Family Medicine Educational Day  
Wednesday, August 6, 2014  
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 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 - 2:00 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. We will look at market data on compensation,  
gross charges, and wRVU production.

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.