

# FIT Job Search Integrated and Private Practice Opportunities 2018

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**CENTRA**  
MEDICAL GROUP

Stroobants Cardiovascular Center



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# Then... 2006

- Economic Revival
- Plentiful Jobs – 2500 Positions/800 Fellows
- “Rising Tide” of Cardiac CT
- Imaging Fellowships
- DES Revolution – Stent Everything!
- EP Bonanza – ICDs for All?
- Work Force Crisis



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# Then... 2010

- CMS Rules – Crippling to Private Practice 2010
- SGR – Cuts Looming
- Economic Crisis / 401k Disaster / HCR?
- Retirement Changes – Docs Working Longer
- Job Market Cooler (Cold?)
- CT/Imaging Payer Issues
- PCI Dropping
- EP Rebound, but Fear Remains
- General Cardiologists!



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# Now... 2018

- Hospital – Physician Integration
- Employed Physicians -74%
- MACRA Finally here, Haunts Contracts
- Job Market Warming
  - Integration Has Helped Expansion!
- General Cardiologists in Demand!
- Population Growth / Aging Favor Us
- What will ACOs be?/ Global Payment



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# 2018... What's Available for Me?

- Jobs Available, but...
- Groups Larger, More Integrated
- Benefits Improve, Pay Will Drop
- Options Are Better than Ever
  - Employed, Office Based, No Call...
- Location Will Not be as Easy



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# Large Pvt/Integrated Practice - Pros

- **Finance**

- Decreased Costs
- Increased Profits
- Contract Payer's
- More Security

- **Governance**

- Executive Committee
- Rotate Leadership
- Hire Consultants

- **Call**

- Flexible
- Better Options

- **Practice Options**

- Super Specialize
- General
- (Both)

- **Schedule**

- More Vacation
- Better Coverage



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# Large Pvt/Integrated Practice - Cons

- Finance
  - Nuclear, Echo Losses
  - Costs Rising, Profit Dropping
  - Pressure to Perform
- Governance
  - Requires Expertise
  - Requires More Management Structure
- Call
  - May Cover Multiple Locations
- Practice Options
  - Group May Dictate Your Options
- Schedule
  - Master Schedule Controls You
  - Outreach=Lost Productivity
  - Pressure to Perform





# 2018... How Do I Search?

- Build your timeline for success
- Begin early in second year(or earlier if subspecialty training planned)
- Subspecialty Matters
  - Intervention and EP are Warm Now
  - Structural requires medium to large hospital
  - General Card ALWAYS in demand
  - Imaging requires other strengths as well



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# 2018... How Do I Search?

- What factors are most important to me
- Geography?
- Group Size/Practice Options
- Lifestyle Choices
- Recruiting Firm necessary?
- Start with your ACC Chapter/Council
- ACC Cardiology Careers
  - <http://cardiologycareers.acc.org/jobs>



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# Interview Pearls

- Flexibility is critical
- All groups need help in the office and outreach clinics
- Stress your clinical strengths
- Desire to help with Leadership/Admin is a real plus
- Business skills desired by all groups
- Never ask work hours/salary in initial contact
- Understand the baby boomers that run these groups
- Group culture is the most important factor for long-term job satisfaction



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