



Legal and Business Advisors for Healthcare Providers since 1970

# Publication Order Form

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Send check payable to:  
**THE HEALTH CARE GROUP**  
140 W. Germantown Pike, Ste 200  
Plymouth Meeting, PA 19462-1421  
Fax: 610.828.3658  
Phone: 610.828.3888  
USB format available upon request

### Annual Surveys

**Goodwill Registry Toolkit (USB Only) (prior years were in CD format only vs. USB)** Qty \_\_\_\_ @ \$445.00 = Amount

This CD Toolkit contains a database on intangible ("goodwill") values of medical and dental practices. The Toolkit also includes a PDF file of the print version and a variety of metrics and analysis options available at a keystroke, enabling easy export to Excel. The Toolkit allows quick and easy analysis of the Registry's comparable sales data.

**Goodwill Registry - Goodwill Registry Toolkit (Book & USB)** Qty \_\_\_\_ @ \$495.00

Included with this book is a CD Toolkit containing a database on intangible ("goodwill") values of medical and dental practices. The Toolkit includes a PDF file of the print version and a variety of metrics and analysis options available at a keystroke, enabling easy export to Excel. The Toolkit allows quick and easy analysis of the Registry's comparable sales data.

**Staff Salary Survey\*** Qty \_\_\_\_ @ \$245.00

Nationwide summary of salaries listed by geographic regions and divisions, by Metropolitan Statistical Area, by practice gross revenue and by specialty for 55 different office positions. Also included is statistics on assorted benefits, increases, etc.

\*REQUIRES EXTRA POSTAGE: Mail \$13.50; Ground \$17.00; 2<sup>nd</sup> Business Day \$47.50; Next Business Day \$67.50

**Ophthalmology Staff Salary Survey\*** Qty \_\_\_\_ @ \$245.00

Nationwide summary of salaries listed by geographic regions and divisions, by Metropolitan Statistical Area, and by practice gross revenue for 48 different office positions. Also included is statistics on assorted benefits, increases, etc.

\*REQUIRES EXTRA POSTAGE: Mail \$13.50; Ground \$17.00; 2<sup>nd</sup> Business Day \$47.50; Next Business Day \$67.50

### Physicians Starting Salary Survey

Collects data on new-doctor compensation. Free downloadable PDF file from website. Visit [www.healthcaregroup.com](http://www.healthcaregroup.com)

FREE DOWNLOAD



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## Compliance Manuals

**Complete HIPAA Compliance Plan and Guide** Qty \_\_\_\_ @ \$424.00

The Complete HIPAA Compliance Plan and Guide is a comprehensive self-help guide to implementing the Privacy, Security and Breach Notification Rules contained in HIPAA; the Plan and Guide services as a one-stop shop for your practice to create and implement a HIPAA-compliant Compliance Plan, and is fully updated to include the HIPAA mega-rule promulgated in late-January, 2015. Included is a Staff Privacy/Security Training PowerPoint Presentation to facilitate effective HIPAA-required staff training and other helpful exhibits such as the Business Associates Agreement.

**HIPAA Compliance Patient Privacy/Security Training (Audio CD Only)** Qty \_\_\_\_ @ \$100.00

This Patient Privacy/Security Training PowerPoint presentation is a useful tool to teach new staff and fulfill annual staff training requirements.

**Model Medical Practice Personnel Policy Manual & Workplace Harassment Training Compliance Plan** Qty \_\_\_\_ @ \$260.00

This Personnel Policy Manual template covers issues you should address and also includes a workplace harassment training. Included is a step-by-step PowerPoint Training presentation on good personnel policies, explanation of workplace harassment, review of real life harassment scenarios, how to file a complaint, how to conduct an investigation, discussion of employer liability and more.

**Workplace Harassment Training (CD only)** Qty \_\_\_\_ @ \$108.00

PowerPoint Training to fulfill your workplace educational requirements. This training covers workplace harassment and offers managers instructions on how to handle complaints and investigations.

**Model Medical Practice Fraud and Abuse Compliance Plan** Qty \_\_\_\_ @ \$389.00

Includes the Medicare Anti-Kickback, Federal Anti-Markup and Stark Regulations. Template and policies for an effective Compliance Plan that you can tailor to your practice and a PowerPoint Training Module are included along with Regulatory Review and Quiz for managers and staff members.

**Medicare Compliance Training (Audio CD only)** Qty \_\_\_\_ @ \$194.00

This training contains three PowerPoint Presentations. First is dedicated to staff and outlines compliance, how to implement and what expectation that the practice counts on. Second training is devoted to managers to assure basic knowledge of Medicare & Stark requirements. And third is an interactive quiz set up in two parts: one for staff and one for managers.

**Model Medical Practice OSHA Exposure Control Compliance Plan & Training** Qty \_\_\_\_ @ \$295.00

Keeps you in compliance with OSHA's Bloodborne Pathogen regulations. Included is a comprehensive USB Drive with a PowerPoint presentation for required annual training protocol to prevent Bloodborne Pathogens.

**OSHA Exposure Control Training (USB Drive Only)** Qty \_\_\_\_ @ \$84.00

This training session is a valuable resource for training your staff and meeting your annual and new employee educational requirements covering Bloodborne Pathogens.

**Professional Courtesy Policy Template (CD)** Qty \_\_\_\_ @ \$97.00

Develop your written policy consistent with new government regulations for Professional Courtesy.

## Books

**Dermatology Practice Buy-Ins and Pay-Outs** Qty \_\_\_\_ @ \$128.00

Reviews the entire process associated with the entry of new co-owners into a dermatology practice or the departure of existing owners.

**Medical Practice Buy-Ins and Pay-Outs** Qty \_\_\_\_ @ \$105.00

Reviews the entire process associated with the entry of new co-owners into your practice or the departure of existing owners.



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## Books (continued)

- Ophthalmology Practice Buy-Ins and Pay-Outs** Qty \_\_\_\_ @ \$128.00  
Reviews the entire process associated with the entry of new co-owners into an ophthalmology practice or the departure of existing owners.
- Oral & Maxillofacial Surgery Buy-Ins and Pay-Outs** Qty \_\_\_\_ @ \$128.00  
Reviews the entire process associated with the entry of new co-owners into an oral & maxillofacial surgery practice or the departure of existing owners.
- Ophthalmology Practice Transitions: Starting, Stopping and In Between** Qty \_\_\_\_ @ \$172.00  
Comprehensive reference for ophthalmologists who are facing the uncertainties and risks that confront them at key transitional stages of their careers.
- Playing Fair: Planning Group Practice Compensation** Qty \_\_\_\_ @ \$96.00  
Explains the issues in establishing a fair compensation plan for your group.
- Retirement Planning for the Physicians** Qty \_\_\_\_ @ \$96.00  
Provides information to develop the best retirement strategy for your needs and situation.
- Retirement Planning for the Oral Surgeon** Qty \_\_\_\_ @ \$105.00  
Provides information to develop the best retirement strategy for needs and situation of oral surgeons.
- Selling Your Medical Practice** Qty \_\_\_\_ @ \$115.00  
Offers comprehensive practice sales data and advice.
- Selling Your Ophthalmology Practice** Qty \_\_\_\_ @ \$124.00  
Offers comprehensive practice sales data and advice for ophthalmology practices.
- Selling Your Oral & Maxillofacial Surgery Practice** Qty \_\_\_\_ @ \$124.00  
Offers comprehensive practice sales data and advice for oral & maxillofacial surgery practices.


AMOUNT: \$ \_\_\_\_\_

Shipping: \$ \_\_\_\_\_

Mail \$7.50; Ground Delivery\* \$15.00; Second Business Day\*\* \$42.50; or Next Business Afternoon\* \$47.50:

\*\*Ground, Second Day and Next Day deliveries cannot be made to P.O. Box shipping addresses.

**{\*\*Some items may require extra postage: Mail \$13.50, Ground \$17.00, Second Business Day \$47.50, Next Business Day \$67.50}**

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