generous stipend)

FORGIVABLE LOAN PROGRAM **\$150,000-\$275,000** (based on experience and location)

FAMILY MEDICINE OPPORTUNITIES:

Contact Aileen Ludlow at: Aileen.M.Ludlow@kp.org (800) 777-4912

INTERNAL MEDICINE OPPORTUNITIES:

Contact Bianca Davis at: Bianca.X.Davis@kp.org (800) 777-4912

Nos apasiona nuestro trabajo.

En Kaiser Permanente, a nosostros los médicos nos encanta nuestro trabajo. Nuestra misión es servir a nuestros pacientes. Innovar, avanzar, ser inclusivos. Intégrate a nuestro equipo de atención de la salud, en apoyo a la comunidad.

At The Permanente Medical Group, Inc., we practice a multi-lingual, culturally inclusive approach to care that celebrates the diversity of our patients and physicians. By developing medical programs that are in tune with every aspect of our patients' lives—from the language they speak to the heritage they embrace—we are actively investing in initiatives and services that reflect the diversity of our member community. Here, our physicians can act as true advocates for their patients, delivering care that's as medically advanced as it is culturally sensitive.





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