



# **Think Business! Medical Practice Quality, Efficiency, Profits, 2nd EDITION**

*Owen J. Dahl, MBA, FACHE, CHBC*

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In this revised and updated 2nd Edition, nationally recognized expert, Owen Dahl, provides the vital information that top business schools teach. Think Business! Is designed for the busy professional as a mini-MBA for the medical practice environment. Written in a clear style, the revised edition covers the changes occurring in healthcare and reimbursement including the move from volume to value. All examples and content relate to the daily operations and activities that occur in a healthcare practice. Readers will learn: Financial fundamentals how to keep tabs on the practice Employees as assets: How to recruit and retain them How to differentiate practice from the competition Setting the stage for pay-for-performance and quality of care Why individual physicians and their executive staff should care about quality outcomes Motivate employees; it s not only about money! New for this Edition! Where to look first to control costs? This book provides the first 3 places to look MACRA, MIPS, PQRS, VBPM Alphabet Soup Volume to Value-based reimbursement How much does it cost to see a patient? Cost differentials of new patient vs. established patient, one office vs. another office, one provider vs. another provider... Step-by-step guide to revenue cycle management What is the expected profit margin on certain patient services? Basics of a strong compliance policy Risk Management: choose the MedMal policy right for the practice Quadrant matrix regarding adding ancillaries Tips on benchmarking the practice

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