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Building Healthy Practices

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The greatest challenge for any medical practice today is maintaining bottom-line profitability.

Established in 1981, SHR Associates, Inc. (SHR) was created to provide physicians with the business resources required to successfully operate their practices in the ever-changing health care environment.

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

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**#1 – Patient intake procedures
are weak.**

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

**#2 – Charge capture documents
are outdated.**

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

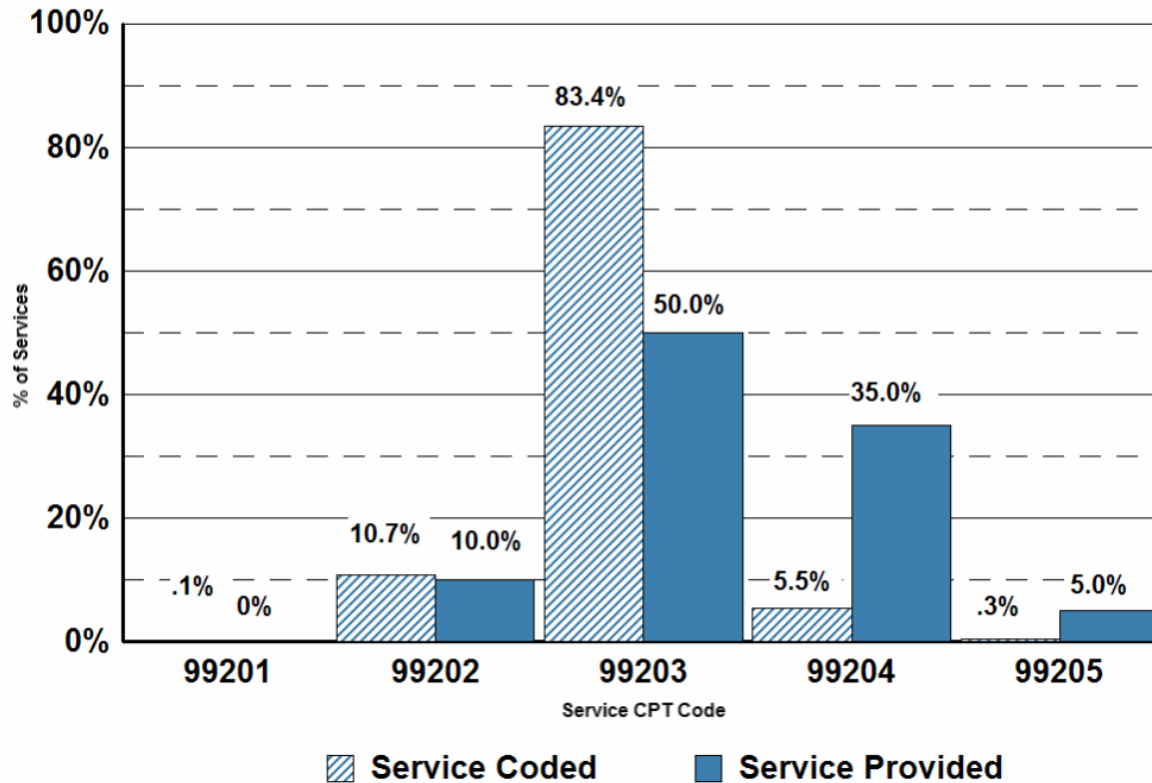
**#3 – Fee schedules are not
routinely updated.**

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

#4 – Physician services are undercoded for the level of service provided.

ENT Case Study

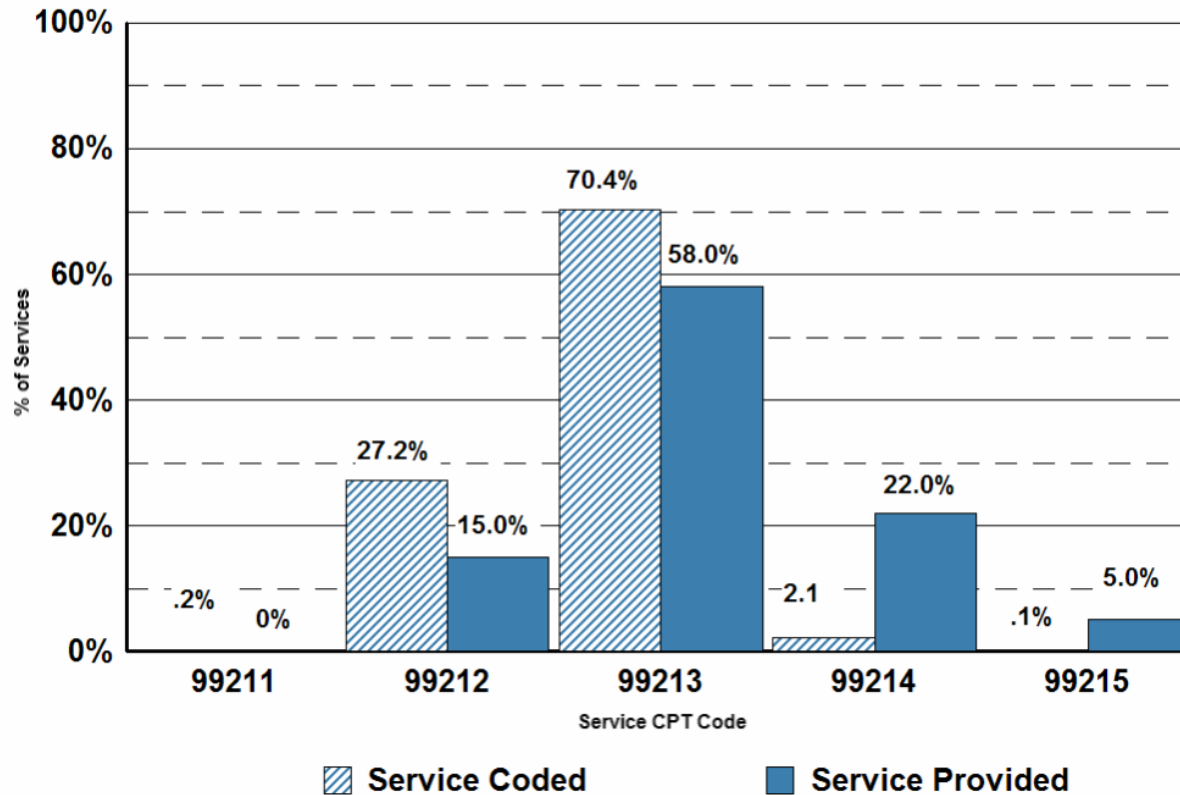
Services Coded vs. Services Provided
New Patients



**Total lost revenue
for the year =
\$62,222**

ENT Case Study

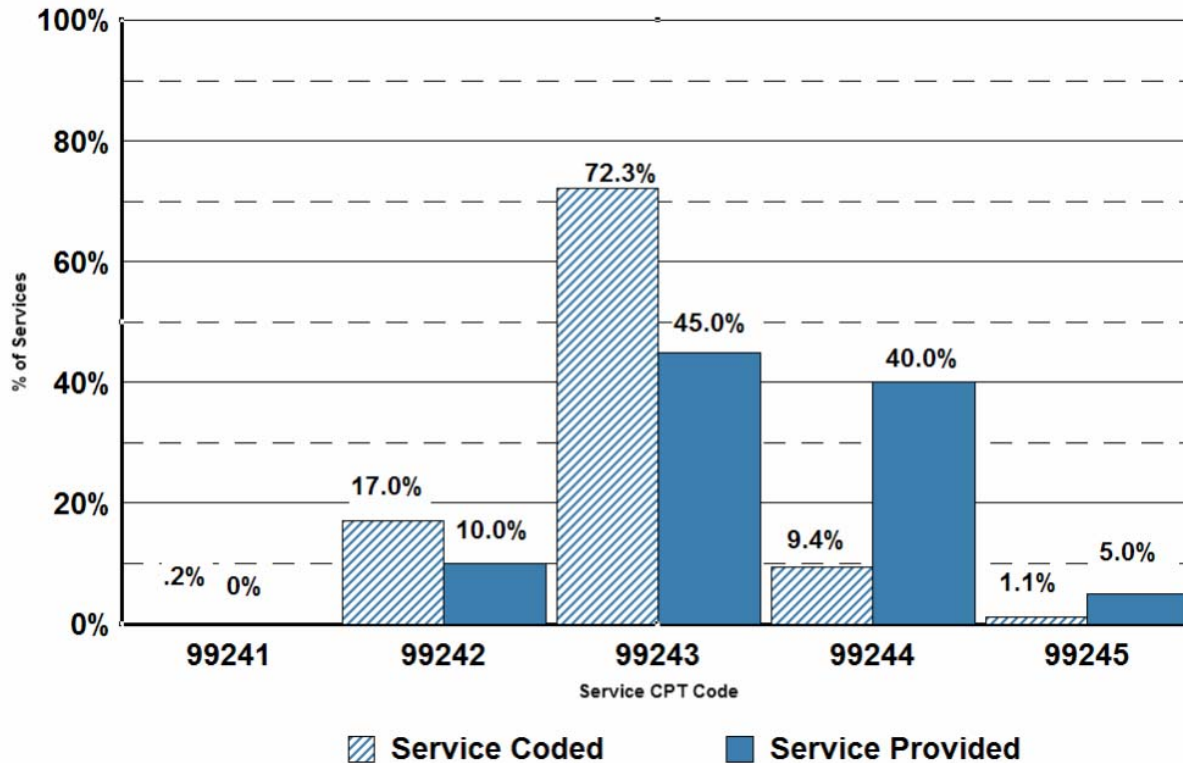
Services Coded vs. Services Provided
Established Patients



**Total lost revenue
for the year =
\$109,465**

ENT Case Study

Services Coded vs. Services Provided
Consult Patients



**Total lost revenue
for the year =
\$21,262**

ENT Case Study

Total annual lost revenue from undercoding:

New Patients Visits	\$ 62,222
Established Patients Visits	\$109,465
Consult Patients Visits	<u>\$ 21,262</u>
Total	<u><u>\$192,949</u></u>

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

**#5 – Accounts receivable
systems are weak.**

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

**#6 – Financial reconciliation
procedures are weak
or absent.**

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

**#7 – Physician productivity is
not maximized.**

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

**#8 – Staff/Physician ratios
are too low.**

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

#9 – Patient satisfaction and customer service are not top priorities.

Top 10 Reasons Why Medical Practices Fail to Maximize Physician Revenue

**#10 – Practices fail to
strategically plan and
incorporate ancillary
sources of revenue.**