

■ Have an Orlando Adventure!

■ Saving for Retirement

■ Is Telemedicine Right for You?

Career Guide

PEDIATRICS
ORLANDO, FL

November 2018

UCSF FRESNO PEDIATRIC OPPORTUNITIES



As Dedicated to Quality Medical Education as we are to Quality Patient Care. The University of California San Francisco Fresno Medical Education Program and Central California Faculty Medical Group give our faculty physicians access to the latest medical advances and teaching techniques. The Program has a dynamic community-based practice and supports a very busy Level 1-trauma service at **Community Regional Medical Center**. Providing high-quality healthcare while enabling physicians to train in a dynamic research environment. Faculty and Residents are dedicated to caring for the underserved in this supportive hospital-based environment. In addition to the hospital-based clinics, there are **14 University Centers of Excellence** practice sites in the community. Our physicians enjoy the same experiences and medical challenges found in major metropolitan hospitals, without the traffic jams, noise or hectic pace of urban life. From the area's newest state-of-the-art medical and educational facilities to our smaller specialty centers, we offer a wide variety of opportunities for physicians.

Current Opportunities:

- Pediatric Adolescent Medicine
- Pediatric Neurology
- Clinical Genetics
- Pediatric Infectious Disease
- Pediatric Surgery

The program is located in Fresno, California. Fresno is about 60 miles from Yosemite, Sequoia, Kings Canyon National Parks and just a short drive from skiing and to walks on the beach. In fact, not only is the cost of living reasonable, the Fresno metropolitan area is also the only one in California predicted to be in the sweet spot for growth over the coming years. Situated in the bountiful San Joaquin Valley, we have the unique opportunity to live within 1-3 hours of mountains the coast, and the SF and LA metropolitan areas. Weekends are spent enjoying the best of all worlds while residing in an affordable area with a wonderful quality of life!

We offer a supportive and collegial environment. Compensation packet and faculty appointment with UCSF will be commensurate with the applicant's background and accomplishments.

If this is the kind of opportunity you have been looking for, we invite you to contact us for more information on the dynamic UCSF Fresno Medical Education Program.

**Contact Diane O'Connor, Recruiter, CCFMG,
Diane.Oconnor@ccfm.org**

Interested candidates should apply online at: <https://aprecruit.ucsf.edu>

Visit our website: www.universitymds.com and www.fresno.ucsf.edu

UC San Francisco seeks candidates whose experience, teaching, research, or community service that has prepared them to contribute to our commitment to diversity and excellence.

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, age or protected veteran status.

Contents



4

Orlando is known for its theme parks and then some. See what Orange County has to offer.

8

Find out why **Saving for Retirement** should begin sooner than later.



12

Is Telemedicine Right for You?
Read on to consider.

Have an Orlando Adventure!

Discover why Orlando is more than just theme parks

Welcome to Orlando! While the city is most famous for its theme parks - thanks to the legendary imagination of Walt Disney - Orlando also offers many other family attractions. Let's start our journey with a few must-see destinations before heading to the theme parks.

Kennedy Space Center Visitor Complex

On Florida's Atlantic Coast, around an hour's drive away from Orlando, the Kennedy Space Center Visitor Complex is a must-visit if you are traveling with space-mad kids. The exhibition halls are fascinating, but the possibility of meeting an astronaut delivers some real star-studded magic.

Check the program for details.

Florida 32899 | 855-433-4210
kennedyspacecenter.com

Dr. Phillips Center for the Performing Arts

This city arts center attracts big-name comedy and musical acts, world-class theater and musical theater performances, as well as hosting local ballet and opera. It's located in the upscale Dr. Phillips neighborhood, just a short drive from downtown. Check out the program and book your visit in advance.

445 S Magnolia Ave, Orlando, FL 32801 | 407-839-0119
drphillipscenter.org

Orlando Science Center

This is a fabulous interactive and family-friendly science museum with diverse exhibits in a number of exhibition halls including Our Planet, DinoDigs, Kinetic Town and Nature Works. Well worth a visit if you are in town with the family.

777 E Princeton St, Orlando, FL 32803 | 407-514-2000
osc.org

Rollins College

This illustrious college in the upscale neighborhood of Winter Park attracts music-loving visitors to its campus each spring, thanks to the renowned annual Bach Festival. Also on campus is The Cornell Fine Arts Museum, one of the oldest and most distinguished art collections in Florida with more than 5,000 pieces of art.

1000 Holt Ave, Winter Park, FL 32789 | 407-646-2526
bachfestivalflorida.org
rollins.edu/cornell-fine-arts-museum/visit/index.html

Mall at Millenia


Orlando boasts an array of malls, but the cream of the crop is the upscale Mall at Millenia. Here, you'll find high-end labels including Bulgari, Cartier, Chanel and Salvatore Ferragamo alongside favorites such as Urban Outfitters, Victoria's Secret, Anthropologie and Abercrombie & Fitch. The anchor stores are Neiman Marcus, Bloomingdale's and Macy's and the many restaurants include The Cheesecake Factory, Brio Tuscan Grille, and the California Pizza Kitchen.

4200 Conroy Rd, Orlando, FL 32839 | mallatmillenia.com

Lake Eola Park

This 43-acre downtown park has an interesting program of activities. The park has an amazing lake with an 80-foot (24-meter) sinkhole, and hosts a popular Sunday morning farmers' market as well as a variety of community events throughout the year. Enjoy a concert or a play in the amphitheatre, check out the view of the Orlando skyline, and on Sundays, you can stop by the Farmers' Market.

Linton E. Allen Memorial Fountain in Lake Eola, seen on numerous postcards and cityscapes. The lakeside track is ideal



Orlando is famous for its theme parks south of the city and also offers many other family attractions.

for runners or a family stroll. Kids will love the swan-shaped paddle boats on the park's lake, a relaxing but fun family activity.
512 E Washington St, Orlando, FL 32801
cityoforlando.net/parks/lake-eola-park

University of Central Florida Arboretum

With almost 600 plant species within 80-acres (32-hectares), this is a must-see attraction for plant lovers. The Arboretum, opened in 1983, boasts at least eight natural ecosystems. Visitors can admire the Swamp Habitat, walk or bike along the 9-acre (3.6-hectare) lake, or play a game of disc golf.
110 Apollo Cir, Orlando, FL 32816 | 407-823-3583
arboretum.ucf.edu

Winter Park

Whether you want to take a rejuvenating walk through the grounds or play an intense game of volleyball, Winter Park has something for everyone. Visit one of the many playgrounds, or browse for goodies at the Saturday Farmers Market. You can also enjoy the blooms at the Kraft Azalea Garden, or learn about the history of Winter Park at the Winter Park History Museum.
200 W New England Ave, Winter Park, FL 32789 | 407-599-3397
cityofwinterpark.org/departments/parks-recreation/farmers-market

Lake Louisa State Park

Florida has three national parks and 164 state parks, including the beautiful Lake Louisa State park, a mixed-terrain park just

a short drive from downtown Orlando. The eponymous lake is designated an Outstanding Florida Water Way and offers canoeing, fishing, lake swimming and kayaking. On the shores of Lake Louisa, you'll find picnicking facilities and a small playground. There are also a number of smaller lakes within the park boundaries, two of which offer additional opportunities for fishing and kayaking. Meanwhile, 16 miles of mixed-use trails and 4 miles of hiking trails provide opportunities for hiking, biking, nature watching and horseback riding.

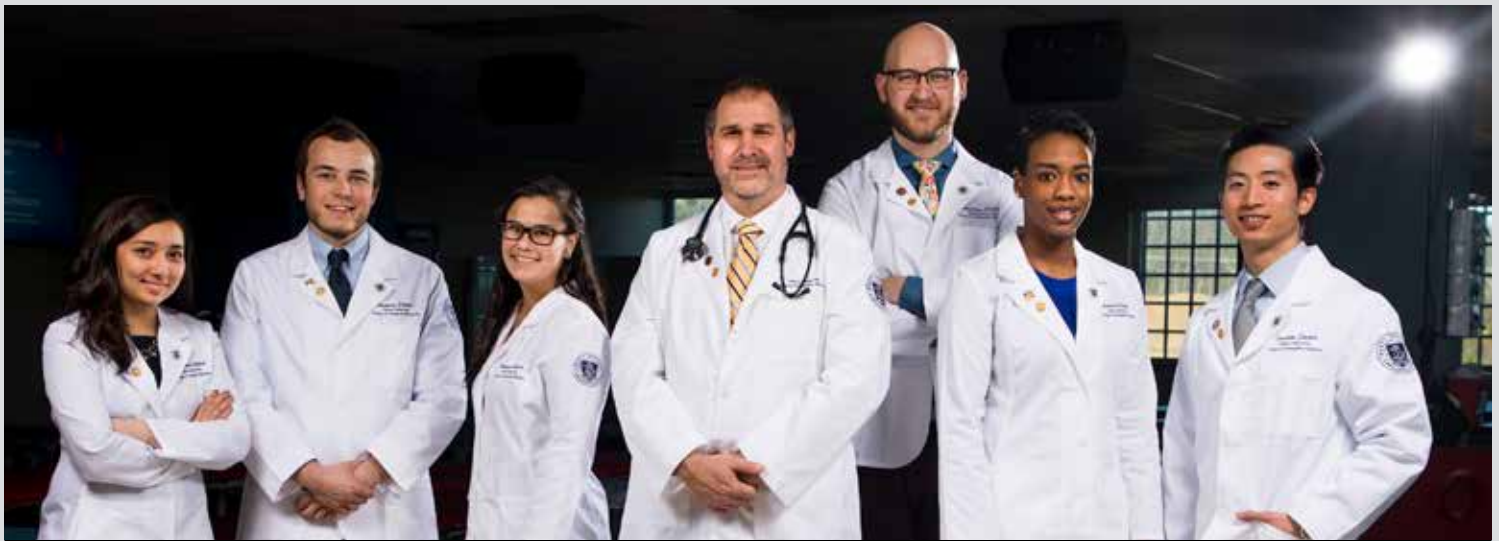
7305 US Highway 27, Clermont, FL 34714 | 352-394-3969
floridastateparks.org/park/Lake-Louisa

Theme parks

You can spend weeks in Orlando's theme parks, especially at The Disney World Resort encompassing six parks; four theme parks and two water parks as well as a newly revamped shopping and dining area. For those who are cinema lovers and Harry Potter fans, Universal parks, Universal Studios Florida and Universal's Islands of Adventure are a treat. The Universal water park is Orlando's newest and most fabulous attraction.

disneyworld.disney.go.com | 407-939-5277
universalorlando.com/web/en/us/theme-parks/universal-studios-florida/index.html | 407-363-8000

We hope we've given you a little inspiration for great family days out in the Orlando area. Wherever you choose to spend your time, have fun! ■



PEDIATRICS FACULTY POSITION

Rank Commensurate with Experience

The Department of Pediatrics is actively searching for qualified individuals.

Responsibilities: The successful candidate should demonstrate experience and expertise in Pediatric Medicine that ensures the integration of scientifically based, outcome evaluated clinical knowledge and skills while providing instruction to pre-clerkship students and precepting students on clinical rotation in an ambulatory setting. The candidate will also provide service to the university and professional communities as well as engage in innovative scholarship and research to advance medical knowledge.

Facility: LUCOM is located inside the Center for Medical and Health Sciences and is designed as a state-of-the-art modern learning environment with a fully equipped Center for Research and an innovative Center for Standardized Patient and Simulation. Expansive, technologically advanced Osteopathic Manipulative Medicine (OMM), Clinical Medicine and Anatomy Labs are provided for LUCOM student-doctors to acquire knowledge and skill through observation, participation, practice, and hands-on applications, and cadaveric dissection.

Qualifications: DO or MD terminal degree with current Board Certification and three years academic experience as an adjunct clinical faculty or full-time faculty member at an osteopathic or allopathic school, or other doctoral level allied health college. Faculty members are expected to contribute to a positive Christian environment in the course of mentoring our LUCOM students.

LUCOM is a faith-based institution with student-doctors guided by the principles of the Christian worldview to become compassionate and competent physicians who will provide patient-centered osteopathic medical care to their patients and society.

Liberty University (LU) is located in the City of Lynchburg within Central Virginia.

Candidates should inquire and/or send letters of interest with their CVs via email to LUCOMINFO@liberty.edu with **PEDIATRICS** in the subject line. You can also call (434) 592-6400 or visit Liberty.edu/LUCOM/Employment.



LIBERTY
UNIVERSITY

COLLEGE of
OSTEOPATHIC
MEDICINE

Liberty.edu/LUCOM

[f/LibertyMedicine](https://www.facebook.com/LibertyMedicine) [t @LibertyMedicine](https://twitter.com/LibertyMedicine) [i @LibertyMedicine](https://www.instagram.com/LibertyMedicine)



Sewickley Valley Pediatric & Adolescent Medicine (SVPAM), a private pediatric practice northwest of Pittsburgh, is seeking an energetic pediatrician who is interested in establishing a long term relationship. An independent, community-based practice for more than 50 years, we offer general pediatric/adolescent medical care with additional emphasis on the Asthma Management, Allergy testing/treatment and in-house Behavioral Health services with our Licensed Psychologist. We have been recognized by the National Committee for Quality Assurance (NCQA) as a Patient Centered Medical Home since 2016.

Interested candidates should review our website (www.svpam.com) and send a cover letter & current CV to our COO / Medical Practice Executive, Liz Yankello at liz.yankello@svpm.com.

The Department of Pediatrics at the University of Pittsburgh School of Medicine and the Children's Hospital of Pittsburgh are recruiting for a faculty position in the Division of Newborn Medicine. The candidate must have completed a Neonatal-Perinatal Fellowship program and be Board Certified/Eligible in Neonatal-Perinatal Medicine. We are seeking an individual who will qualify for the academic rank of Assistant or Associate Professor.

Our Division currently has thirty full- or part-time neonatal faculty. We have an outstanding Neonatal-Perinatal medicine fellowship training program including twelve fellows. The NICU at Children's Hospital of Pittsburgh has a level 4 NICU with 55 beds, the NICU at Magee Womens Hospital has a level 3 NICU with 77 beds, and UPMC Mercy Hospital has a level 3 NICU with 12 beds. In addition to these main sites, UPMC manages several NICUs and newborn nurseries throughout western Pennsylvania and northern West Virginia. Children's Hospital of Pittsburgh is the major referral site for western Pennsylvania, northeastern Ohio and northern West Virginia for ill and injured children.

Interested candidates should forward a letter of interest and their CV to: Richard Saladino, MD, Professor of Pediatrics, University of Pittsburgh School of Medicine, Interim-Chief, Division of Newborn Medicine, Children's Hospital of Pittsburgh of UPMC, 4401 Penn Avenue, AOB 2nd floor, Pittsburgh, PA 15224. E-mail: richard.saladino@chp.edu

UPMC LIFE CHANGING MEDICINE

MORRISTOWN, NJ



Pediatric Surgeon -Morristown Medical Center

Atlantic Health System, headquartered in Morristown, New Jersey is a leading non-profit healthcare delivery system in New Jersey. The New Jersey network includes: Morristown Medical Center in Morristown, Overlook Medical Center in Summit, Newton Medical Center in Newton, Chilton Medical center in Pompton Plains, Hackettstown Medical Center in Hackettstown, Goryeb Children's Hospital in Morristown and Atlantic Rehabilitation and Atlantic Home Care and Hospice.

Atlantic Health System aims to deliver a Trusted Network of Caring, and our promise to our communities is that anyone who enters our system will receive the right care, at the right quality, at the right time, at the right place and at the right cost.

We are confident that you will find success within Atlantic Health System, which has been named for the 10th year in a row to Fortune's "Top 100 Best U.S. Companies to Work For" list. Here, you will find a collaborative culture and quality care that exemplifies the value we place on our patients, their families and our employees.

Morristown Medical Center is seeking a Pediatric Surgeon for delivery of pediatric surgical services. The position will involve research and resident teaching. Contribute to quality patient outcome or assurance compliance as set forth by Atlantic Health System, the Departments of Surgery and Pediatrics or other designated group or agency. Maintain relationships with peers at educational institutions and academic medical centers in order to maintain quality in resident and student education. Facilitate, when possible and appropriate, clinical research in the field of pediatric surgery. Facilitate the verification of Morristown Medical Center as a pediatric trauma center.

Requirements:

1. Board certified in surgery.
2. Board certified or board eligible (fellowship trained) in pediatric surgery.

Contact Amber Almeida at amber.almeida@atlanticehealth.org or 973-971-5752

Saving for Retirement



Retirement planning is an essential but much under-appreciated part of life for any profession. For physicians, planning for retirement presents its own particular challenges, including the high rates of burnout and the high debt levels upon entering the profession.

The 2016 [Survey of America's Physicians: Practice Patterns and Perspectives](#) conducted for The Physicians Foundation by Merritt Hawkins reported that 46.8% of physicians plan to accelerate their retirement plans in order to retire early. This is an increase in the number of physicians who reported that they planned to do so compared to the previous survey in 2014. At the same time, a greater number of physicians are continuing to practice beyond the traditional retirement age of 65.

This uncertainty about projected retirement age can make planning for retirement difficult. For a physician just out of medical school, thinking about possible burnout or future retirement isn't at the top of the agenda; there are many competing demands for their salary following years of accruing student debt. However, successful planning that allows for much-needed flexibility requires physicians to start saving for their retirement as early as possible.

The Importance of Savings

Medscape's 2017 Physician Compensation Report found that the average income for all physicians in the report has risen steadily since 2011. It states average income rose to \$294,000 in 2017. With compensation packages of this kind, retirement planning should be straightforward.

However, the reality isn't so simple. According to the AMA Insure, the average student loan debt a medical student graduated with in 2012 was \$166,750. The Association of American Medical Colleges (AAMC) has found that 79% of medical school graduates carry \$100,000 or more of education debt.


There are many competing demands on a physician's salary, including malpractice insurance, buying a home and the cost of raising a family. Added to this, a physician typically doesn't start achieving higher rates of income until well into mid-career. For those coming late to the profession, the limited time available for paying into a plan creates even more of a challenge.

Given the way pension saving works, a lack of investment into pension schemes and the loss of the potential compound interest during these early years of a career can create a serious hole in pension funding.

Options for Employed and Self employed

Increasing numbers of physicians are turning to employment rather than self-employment, as the options for pension planning and employer contributions are more readily available.

The Medscape Physician Compensation Report 2016 found that 66% of employed physicians had a retirement plan with employer match, compared to just 39% of self-employed physicians. Those benefitting from retirement plans without employer match was found to be 27% for employed physicians and 25% for self-employed physicians. The findings, while encouraging for the majority of employed physicians, highlight



For a physician just out of medical school, retirement planning isn't at the top of the agenda. There are many competing demands for their salary following years of student debt.

Retirement Savings

a worrying minority who are not paying into a pension plan: 7% of employed physicians and 36% of self-employed physicians.

Self-employed physicians have access to a potential pension plan of sorts, however, if they are able to successfully invest in real estate and equipment, build their private practice and sell the practice to a younger doctor when they reach retirement age. Changes to reimbursement rates and record-keeping compliance requirements are encouraging increasing numbers of physicians into self-employment.

What You Can Do

Today, it is more important than ever for all physicians to own and be contributing into a pension plan in order to sustain the lifestyle they currently enjoy post-retirement. According to a 2015 survey by Fidelity Investments featured in the Chicago Tribune, nearly 60% of female physicians and 45% of male physicians are not paying in maximum contributions to their retirement plan. Experts recommend contributions of between 15% and 20% of salary.

While it may be difficult for young physicians to see the need to put a significant proportion of their salary into savings for retirement, it is this early planning that can help secure a decent retirement income. It is important to seek expert independent financial advice as early into your career as possible in order to ensure that you choose the right plan and secure the necessary flexibility further down the line.

Self-Employed Pension Planning

The pension plans available differ for employed and self-employed physicians as well as for physicians working in government facilities and for-profit healthcare facilities.

Self-employed physicians will first need to make the decision about whether they should choose a tax-deferred retirement plan or a tax-qualified pension plan. Plans such as a 401(k) are tax-deferred plans which enable self-employed physicians to defer up to \$18,000 on a pre-tax basis. This rises to an allowance of \$24,000 over the age of 50. After the age of 59½ qualified distributions are taxed as ordinary income.

The most common form of tax-qualified pension plans for self-employed physicians are defined benefit plans, such as the cash balance plan. These provide the option of a lifetime annuity, but via an individual account for each covered employee, complete with a specified lump sum. They offer a higher maximum contribution rate than a 401(k) plan; in 2017, a maximum contribution was \$149,203 versus a 401(k)'s maximum contribution of \$60,000. Contribution limits vary by age, but this type of plan need not necessarily be an alternative to a 401(k) plan; it is possible to own both plans for additional future security.

Employed Pension Planning

If employed by a facility or an organization, the physician will need to choose whether to use the pension savings plan offered by the employer or to seek an alternative. If the employer is offering to make contributions, this choice is an easy one; the

A Special Opportunity for a Pediatrician in the Southwest

San Juan Regional Medical Center in Farmington, NM has an exciting opportunity for a BE/BC Pediatrician.

Farmington truly is a wonderful place to live and raise a family.

- Hospital-employed position; in-patient and out-patient work
- MGMA median base salary 2 year guarantee with RVU productivity bonus
- Full palette of employee benefits including retirement, sign-on bonus, student loan repayment, training stipend and relocation package
- Unique patient population with great diversity
- HPSA & MUA; FMG's welcome

San Juan Regional Medical Center is an acute care hospital in the Four Corners region with 194 beds. Farmington offers a temperate, four season climate and abundant outdoor recreational activities including world-class skiing, fly-fishing and top ten community golf course. Easy access to National Parks and monuments, the world renowned Santa Fe Opera, UNESCO World Heritage sites, and other historic and cultural sites.



**SAN JUAN REGIONAL
MEDICAL CENTER**

Interested candidates should contact
Terri Smith | tsmith@sjrmc.net
888.282.6591 or 505.609.6011
sanjuanregional.com | sjrmcdocs.com

Doctor, can you be credentialed quickly and easily?

A complete professional profile makes that possible and will also help physician recruiters identify you for open positions.

Go to **MyData.BoardCertifiedDocs.com**
to update your professional data
FREE on our **secure** portal.
(MDs or DOs – including residents)

If you previously registered on this site, just login
(use Forgot Password if necessary) Otherwise...

Just click the **FIRST TIME USER** button.

Complete registration **once**.

Then update your professional details.

Bookmark the site to return as often as you like.
(We'll remind you once a year.)



The Official Physician Professional Data Form
for credentialing publications

physician will want to take advantage of this significant benefit and use the employer's plan.

This is likely to be:

- a 401(k) plan, a defined benefit plan that for-profit facilities offer;
- a 403(k) or 457(b) tax-deferred retirement plan offered by non-profit (government or non-governmental) organizations; or
- an Individual Retirement Account (IRA).

Each type of plan has its own characteristics, so it is important to seek expert independent advice to determine which option on the table is right for your retirement goals and whether the retirement plan your employer offers should be supplemented by additional arrangements in order to achieve those goals.

For those physicians choosing to pay into an employer's plan, this doesn't – and shouldn't – preclude the possibility of making additional arrangements beyond the employer's scheme; for example, making further savings contributions to tax-efficient investments in taxable accounts, or making further contributions into a private defined benefit plan.

It is important to seek expert and independent investment advice. However, by far the most important decision that a physician can make when planning their retirement savings is to start preparations as early as possible. ■

Sources

Survey of America's Physicians: Practice Patterns and Perspectives (September 2017) – [Merrit Hawkins](#)

2016 Physician Survey (September 2016) – [The Physicians Foundation](#)

Medical School Student Loan Debt, the Numbers (April 2014) – [AMA Insurance Blog](#)

A systematic review of physician retirement planning, Michelle Pannor Silver, Angela D. Hamilton, Aviroop Biswas, and Natalie Irene Warrick (November 2016) – [Human Resources for Health](#)

Study finds many doctors don't save enough for retirement, Janet Kidd Stewart (December 2015) – [Chicago Tribune](#)

Medscape Physician Compensation Report 2016 (April 2016) – [Medscape](#)

Types of Retirement Plans – [United States DEPARTMENT OF LABOR](#)

ABOUT THE AUTHOR

Melanie Grano is a freelance business writer and 20-year Journalism veteran who regularly contributes to career-based publications, including *ThirdCertainty* and *Computer Times*.

In a vast sea of information

We uncover the most relevant clinical updates in your specialty

Look deeper with PracticeUpdate.com

The online resource with in-depth insights and inside commentary that matters most to specialists

- No matter what other resources you now use, this is one research and review tool you'll find essential to stay updated.
- Designed for specialists, with an all-MD/specialist editorial board to ensure clinical relevance and meaningful analysis

Join now for FREE, automatic updates on topics in:

- Cardiology • Dermatology • Diabetes • Eye Care • Gastroenterology
- Neurology • Oncology • Primary Care • Urology

ELSEVIER

Is Telemedicine Right for You?

Telemedicine, also known as telehealth, is the practice of using technology to deliver medical services at a distance. It occurs by using a telecommunications infrastructure to connect a patient (at the original place of treatment) and a physician, or other practitioner that is licensed to practice medicine, in remote regions and communities. Telemedicine allows physicians to treat patients by providing on-demand healthcare without wasting time or costs of in-person visits.

Telemedicine has been used since the 1960s, thanks to NASA who built telemedicine technology into early space crafts and space suits in order to monitor their astronauts' health during missions. In 1964 and 1967, telemedicine technology was linked to the Norfolk State Hospital and the Massachusetts General Hospital for providing consultations and medical care to remotely located patients. By the early 1970s, the US Department of Health, Education and Welfare (HEW) funded telemedicine research projects in New York, Boston and Chicago.

What telemedicine means for physicians

For physicians, telemedicine is a growing field that allows them to deliver high standards of care without the associated overhead. 90% of health leaders are developing or implementing telemedicine technology. 64% of telemedicine programs offer remote monitoring whilst 35% of employers with on-site health facilities currently offer telemedicine services. But would Americans be happy with a video visit to discuss a health issue? According to AdvancedMD, 64% of Americans said yes, they would be willing to have their doctor visit conducted via video.

The AAFP (American Academy of Family Physicians) supports the use of telemedicine as an efficient way of improving health when conducted in a way that is supportive of longitudinal care within the appropriate levels of care. They also state that physicians should be compensated for services that are reasonable, safe and effective, medically appropriate and provided within the accepted standards of medical practice.

Who would use telemedicine services?

A recent study by Pub Med demonstrated the benefits of telemedicine care for patients and resulted in.


- 38% fewer hospital admissions.
- 31% fewer hospital re-admissions.
- 63% more likely to spend fewer days in hospital.
- More patients were better engaged in their own healthcare.

Reimbursement for patients that pay privately, and Medicaid policies vary widely according to state and private payer telemedicine services plans. However, Medicare coverage, although limited to specific services within allocated rural or health professional shortage areas (HPSAs), does not vary.

What are the benefits?

The benefits of telemedicine services include:

- Patients received personal face time without the hassle of commuting.



For physicians, telemedicine is a growing field that allows them to deliver high standards of care without the associated overhead.

- Technology offers seamless integration which keeps physician's overheads low thereby keeping costs down for patients.

- Physicians are able to offer in-house specialist consulting to diagnose patients in less time.

Patients are more engaged in their own health care, physicians are able to treat more patients and the quality of patient care is improved as telemedicine services offer a patient-centered approach. According to a Cisco global survey, 74% of patients prefer easy access to healthcare services over in-person interactions with providers - convenience is the key.

Remote analysis, monitoring services and electronic data storage can significantly reduce healthcare service costs, saving money for providers, patients and insurance companies. It can also reduce non-urgent unnecessary ER visits and eliminate transport costs associated with regular check-ups. In addition, telemedicine services can boost revenue by turning on-call hours into billable time, attract new patients, and reduces no-show rates for physicians who decide to move to a flexible work-from-home option

Leading telemedicine healthcare specialties

Although telemedicine is becoming increasingly popular with physicians across medical specialties, not all areas of medical care can benefit from the use of telemedicine services. American Well, a provider of telemedicine services, conducted a [survey with QuantiaMD](#), gathering information from over 2,000 primary care physicians on the topic of video consultations.

The survey revealed 10 key medical specialties that physicians have found suited to the use of telemedicine services.

1. Dermatology – 76%.
2. Psychiatry – 54%.
3. Infectious diseases – 46%.
4. Pain management – 37%.
5. Neurology – 36%.
6. Cardiology – 34%.
7. Rheumatology – 32%.
8. Gastroenterology – 24%.
9. Sports medicine – 18%.
10. Oncology – 17%.

Another principal area that telemedicine services can be beneficial is pediatrics. Every parent's worst nightmare is a sick or injured child, especially when they live in a rural or remote area. Combine this with a significant shortage of pediatric care providers and it leads to long waiting times and overcrowded doctors' waiting rooms. While providing care via a video consultation is not the same as a visit to the ER, it does help to prevent unnecessary visits or to fill the gap created by a shortage of physicians. It can also provide vital support to parents with children who suffer from chronic conditions, such as asthma, diabetes and epilepsy. The American Academy of Pediatrics telemedicine report concluded that "the use of telemedicine technologies can help reduce missed appointment rates, increase adherence to recommended therapies, and help

insure the appropriate frequency of recommended physician visits.”

Another principal area that telemedicine services can be beneficial is pediatrics. Every parent's worst nightmare is a sick or injured child, especially when they live in a rural or remote area. Combine this with a significant shortage of pediatricians and it leads to lengthy wait times and overcrowded waiting rooms. While providing care via a video consultation is not the same as a visit to the ER, it does help to prevent unnecessary visits or to fill the gap created by a shortage of physicians. It can also provide vital support to parents with children who suffer from chronic conditions, such as asthma, diabetes and epilepsy. An American Academy of Pediatrics policy statement concluded that “the use of telemedicine technologies can help reduce missed appointment rates, increase adherence to recommended therapies, and help ensure the appropriate frequency of recommended physician visits.” In addition, The American Psychological Association (APA) also points out that telemedicine and mental health services have long been successfully associated with each other.

Is telemedicine for you?

There is a range of telemedicine providers that physicians can work with; many provide these services along with traditional doctor/patient coverage, often supplementing a private practice income. Physicians are usually paid per patient or per consultation and most providers offer a base rate per hour payment option. For the majority of physicians, it would not be feasible to run their practices based upon offering only telemedicine services.

TelaDoc, founded in 2002, was the USA's first and is now the largest telemedicine provider. Physicians who wish to use telemedicine services must complete training, such as how to conduct a consult with a patient, how to use the telemedicine provider's website and how to improve listening skills. Once a physician has determined how much spare time they have available, it is possible to calculate how many telemedicine consultations can be achieved effectively. Another telemedicine provider, HealthTap, describes itself as a leading digital health hub. With digital technology at the forefront, being able to respond quickly to a request for a live consultation almost anywhere is very much an added bonus for the physician and the patient. As with Teladoc, training is provided explaining how to use their telemedicine services via a series of webinars, including such topics as setting up your computer and performing a consultation

For most physicians starting out in telemedicine, the number of patients and the hours dedicated to the service is low. Over time, though, this will increase with some physicians consulting between four and five hours of their time a day. But this isn't always on consultations. Doctors are encouraged to answer questions, interact with other doctors, and become involved in conversations online, which increases your patient exposure.

Telemedicine tips

1. Technology – telemedicine services are based on technology; the better the technological support from the telemedicine provider, the more successful the physician will be.
2. Telemedicine supports nurses – the nurses that work for telemedicine providers are a vital connection between the physician and the patient. From direct call back numbers to providing prescription calls to pharmacies, a good telemedicine nurse can be the difference between failure and success.
3. Malpractice coverage – as a physician, it is recommended that the telemedicine provider of your choice is able to provide malpractice cover within the state of your licence.
4. Document your consultations – because physician/patient consults take place remotely, via a phone or video or other means, it is important to ensure that the conversation is documented together with any symptoms, the diagnosis and any treatment. It is also important to make careful patient notes.

The average telemedicine physician's salary in the US ranges from \$123,000 to \$278,000 a year. With more and more people using online digital services, around 70% of people are able to meet with their healthcare needs as they require, and often at lower rates.

While telemedicine doesn't replace the emergency or urgent care, it may go a long way to relieving the pressure on primary care. ■

Sources

Telehealth Index: 2015 Physician Survey, American Well, conducted with Quantia MD. (2015) - [American Well](#)

Leveraging Remote Behavioral Health Interventions to Improve Medical Outcomes and Reduce Costs. Reena L. Pande, MD, MSc; Michael Morris; Aimee Peters, LCSW; Claire M. Spettell, PhD; Richard Feifer, MD, MPH; William Gillis, PsyD. (February 2015) - [American Journal of Managed Care](#)

The Use of Telemedicine to Address Access and Physician Workforce Shortages, Committee on Pediatric Workforce. (July 1, 2015) - [American Academy of Pediatrics](#)

A New Emphasis on Tele Health: How Psychologists Can Stay Ahead of the Curve and Keep Patients Safe, Amy Novotney. (July 2011) - [American Psychological Association](#)

I WORK FOR
ENVISION PHYSICIAN SERVICES BECAUSE ...

THEY ARE MY
**HOME AWAY
FROM HOME**



REBECCA PARKER, MD, FACEP

**Featured Southern Pediatric EM
and Leadership Opportunities**

- **Osceola Regional Medical Center**
Kissimmee, FL
- **Gulf Coast Medical Center**
Panama City, FL
- **Mease Countryside Hospital**
Safety Harbor, FL
- **Brandon Regional Hospital**
Tampa Bay, FL
- **Eastside Medical Center**
Snellville, GA
- **Palms West Children's Hospital**
Wellington, FL

**Medical Director
Opportunities**

- **Plantation General Hospital**
Ft. Lauderdale, FL
- **Brandon Regional Hospital**
Tampa Bay, FL

877.226.6059

MakeAChange@evhc.net

■ ■ **Envision**
■ ■ PHYSICIAN SERVICES



Come visit us at
BOOTH 656

{We're Hiring!}

Penn State Health and the Penn State Health Children's Hospital have the following physician openings:

- Academic General Pediatrics (Physician Scientist)
- Adolescent Medicine
- Child Abuse and Neglect (Physician Scientist)
- Clinical Geneticist
- Community Based Neonatologist
- Developmental/Behavioral
- General pediatricians for a growing ambulatory site
- Neonatologist – Clinical Educator
- Pediatric Cardiologist
- Pediatric Critical Care
- Pediatric Hospitalists
- Pediatric Infectious Diseases
- Pediatric Pulmonologist
- Pediatric Pulmonologist – Sleep

Pediatricians with all levels of experience are encouraged to apply, though academic rank will be commensurate with experience and record of scholarly accomplishments.

Penn State Health is a multi-hospital health system serving patients and communities across central Pennsylvania. The system includes Penn State Health St. Joseph Medical Center in Reading, PA, Penn State Health Milton S. Hershey Medical Center, Penn State Children's Hospital, Penn State Cancer Institute, and Penn State Health Rehabilitation Hospital (jointly owned), based in Hershey, PA, as well as more than 1,300 physicians and direct care providers at 78 medical office locations. The system also has jointly owned health care providers, including Hershey Outpatient Surgery Center, Hershey Endoscopy Center, Horizon Home Healthcare and the Pennsylvania Psychiatric Institute. Penn State Health shares an integrated strategic plan and operations with Penn State College of Medicine, the University's medical school.



**For more information, contact
Patty Shipton, FASPR,**
Physician Recruiter at
pshtiption@pennstatehealth.psu.edu.



PennState Health



PennState Health
Children's Hospital