

It's Not Just the Doc!

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Participate in polling questions and submit your questions to <https://aafp4.cnf.io/>



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Learning Objectives

By the end of this educational activity, participants should be better able to:

- Understand how those around you are affected by the change to a new model.
- Recognize how a poor work-life balance leads to increased burnout and overall dissatisfaction with your job.
- Apply strategies to establish an effective work-life balance between managing a solo practice and a family.
- Analyze factors to consider before making



There is no correct answer or one solution.









But who are you?

- a) Doc and sole breadwinner
- b) Doc and “primary” breadwinner
- c) Doc and “secondary” breadwinner
- d) Spouse/significant other here because I heard this was going to be the mostest awesomest talk of the whole weekend!

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What worried/worries you most about starting a DPC practice?

- a) Owning/running a business
- b) Being outside of a system/hospital group
- c) Worried about reputation in the community
- d) Fear of failure
- e) Not sure about the DPC model
- f) Short term financial stress
- g) Time away from family

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What is the most exciting thing about your spouse/SO changing to a DPC practice?

- a) Long term financial reward
- b) Less hours at work
- c) Owning/running their own business
- d) Getting paid a consistent amount
- e) Being outside of a system/hospital group
- f) Your spouse/SO's job satisfaction being better
- g) Less burnout
- h) Your spouse/SO excitement and passion for medicine returning to what it was

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Do you have any experience owning or running your own business?

- a) Yes
- b) No
- c) Kinda

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Do you have skills helpful in the doc starting their own DPC practice? (like nursing, accounting, IT, marketing skills, etc?)

- a) Yes
- b) No
- c) Kinda

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Relationships and being a Physician

- Told at orientation for med school: 60% = divorce
 - 4 free counseling visits
- Burnout, nationwide 50% divorce rate, DPC saves relationships
 - Possibly
- DPC saves lives: decreased burnout, more physician satisfaction
 - Possibly



Our Collective Household Struggles

1. Financial Strains
2. Knowledge Strains
3. Family/Household Strains

The Financial Strain

- Step 1: Get your house in order
 - Manage overhead: not just at the office, but AT HOME!
- You MUST have a budget: Dave Ramsey (spender and saver)
 - Personal and professional
- “Where there is no vision, the people perish ...”
- There WILL be challenges
 - Pantry challenge story
- Be ready to leave a salary behind
 - Budget for no salary for 3yrs from this business



Putting Your Financial House In Order

Debt Consolidation Ideas			
Debt	Before	After	Variance
HELOC	\$0	\$500	\$500
Mortgage	\$2,000	\$2,000	\$0
Student Loans	\$4,000	\$2,000	-\$2,000
Car Note	\$750	\$0	-\$750
Monthly Payments	\$6,750	\$4,500	-\$2,250
Clinic Rent			\$2,000
Net Change			-\$250

Running a Business

- You are a team! What skills do you have?
- Who can mentor you in the business ownership?
- Who can assist you with nuisances of running a business?
- What about other family, friends? Or Barter!
- Imposter Syndrome
- Burnout
- Tricarboxylic acid cycle

The Family and Household Strains

- A family is bigger than one household
- Childcare and DPC/solo practice
- Maternity leave in DPC
- “24/7” availability during family time
- A continuous adjustment

Our Thoughts: Keys to Success

- Open communication: pillow talk, keep family informed
- Enjoy AND CELEBRATE the successes. Appreciate the benefits.
- Be present, *Carpe diem*, One pt, One moment
- “We are One”
- Listening or Advice
- Support each other in failures/downtimes



The Cliff



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What We Did Right (Benson)

- Kept overhead low
 - We hired later and walked away from a costly buildout
- Emphasized local networking
 - Including after work events and did this as a partnership
- Made monthly expenses manageable
 - Debt consolidations
- Stayed liquid (financially)
- Asked for help. From everyone.
- Found professional services to help us right away.
- Increased our prices
- Changed hours to fit as we grew (family and clinic)



What We Did Wrong (Benson)

- Worked on decreasing our debt more before opening
- More realistic on how long it would take to grow and to make a full salary
- More flexible up front with how to grow the business
 - Ex. One-time visits, approaching employers with different programs
- Worked harder to get more pre-signups before opening

What We Did Right (Davenport)

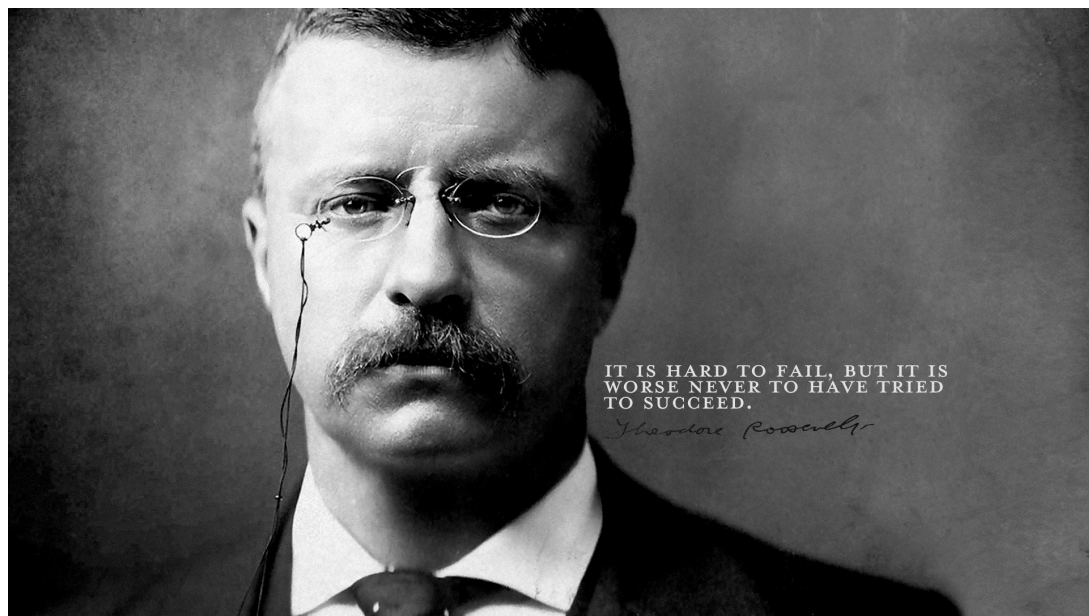
- No retreat. No surrender.
 - Once we made our decision, we fought for that goal together regardless of the challenges
- We are ONE!
 - Maintained open communications and proceeded with one vision as a family



What We Did Wrong (Davenport)

- Should have looked to have someone come onboard sooner.
 - Took longer to find best fit, ended up with a bad fit initially.
- Shouldn't have expanded so fast.
 - Bought a LARGE building for our long-term goals. May take years to fully utilize the space, but paying for it (literally) in meantime.

DPC: Not for the Timid



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The Man In The Arena

"It is not the critic who counts, not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better.

The credit belongs to the man in the arena, whose face is marred by dust and sweat and blood, who strives valiantly...who knows the great enthusiasms, the great devotions, who spends himself in a worthy cause, who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who have never known neither victory nor defeat."

- Teddy Roosevelt



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Questions?

Submit your
questions to:
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Don't forget to
evaluate this
session!

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