



Please join us for this FREE on-site seminar

# Physician-Hospital On-Call Pay

## Using Data Analytics to Calculate the Right Amount

Presented by Timothy Smith,  
TS Healthcare Consulting

### When:

November 20, 2019 / 12pm - 1pm

### Where:

#### MNMW Office Locations

8961 Conference Drive  
Fort Myers, FL 33919

5185 Castello Drive, Suite 4  
Naples, FL 34103

This webinar will be presented on-site in the Markham Norton Mosteller Wright & Co., P.A. (MNMW) Fort Myers office. The presentation is hosted by the National Society of Certified Healthcare Business Consultants (NSCHBC) and will be offered as a webinar, however it can only be shown in member locations. MNMW is a member of the organization and will host the educational opportunity for anyone interested in attending.



**Seating is limited.**

**Register by:**  
Monday, November 18

**Email:**  
[RSVP@Markham-Norton.com](mailto:RSVP@Markham-Norton.com)

## Presentation Details:

The work schedule of many physicians includes weekly call coverage at hospitals and other facilities. Most health systems approach on-call pay using benchmark survey data, outside valuations, or even anecdotal information.

The problem with these approaches is that they frequently fail to account for the actual burden of call coverage at a particular facility. Moreover, hospitals are often less-than-transparent in developing these rates, leaving physicians with an uncertain feeling about whether they are fairly compensated. Physician practices, however, are in a perfect position to use data analytics to ensure that on-call pay is set at the right amount.

They have the data needed in their systems, but just need to know how to extract and apply it. To help practices evaluate their on-call pay, this session will provide an in-depth analysis into the components of call coverage and discuss how practices can use data analytics to develop improved on-call pay models.

## Speaker Information:

Timothy Smith is the principal of TS Healthcare Consulting, where he focuses on a wide range of healthcare valuation and consulting services. Tim has over 25 years of experience in the healthcare industry, including more than 14 years at HCA where he negotiated physician deals and managed the company's FMV compliance program. He is the coeditor of the BVR/AHLA Guide to Valuing Physician Compensation and Healthcare Service Arrangements, the industry's leading textbook on physician compensation.

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