AGENDA

Internal Medicine Educational Conference —WEBINAR

Understanding The Physician Job Search, Contracts & Compensation
Speaker: Susan Sanford, JD, BA

8:30-9:00  Join Zoom: https://msu.zoom.us/j/96139611773  Passcode: scsim

9:00-10:30  Preparing for your Job Search
* Understanding the process and timeline
* Preparing your CV, cover letter and references

Exploring Opportunities
*What to expect during Interviews and site visits: common practice and during COVID
*What questions to ask, how to ask them, and what to do with the Information you gather

10:30-10:45  Break

10:45-12:00  Standard and Risky Contract Provisions
* Introduction to employment contract process and format
* Review of common contract language
* Review of benefits to look for

12:00-12:30  Lunch Break

12:30-2:00  Risky Contract Provisions: Introduction to specific contract terms that can create risk, how to evaluate and negotiate those provisions

2:00-2:10  Break

2:10-3:30  Compensation Models: How to evaluate guaranteed salaries and compensation models based on productivity and non-productivity

3:30  Q&A

Speaker bio: Susan Sanford is an independent healthcare consultant. For more than 25 years she has worked in physician services and medical staff development with hospitals and health systems across the county. She has been on the front line building programs to attract and retain physicians through creative recruitment efforts and employment arrangements. Susan’s true passion though is her work with graduate medical education programs to provide education to residents and fellows as they transition from training to practice. She has developed an extensive career prep series which spans preparing for the job search to evaluating a contract and truly enjoys coaching residents in this process. Susan is a regular speaker for MSU Statewide Campus System as well as Trinity Health and Southeast