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## 2. Finding and Evaluating Practice Opportunities

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Sample

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Sample

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## Finding and Evaluating Practice Opportunities

Career decisions can cause both excitement and anxiety in young and experienced physicians. This chapter begins with a job search timetable and tips for gathering information about practice opportunities, and writing a curriculum vitae and cover letter to prospective employers.

The section on evaluating practice opportunities outlines protocols for initial discussions by telephone, assessing communities, and visiting practices. Financial incentives from hospitals can be helpful, but sometimes can be Faustian bargains. Potential risks and points to consider are presented. Buying, and buying into, a practice can mean increased income and control.

Residents' interest in practice opportunities grows as they approach the completion of their training. Your program's faculty and alumni, and physicians in the community, can share their experiences and insights to allay your residents' anxieties.

Several lesson plans in this chapter are "information exchanges" in which residents share their experiences finding, evaluating, and selecting practice opportunities. Organize these exchanges, during the last 18 months of training.

Sample

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## Lesson Plan: Finding Practice Opportunities Overview

### Educational goal

Participants will become familiar with the process of evaluating practice opportunities.

### Activities

Participants read Chapter 2, Finding Practice Opportunities and participate in a lecture-discussion.

Instructor conducts a lecture-discussion on:

- ▶ Gathering information
- ▶ Writing a curriculum vitae and cover letter
- ▶ Sources of practice opportunities
- ▶ Holding initial discussions
- ▶ Assessing the community
- ▶ Visiting the Practice
- ▶ Relationships with hospitals and health systems
- ▶ Buying (into) a practice

Participants complete Test: Finding and Evaluating Practice Opportunities.

### Hours of instruction

2:00, including reading

### Scheduling guidelines

Winter to Spring of GY-2

### Notes



7. When should you learn about the practice opportunity's compensation?
  - a. During your initial discussions with the practice
  - b. Before you agree to visit the practice
  - c. During your visit to the practice
  - d. When you receive an employment agreement
  - e. When you receive your first paycheck
  
8. When visiting a practice
  - a. Plan your itinerary with your host
  - b. Visit for at least two days
  - c. Meet the physicians with whom you will be working
  - d. Talk to as many people as you can
  - e. All of the above.
  
9. Hospital financial incentives
  - a. Typically are loans guaranteed by the physician
  - b. Require the physician to repay the loan or continue practicing in the area during the loan forgiveness period
  - c. Must be carefully structured to avoid double taxation
  - d. Are highly regulated by federal law  
Extra credit: Name the law
  - e. All of the above
  
10. When considering a position with a private practice, learn the following about becoming a partner or shareholder
  - a. What am I buying?
  - b. When can I buy it?
  - c. How much will it cost?
  - d. How will I pay for it?
  - e. All of the above