

Physician Profile 1 of 3

- Finding the right doctor
 - *Doctor Qualifier Form*
 - Ensures you are working with the right group
 - Creates file for new doctor
 - Locates facility for surgery to be performed
 - Helps identify new doctors

Annual Sales Meeting of the Americas 2007

Physician Profile 2 of 3

Who is the 'right' doctor?

- Specialty
 - Neurosurgeon or Orthopedic Surgeon
- Location
 - Market Size
- Staff
 - The one All-star contact
- Payers
 - Networked with major insurance
- Billing
 - Uses specific CPT codes
- Reimbursement
 - What does the office *actually* collect

Annual Sales Meeting of the Americas 2007

Physician Profile 3 of 3

The Perfect Physician Profile

- Surgeon
- Mid to large area population
- Sophisticated staff
 - Phone, fax, email competent
 - Organized
 - Able to follow through
- Has W/C & Health Care relationships
- Open to 63056 or similar
- Looking for an increase in profitability

Annual Sales Meeting of the Americas 2007

Case Submission 1 of 6

The Case Authorization Form

- Must be complete!
- Fax or email to *DiscoCare*
 - *Nowhere Else!*
- Needed for EVERY CASE
- Must use most recent Form

Annual Sales Meeting of the Americas 2007