Family Medicine Educational Day  
Wednesday, August 7, 2013  
The Lansing Center, Lansing, MI

“Family Practice Business & Legal Considerations”  
with Susan Sanford

8:00 - 8:30 a.m.  
Breakfast and Registration

8:30 - 10:00 a.m.  
The Physician Job Search  
Most residents underestimate the time and effort it takes to land their first position. During this session, we’ll walk through the process and timeline and give you an idea of what to expect and how to present yourself on paper and in person.

10:00 – 10:15 am  
Break

10:15 - 11:30 a.m.  
Employment Contracts  
A typical employment agreement is upwards of 15 pages long. Although much of that is standard contract language we will pull out and go over the key provisions. You will get a better understanding of what these provisions mean, what to be concerned about and how to negotiate changes.

11:30 - 12:15 p.m.  
LUNCH (Provided)

12:15 - 1:30 p.m.  
Compensation and Productivity  
Unfortunately your salary will not be guaranteed forever. And worse yet compensation plans vary greatly and get quite complicated. We’ll walk through different compensation models so you can begin to understand the math.

1:30 - 2:00 p.m.  
Practice Financial Statements  
Whether you are hospital employed or not you should understand what the business looks like. We will walk through a financial statement for an understanding of revenue and typical expenses.

2:00 - 3:00 p.m.  
Open Q & A  
There is no way we covered it all. Whether you need more of the basics, have a unique circumstance or just need some help putting your questions into words, now is your time to ask.