

## **The Finances of the Practice - and Why Legal Fees are a Challenge**

### **Did you know that:**

- Blue Shield Covered California cut their reimbursement rates to doctors by 29% in 2018?
- The compensation of their President and CEO in 2017 was \$4,102,304  
Their EVP for Health Care Quality and Affordability made \$2,364,511

[Blue Shield executive compensation](#) 

- Partnership Insurance (our local Medicaid managed care) generally pays us \$12 - \$27 per month total for each patient, even if we are seeing them once or twice a month for complicated problems? (Their care is subsidized in the community clinics)

- Running a medical practice is expensive? Some of Full Circle's Overhead Expenses:

Monthly payroll \$16,190

Monthly Electronic Health Record \$1150

Insurance (Malpractice, liability, etc) \$ 2685/month

Medical supplies and equipment \$1400/month

Rent: \$2000/month

Telephone: \$430/month

etc.

- WE SAVE YOU MONEY ON SUPPLEMENTS. We do not add a retail markup to supplements in the practice. Connie feels it is unethical to recommend things she makes a profit on, so we sell things at cost (and Erin thinks we may lose on this because of an underestimate of the percentage to cover staff time involved.)

- Connie takes time to provide advice about nutrition, herbal treatments and other alternatives and thinks this should be a covered service, even though Insurers really only pay enough to cover 5-10 minutes to hand you a prescription and step out?

- In 2018 Connie earned less than minimum wage: It worked out to about \$10 per hour

### **How you can help:**

- Come in for a visit rather than asking for free care on the phone or portal. We want to give you a break, but not your insurance company. . . .

- Consider a "tip" if you feel you have gotten special treatment or for care received by phone or on the portal. Consider \$1-\$30 for your visit

- Advocate for a Single Payer Health System, so that doctors who provide care to low-income people will not have to choose between taking care of their patients and taking care of their own families.

