By continuing to browse or by clicking "I

MedLion founder sees future in direct primary care



Vegas October 30, 2015 - 2:51 pm Don't miss the big stories. Like us on Facebook. **Like** 2.7K

could become a paradigm shift in American health care. Qamar gave up being a concierge doctor to the rich and famous in Monterey, Calif., to become the driving force behind MedLion, the nation's

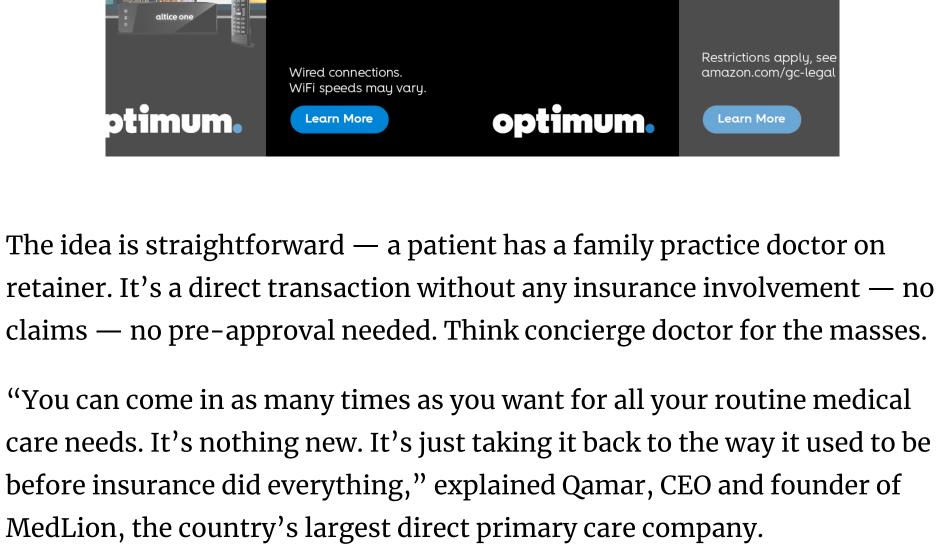
 TV

largest direct primary care company. **ADVERTISING**

+ Up to 200 Mbps Internet

From an office off Rampart Boulevard, Dr. Samir Qamar is building what

Over 220 Channels + Voice Activated Remote



MedLion is available to individuals, families and businesses. MedLion DPC paired with an appropriate insurance plan can save employers up to 50 percent of their employee health care costs and still be

in compliance with the Affordable Care Act mandates while offering better

patient care which translates into healthier employees, said Qamar.

"Employers everywhere are looking for a way to grow their benefit

midsize business market." Fourth-generation Las Vegas landscape business owner Chris Jaramillo backs up Qamar's claims. Since signing with MedLion on Jan. 1 Jaramillo has experienced a significant drop in the company's health care expenses and his 200 employees have been pleased with the health care they have

structure with the new ACA laws," he said. "We are targeting the small to

cost-effective solution for employers that wasn't available before." lendingtree 15-Year Fixed 2.38% 2.66% APR Today's Refinance Rate 30-Year Fixed 2.75% 2.96% APR

5/1 ARM

\$225,000 (5/1 ARM)

\$350,000 (5/1 ARM)

"MedLion has been able to offer a solution to the onerous employer-

mandated requirements of the ACA," Jaramillo said. "MedLion offers a

Chris Robison, a Las Vegas-based health benefits broker with Epix Solutions, also validates the "In working with MedLion, medical insurance for emplo Locally, there are four MedL Vegas with 20 more on a wai "We have about 350 doctors with the actual patient num distribution varies across lo

A+

A-

received.

APR

Calculate Payment >

Terms & Conditions apply. NMLS#1136

e huge savings.
we are able to provide plans that cut the cost of oyers by up to 50 percent," said Robison.
Lion doctors in Boulder City and eight in Las niting list.
s contracted with MedLion across 27 states
ber currently below 10,000. The patient
ocations with some practices half full (500

3.00%

\$949/mo

\$1,476/mo

3.23% APR

3.23% APR

3.18% APR

"That influx of patients will come next year with parts of the Affordable Care Act rolling out in January."

4,000 to 10,000 because of the inclusion of traditional concierge

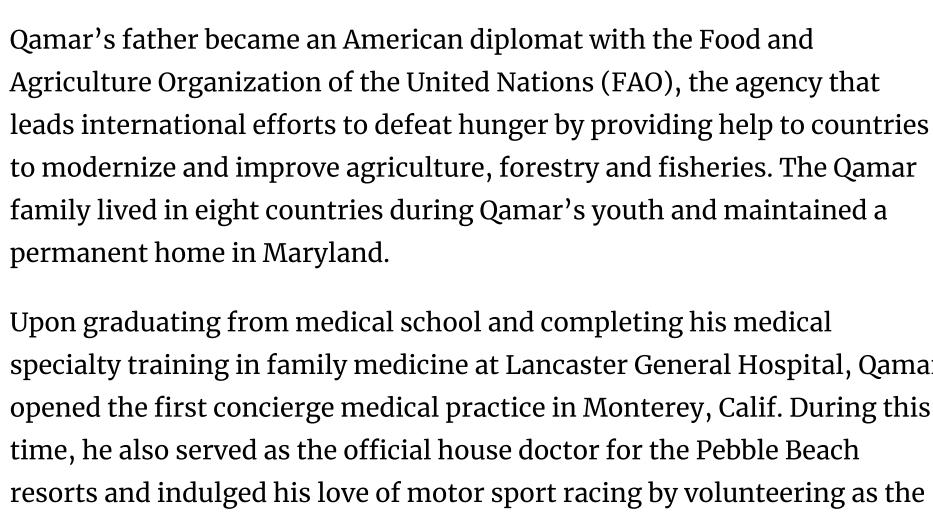
patients) while others are still awaiting influx of patients," said Qamar.

Currently the number of DPC physicians practicing nationally range from

PROTECTIVE CAP Qamar was born in Beirut, Lebanon, BASEBALL CAP while his father, Indian-born Kalim, attended the American University there. His mother is Pakistani. Qamar was 3

University.

An international upbringing may have organically led Qamar to choose



prominent patients.

loans and had a very plush life," Qamar said.

Son: "A hundred towns, of course."

MedLion doctors

internal medicine.

Qamar.

service and business guidance.

come into the doctor's office.

future of health care:

Father: "So that's why we travel all the time."

physicians in some surveys.

family medicine as his specialty.

Who is Samir Qamar?

specialty training in family medicine at Lancaster General Hospital, Qamar opened the first concierge medical practice in Monterey, Calif. During this time, he also served as the official house doctor for the Pebble Beach resorts and indulged his love of motor sport racing by volunteering as the assistant medical director of the Mazda Raceway, Laguna Seca. He had what he now calls "a golden shingle" practice. His concierge practice allowed him the luxury of spending time with each of his

months old when the family immigrated

continued his education and earned a

doctorate in agriculture from Cornell

to the United States. His father

But a lesson his father taught him as a child ultimately led him to found MedLion in 2009. Qamar shared the memory with the Business Press: Son: "Dad, why do we have to move so much?" Father: "I have the ability to feed people by building irrigation systems and farming systems. Do you think it's better to feed people in one town or a hundred towns?"

"I could have stayed there for the rest of my life — retired — paid off my

wanted to take care of everyone and that's why I started MedLion." Qamar designed the DPC membership model for those with little or no health insurance.

"I interview every single physician myself to make sure they have the

Qamar. All doctors are either board-certified or board-eligible in family or

insurance-claim processing. For its portion of the monthly fee, MedLion

referral support, billing and collections, marketing, advertising, customer

"The average overhead for a doctor who takes only insurance for all of its

MedLion doctors are able to see fewer patients and spend up to one hour

increased reimbursement over traditional insurance-based capitation

payments which average \$15 per patient for a primary care visit, said

with each patient with a newly diagnosed condition because of the

So what about prescriptions, X-rays, testing and specialist visits?

offers physicians membership services which may include legal and

same demeanor I'm looking for to take care of these patients," said

As a concierge doctor with a successful business which reached only a

limited number of people, that childhood conversation stayed with him. "I

didn't go to medical school to just take care of a particular demographic. I

"At MedLion practices, you pay \$85 per month for adults and \$49 for children," Qamar said. The MedLion doctors are independent contractors who retain \$50 to \$60 of the monthly fee and realize overhead savings due to the lack of

primary care averages around 50 percent," said Qamar.

"We (MedLion) become their medical quarterbacks. Even though our scope of practice is limited to primary care, we will do everything we can for them to negotiate surgeries and lower medication costs for them," said Qamar. Contracted doctors are limited to 1,000 patients and patients must be seen by the doctor either the same day or the next. Approximately 30 percent of

MedLion patient visits are by telemedicine which enables the sick patient

Qamar sees more major changes ahead and offers some predictions for the

to speak with the doctor by phone, texts or emails instead of having to

— "I believe that this country was born on free-market, capitalistic

— "I believe very soon there will come a day when we'll choose what

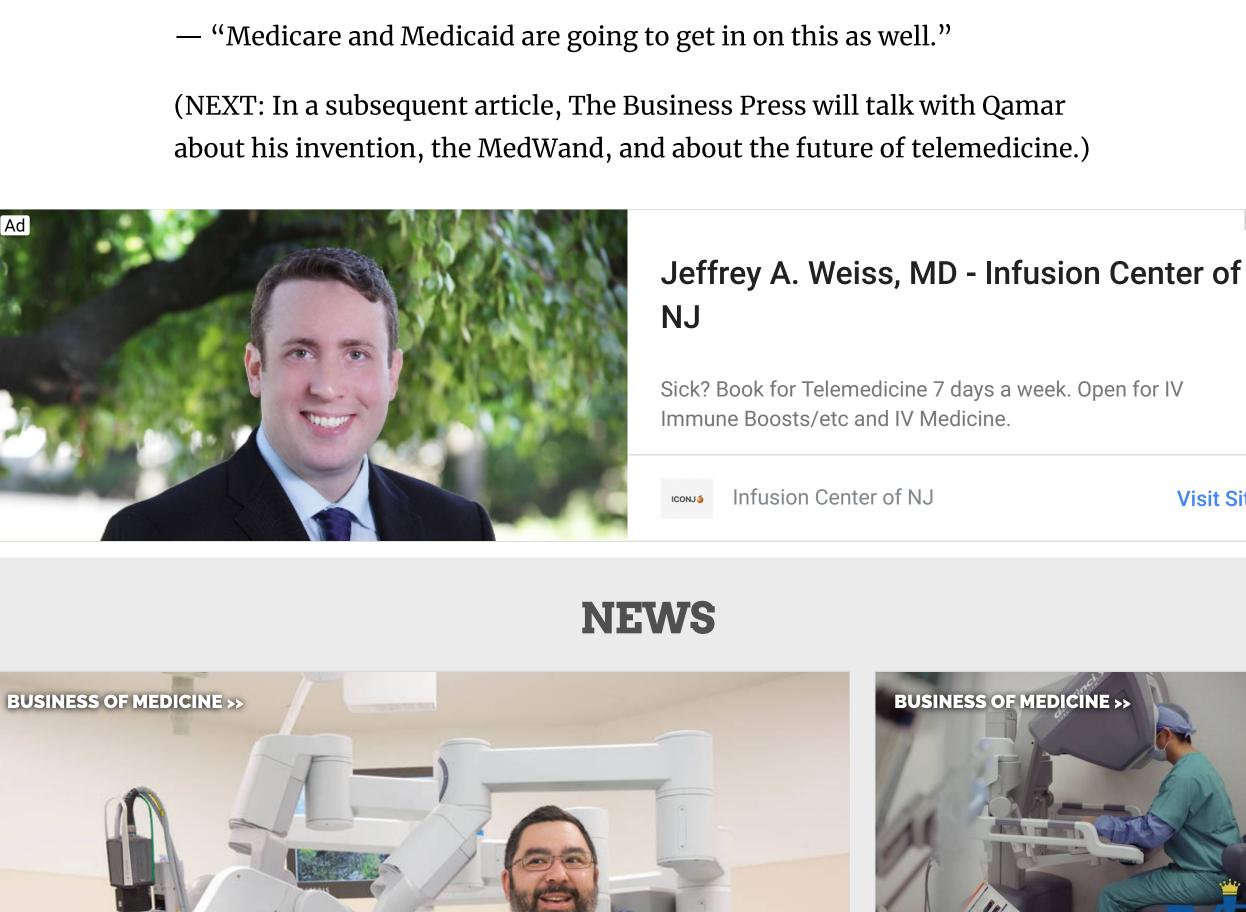
— "You'll have a separation of primary care from insurance —

insurance we'll want to use for catastrophic issues and which primary care

principles and that's not going to change — nor should it."

physician you are going to see for routine care."

downstream — not overnight. — "Medicare and Medicaid are going to get in on this as well."



Visit Site

HEALTH CARE BRIEFS: NEW

ROBOT

SURGICAL CENTER FEATURES

SPECIAL TO LAS VEGAS BUSINESS PRESS

¡Los números lo dicen todo!

Tu agua de la llave cumple o supera los estándares de calidad más altos

APRENDE MÁS

BUSINESS SNAPS: Tennesseasonings

By BUFORD DAVIS LAS VEGAS BUSINESS PRESS

The numbers make it clear.

Your tap water meets or surpasses the highest quality standards.

LEARN MORE

VIDEO: Mentoring Moments – with

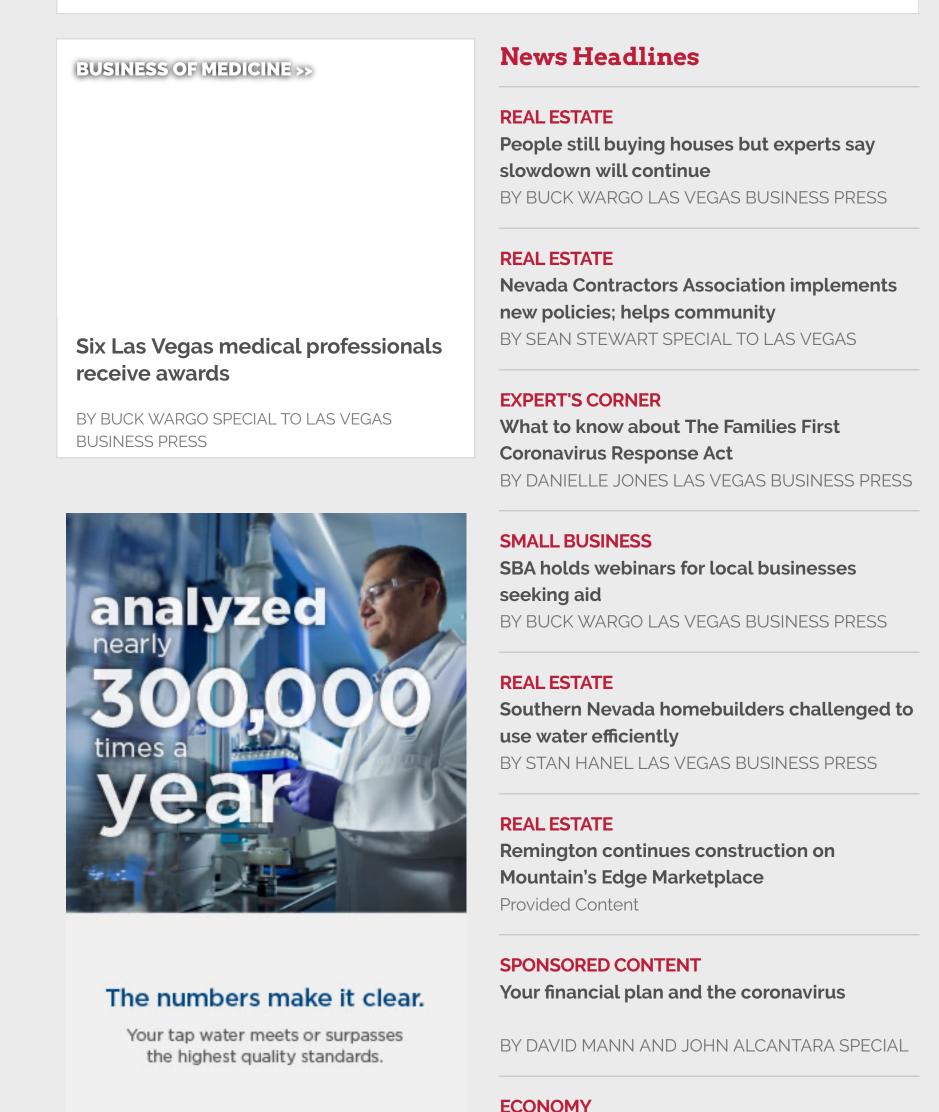
MENTORING MOMENTS >>

SOUTHERN NEVADA WATER AUTHORITY

ENTERTAINMENT >>

SOUTHERN NEVADA WATER AUTHORITY

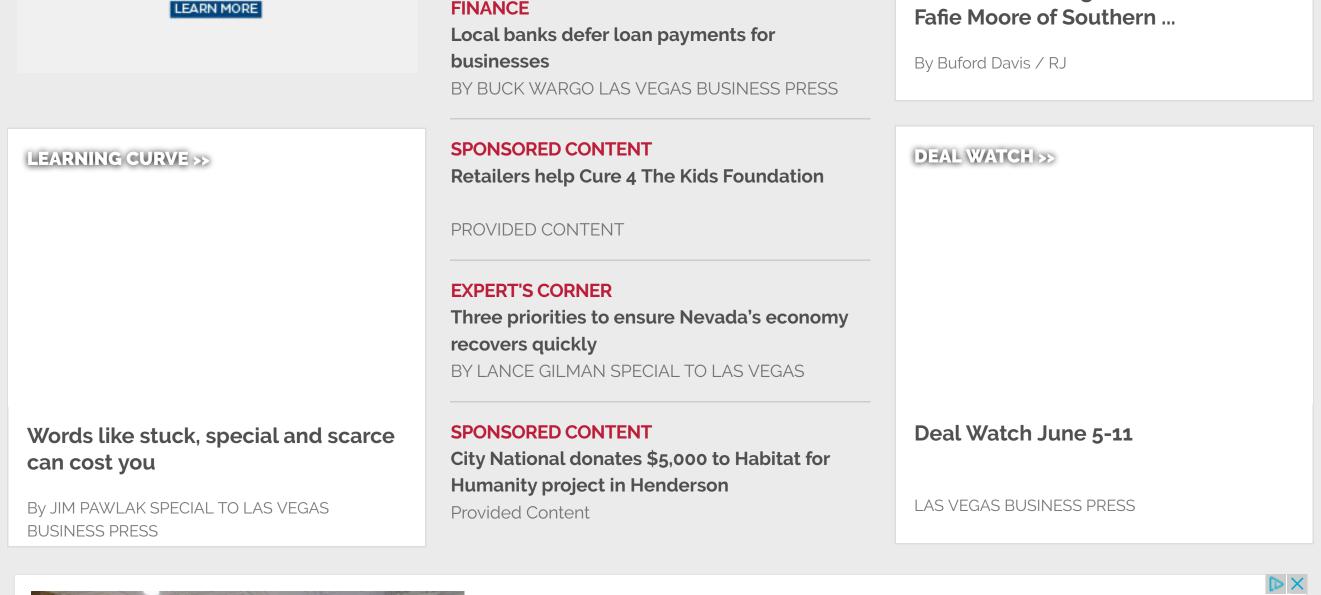
analizada casi



St. Rose Dominican Hospitals celebrates 72 years

BY BUCK WARGO SPECIAL TO LAS VEGAS BUSINESS PRESS

SOUTHERN NEVADA WATER AUTHORITY"



etc and IV Medicine.

Coronavirus hits Vegas economy hard

BY BUCK WARGO LAS VEGAS BUSINESS PRESS

f a

INFO & EDITIONS

SOLUTIONS

Advertise

Infusion Center of NJ

Boulder City Review

Copyright © 2020 Las Vegas Review-Journal, Inc. | Privacy policy

Powered by WordPress.com VIP

Jeffrey A. Weiss, MD

Sick? Book for Telemedicine 7 days

a week. Open for IV Immune Boosts/