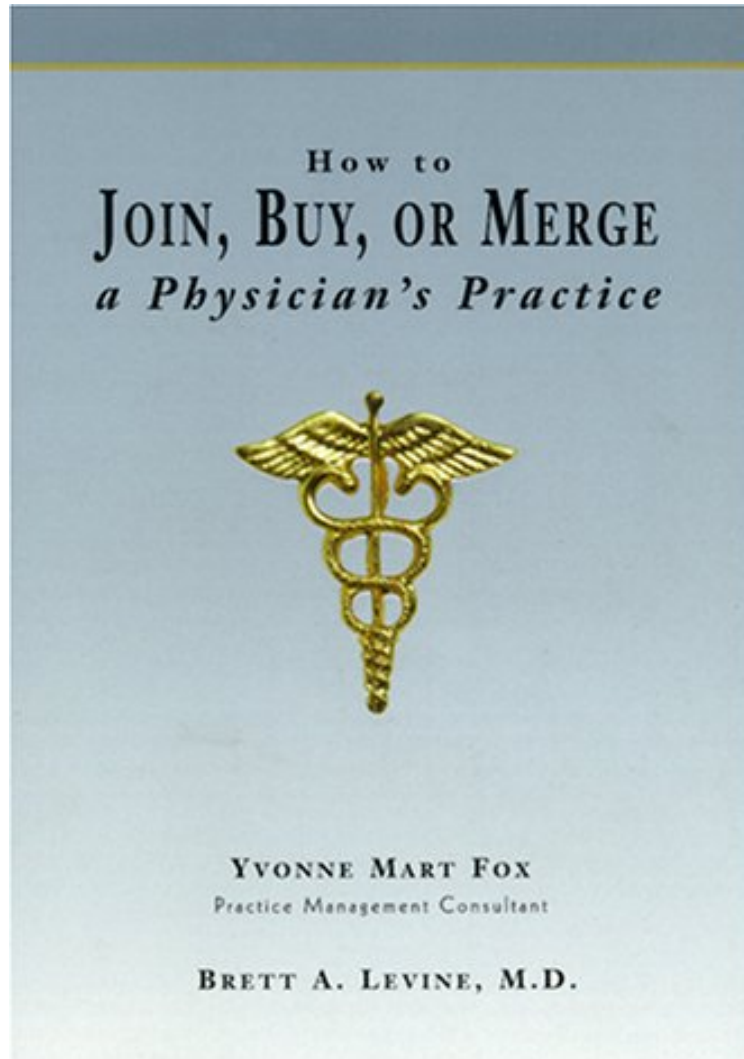


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## How to Join, Buy, Or Merge A Physician's Practice

*Yvonne Fox, Brett A. Levine MD*  
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**Yvonne Fox, Brett A. Levine MD : How to Join, Buy, Or Merge A Physician's Practice** before purchasing it in order to gauge whether or not it would be worth my time, and all praised How to Join, Buy, Or Merge A Physician's Practice:

0 of 0 people found the following review helpful. Excellent resource for anyone entering practice for the first time By PeanutloverI previously purchased "Finding the Right Job After Residency," but found it to be lacking in detail and depth. I was pleasantly surprised with "How to Join, Buy or Merge a Physician's Practice." This book includes extensive details on how to job search, ask the right questions, evaluate each practice, compare the opportunities, and negotiate a contract. Perfect for the resident or fellow looking for a first job who has a glimpse of how complicated

physician employment and partnership are, but needs lots of help understanding the details. 5 of 6 people found the following review helpful. An absolute must read  
By Ira A. Klein  
This book is an absolute must read for the physician that is joining, buying, or merging into a practice as well as any accountant, lawyer, or consultant diving into this arena!  
10 of 0 people found the following review helpful. Helps to guide inquiry and to ask the right questions  
By Paul  
I have had this book for at least 10 years and looked at it each time I was preparing to transition to a new practice situation. The considerations for looking at various aspects of a practice situation continue to apply. I pulled it out again after I talked to a friend who asked my opinion about a few practices during his job search. I have hired this consultant and feel that there is value to both her writing and services in guiding inquiry and asking the right questions, but also would encourage my colleagues to not underestimate their own abilities in assessing an opportunity.

A practical guide for residents, fellows, and physicians making career decisions, this book provides tools, techniques, and resources that can be employed in the job search, in evaluating opportunities, in negotiating contracts, and in making job transitions. The book helps readers identify goals, assemble support systems of advisors, access resources, evaluate positions and practices, employ negotiating skills so they can obtain favorable contract terms, secure the best practice opportunities available, and make the transition with security--and confidence that they have made the best decision based on their individual preferences. Charts, tables, query lists, and anecdotes are included throughout to educate, stimulate questions, and help readers identify and avoid problems.\* Book is a career road map for tailored for residents, fellows. It breaks an overwhelming task into logical and workable sequential steps \* Query lists help the reader identify goals, evaluate potential opportunities, and negotiate favorable contract terms \* Dozens of anecdotes, real life situations provide easy to understand lessons to physicians can understand and relate to help them avoid pitfalls and costly mistakes others have experienced \* Sample CVs may be used as templates for their own CVs \* Names and addresses of national and state medical organizations make it easy to apply for credentials and medical and plan important dates \* Key terms educate readers to terms they will hear in negotiations and encounter in their new practice positions