

Turning Over Your Practice to a New Doctor

In the current climate, finding a new doctor to assume your practice is easier in certain locations than in others. Factors that come into play include: how well serviced the area is; the quality of life in the area; your patient population demographics; personal preferences; the presentability of your office, etc.

Sometimes a new doctor will want the entire practice. Sometimes, just the patients or just a subset of the patients. Occasionally, an incoming

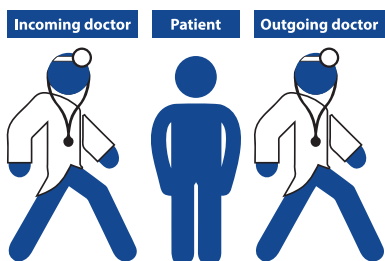
doctor is prepared to *pay* for your roster. In a capitation model of physician compensation, each patient has a dollar value. Yet, sometimes you're lucky if you can find a physician willing to take on even a few patients.

One factor that may affect your ability to transition your practice is whether your practice is paper-based or even has remaining paper records along

with an EMR. While it's usually in the best interest of the patient to have the full record transferred, there are very few physicians willing to take on the paper of a closing practice, even if much of that paper still pertains to active patients. Many are convinced that it's not necessary. They certainly see no value in taking on the retention for inactive patient paper.

A physician contemplating taking over a practice generally looks for as little complication as necessary.

On the right is a chart detailing RSRS's comprehensive Practice / Succession Program. These services address the most important issues that arise when there is a practice transition scenario.



WIN • WIN • WIN
Everybody wins with the RSRS Practice Transition/Succession Program.

Practice Transition / Succession Program	
Notification to Patients	✓ Mail, Email, Newspaper Announcement, Phone Message, Office Posters ✓ Patient demographic list creation listing “active” patients ✓ Introductory letter / bio for new doctor ✓ Mail and online rostering for incoming doctor (Ontario)
EMR Record Extraction	✓ Communication with the EMR vendor to ensure proper extraction of all patient records for conversion to formatted PDF
Paper to Digital Records Conversion	✓ Scanning of paper “active” records for EMR upload.
Record Storage	✓ Compliant storage of EMR extracted records as well as paper records not required in new practice. ✓ Organization of active, inactive, addl. volumes, pediatric ✓ Bankers boxes for paper ✓ Pickup and shipping of paper records
Rostering of Patients	✓ Phone and mail “nudge” to ensure maximum rostering of patients from former practice. Paper and online convenience.
Record Transfers	✓ Transfer of digital or paper records to the new practice (with conversion as necessary) ✓ Transfer of records for patients not continuing in the practice.
Email Addresses	✓ Capture and delivery of patient email addresses for incoming physician.
Office Equipment	✓ Assistance with the sale / donation of medical equipment and office furnishings.

* In certain circumstances, RSRS offers some or all its services at NO CHARGE. Contact us for more details. In most transition cases, only some of the above-mentioned services are necessary. Notification and retention requirements will vary according to the province in which the practice resides.