

Mitigating the Medicare Freeze: How General Practices are Successfully Generating Revenue



HOSTED BY
Dr Sachin Patel

SMC
scale my
clinic



Tue 04 Oct
12:30pm AEDT





Mitigating the Medicare Freeze™

How General Practices are Successfully Generating Revenue

Dr Sachin Patel

SMC



Premier express Stour View Stores



OFF LICENCE - GROCERY - WESTERN UNION

NEWSPAPERS HOME DELIVERY SERVICE



Recycling Point





POST OFFICE

Travel

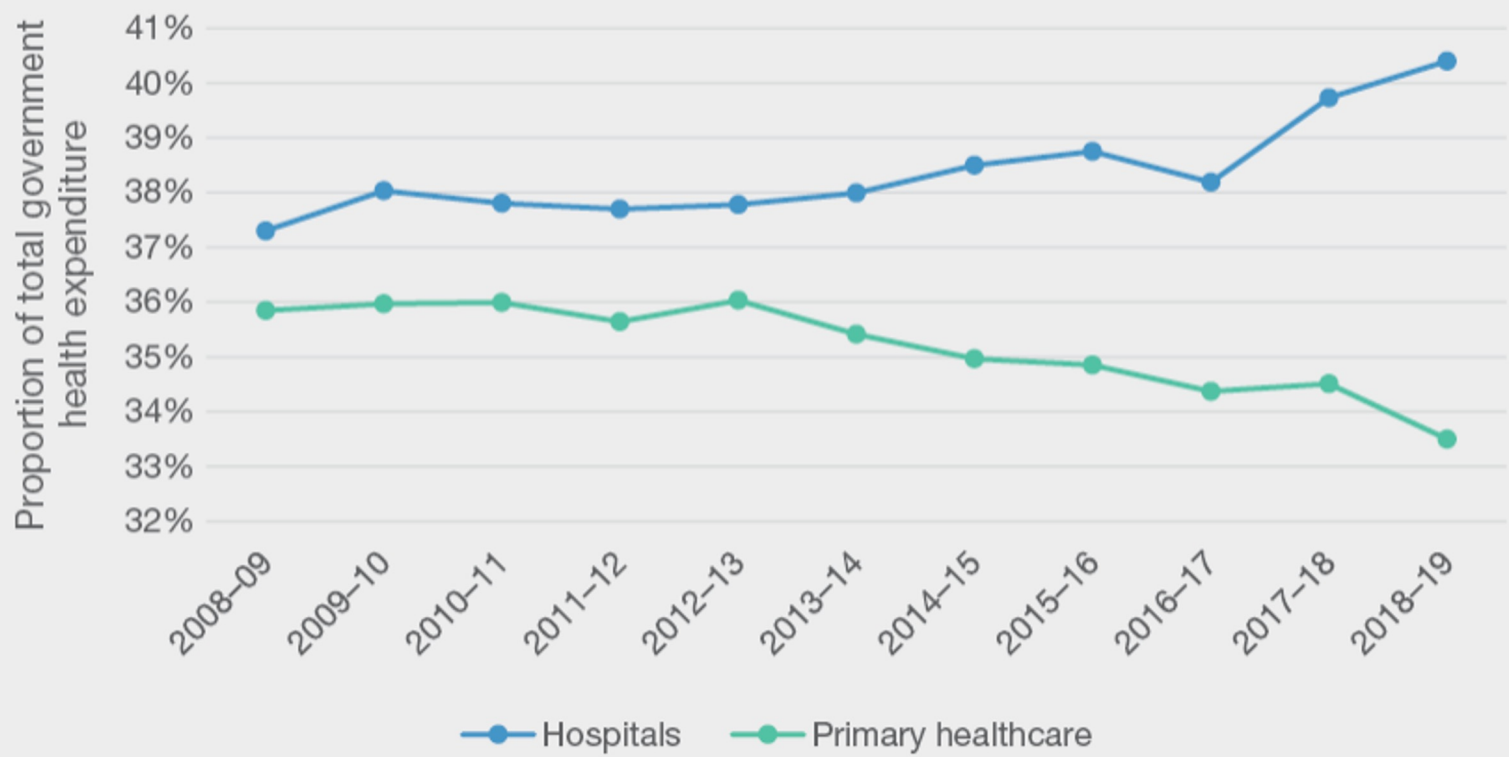
COOP Daily

GO AWAY WE CAN MAKE IT HAPPEN

Keep it LOCAL

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Figure 30. Total government expenditure on primary care is declining



A photograph of a space shuttle launching from a launch pad. The shuttle is ascending vertically, leaving a large plume of white smoke and a bright orange and yellow flame trail. The launch pad is visible in the foreground, and a water tower with the word "SPACE" on it is to the right. The sky is blue with some clouds.

Exit

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A woman with dark hair, wearing a yellow short-sleeved shirt and a grey apron, stands in a modern cafe. She is smiling and holding a tablet computer. The background shows a bright, open-plan cafe with wooden tables, yellow and grey chairs, and other customers. A black banner with white text is overlaid on the image.

Sustainable Business

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The Practice Success Blueprint™

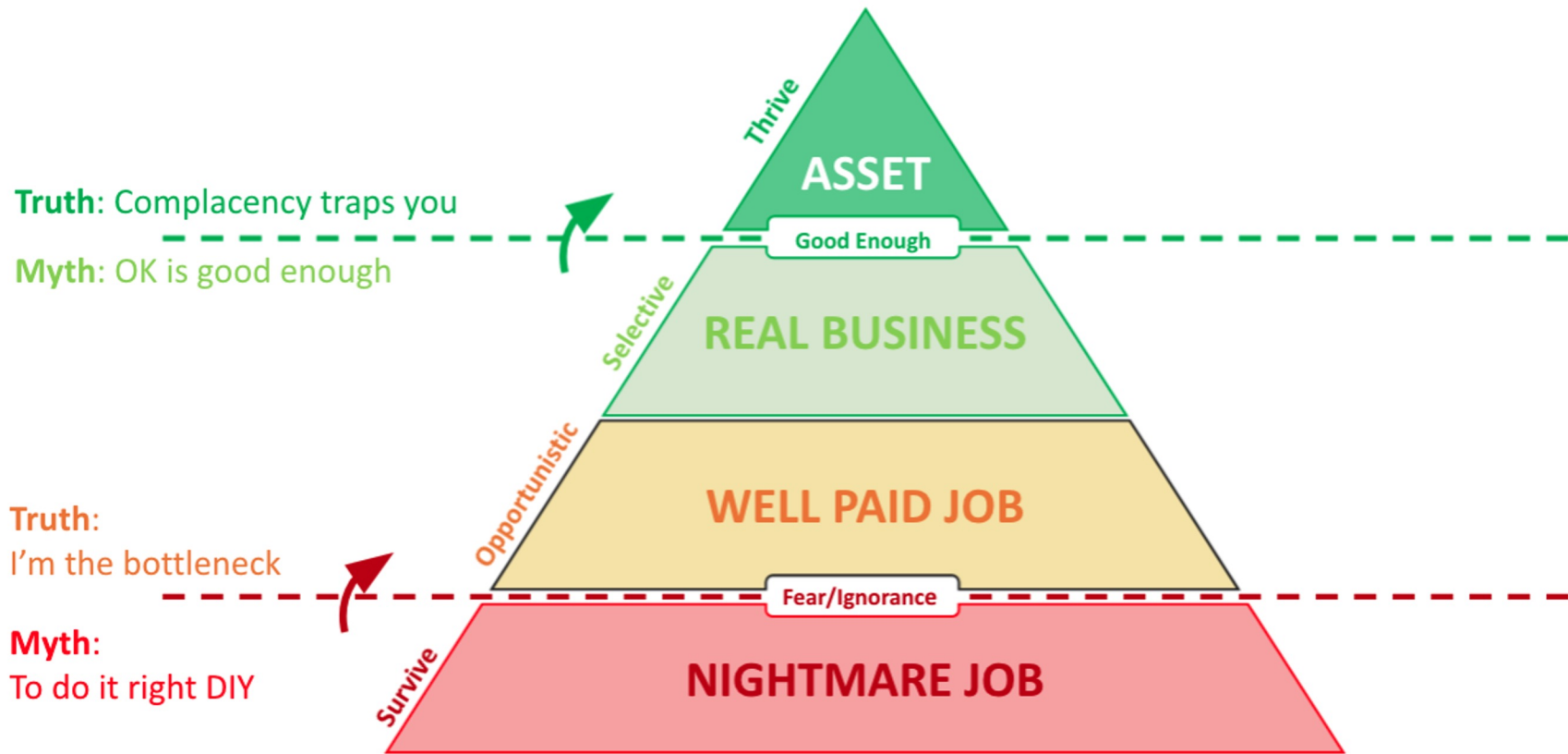


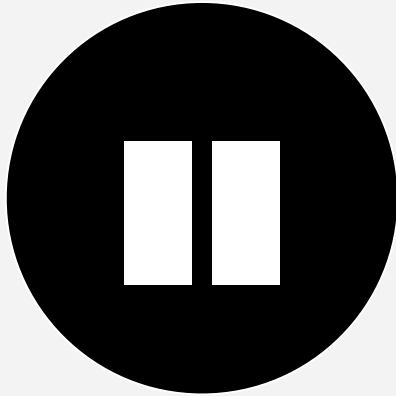
OUT EARN

~~OUT EARN~~

OUT

LEARN





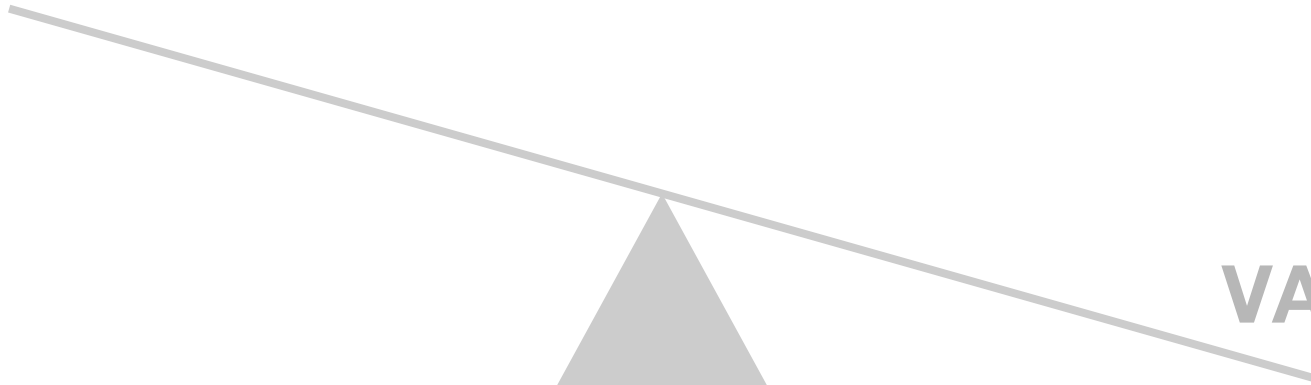
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5

Hot Principles

PRICE



VALUE

A white Rolls-Royce Phantom is parked in a narrow urban alleyway between brick buildings. The car is the central focus, shown from a front-three-quarter view. The lighting is dramatic, with strong shadows and highlights. A black banner with white text is overlaid across the front of the car.

Charge Your Worth

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Check For Hidden Dangers

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Optimise All Revenue Streams

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... just said to ... above, finding others in the same boat has been worth the admission price alone to Project X!

Like Reply 2 w



PX for 1 yr has paid for itself 10 x over to date and the contacts/support is second to none. I never even look at the doomsayers on ... just turn others' discomfort into opportunity! Welcome.

Like Reply 2 w



Hmm, sounds like I'm taking disadvantage of others - not what I mean, I mean that there's always 2 ways of looking at any challenging situation and I CHOOSE to take a positive view so act accordingly. Hope that makes sense!

Like Reply 2 w





founder.dedication
product.sale.build
advise.plan.capital
space.develop
edge.support.expand
investment.vc
new.operations
shareholder.create.
technique.mentors
investors.rivp
determination
business.leg
propel.s
export.b
valuation.

planning.sales
capital.accounting
marketing.culture
humanresources
trademark.founder
drive.maker
growth.h
direct

Every Dollar Saved

Reducing costs may show bigger ROI than increasing income

Like · Reply · 5w



My take away also.

Like · Reply · 5w

Don't be afraid to spend money where you have to, if you can prove the ROI. But, don't get lazy about costs. We will talk to Simon about some areas, e.g. consumables, and also get our lease negotiator back on board (shopping centre lease).

Like · Reply · 5w



It must have been about a year or so ago that we started with you **Todd Cameron** and **Sachin B Patel**. In the last year (we're now 5.5 years old) we've grown revenue 43% in a very competitive environment and Red Pill / PX has been a key contributor. Still a way to go but a far cry from our struggles of the first 3 years or so. Thanks guys to you and the rest of the team 🙌👍

Love · Reply · 2d



Big win for us this week. We have implemented a new billing structure in our skin clinic that has reduced our outstanding accounts from \$50-40k to \$25k for one Dr (in a couple of weeks).

Bingo Bango... no chasing \$ and we are saving an estimated 30 mins of staff time per patient in processing and chasing up outstanding \$.

Well done -

Thanks **Todd Cameron** for your guidance

Like · Reply · 3d · Edited



Todd Cameron awesome 🌟👍

Spoke to voip, we were paying per call. Got unlimited calling and should drop from 500-600 per month to 140 flat fee. Close to 10k saved per year between the two clinics. Thank you and humbled to be part of the Scale my Clinic. **Todd Cameron** and **Sachin B Patel** always mean what they say. Just an amazing group. Spoke with United and they are locking at our invoices for insurance and electricity as we speak.

Like · Reply · 5w



Kath Banning Author What an amazing outcome! Not a bad ROI for the few minutes of work for webinar and making the calls!

Like · Reply · 5w



Sachin B Patel Chamira Ranatunga boom..... implementation. You did the work at 6am. 10k in the pocket by 4pm.

Like · Reply · 5w

closed my book early today 😊

Like · Reply · 5w



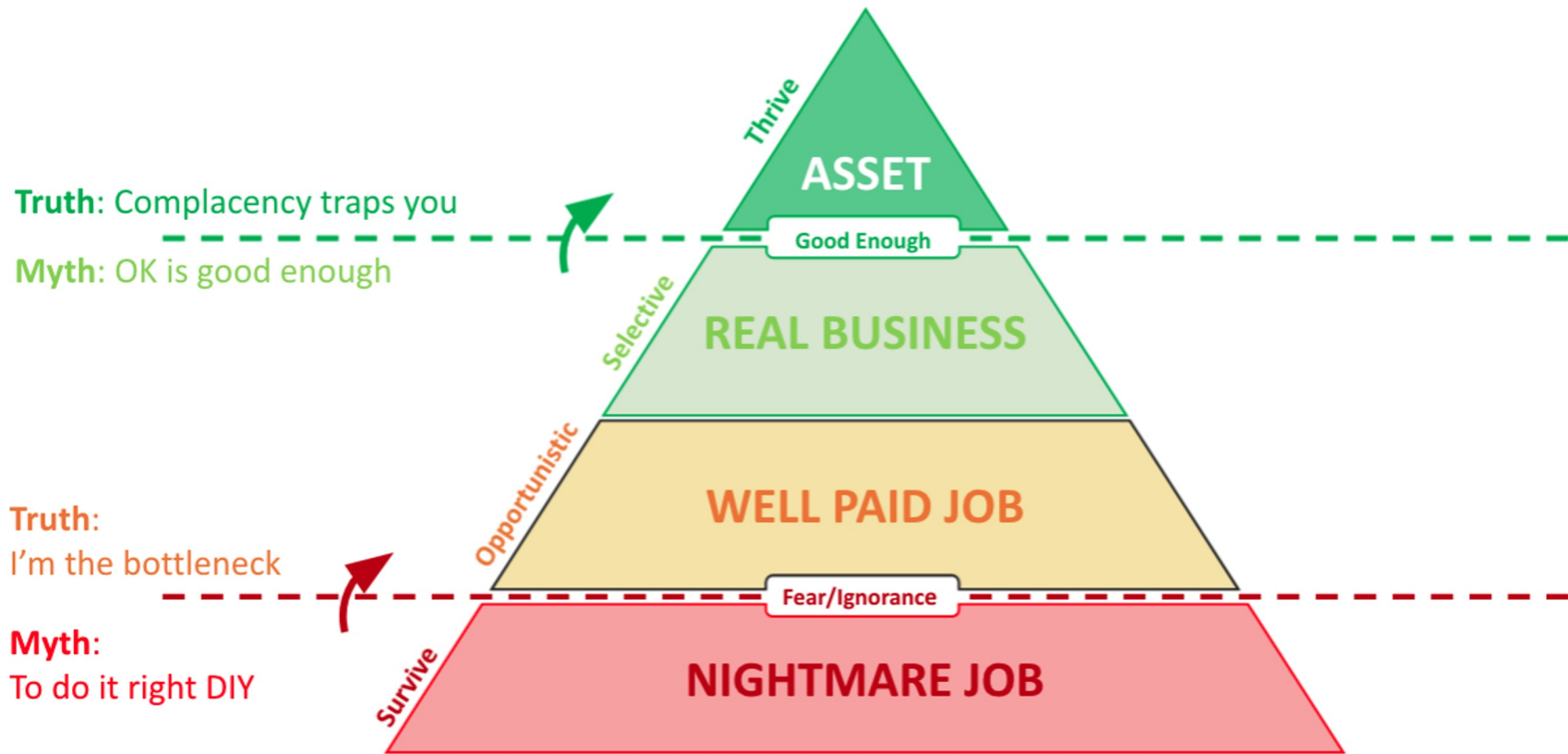
A couple of things worth considering.....

1. Collecting multiple quotes for services and equipment can save you tens of thousands of dollars over 5 years. Our new agreement saves us \$2500 per month for the next five years for a product and service that is better than our current solution. That's a huge saving. All I had to do was go out and collect 4 different quotes.

More efficient admin/reception team members so more effective in existing hours establishment.

Like · Reply · 5w

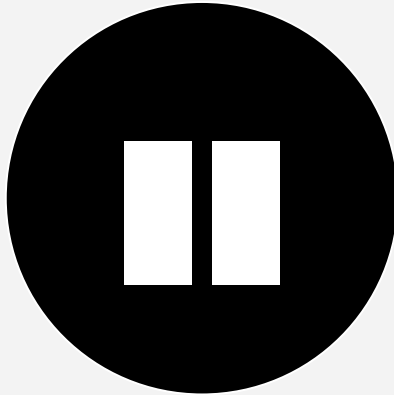






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Practice Growth Audit

15 min zoom call



 **HotDoc** | CPD WEBINAR

Lifestyle Choices to Improve Men's Health – for your Practice & Patients



HOSTED BY
Dr Joe Kosterich



Wed 16 Nov
12:30pm AEDT

JOIN THE CONVERSATION



Our community has over 5,000 members of practice managers, nurses, receptionists, practice owners and GPs where ideas and hot topics are shared and discussed

Join here <https://www.facebook.com/groups/fortheloveofhealthcare>

Q & A

A bouquet of flowers is arranged on a rustic wooden surface. The bouquet features a large, vibrant pink daisy flower with a dark center, surrounded by clusters of small white baby's breath flowers and green foliage. A brown paper tag with a gold-colored metal fastener and a piece of twine is attached to the bouquet. The tag has the words "Thank you!" written in a cursive font.

Thank
you!