DIRECT PRIMARY CARE Summit 2018

Deliver Exceptional Care. On Your Terms.
Working with Small Employers: Creating Healthy Employees and Happy Employers

Risheet Patel, MD, Fishers Direct Family Care
Brad Banks, Co-owner of Banks & Brower, LLC

Submit your questions to: aafp3.cnf.io
Activity Disclaimer

The material presented here is being made available by the DPC Summit Co-organizers for educational purposes only. This material is not intended to represent the only, nor necessarily best, methods or processes appropriate for the practice models discussed. Rather, it is intended to present statements and opinions of the faculty that may be helpful to others in similar situations.

Any performance data from any direct primary care practices cited herein is intended for purposes of illustration only and should not be viewed as a recommendation of how to conduct your practice.

The DPC Summit Co-Organizers disclaim liability for damages or claims that might arise out of the use of the materials presented herein, whether asserted by a physician or any other person. While the DPC Summit Co-Organizers have attempted to ensure the accuracy of the data presented here, these materials may contain information and/or opinions developed by others, and their inclusion here does not necessarily imply endorsement by any of the DPC Summit Co-Organizers.

The DPC Summit Co-Organizers are not making any recommendation of how you should conduct your practice or any guarantee regarding the financial viability of DPC conversion or practice.
Faculty Disclosure

It is the policy of the DPC Summit Co-Organizers that all individuals in a position to control content disclose any relationships with commercial interests upon nomination/invitation of participation. Disclosure documents are reviewed for potential conflict of interest (COI), and if identified, conflicts are resolved prior to confirmation of participation. Only those participants who had no conflict of interest or who agreed to an identified resolution process prior to their participation were involved in this CME activity.

All faculty in a position to control content for this session have indicated they have no relevant financial relationships to disclose.

The content of this material/presentation in this CME activity will not include discussion of unapproved or investigational uses of products or devices.
Learning Objectives

• Understand the role that DPC practices can play in helping small employers provide benefits to their employees.

• Identify different models and characteristics of partnerships between DPC practices and small employers.

• Determine strategies to attract and engage small employers to DPC practices.
Benefits of a DPC practice to employers

• Convenient primary care at a fixed cost
• Reduced employee absenteeism
• Perk to attract and retain employees
• Potential onsite events (e.g., flu clinic, biometric screenings)
• Address unique health care needs (e.g., DOT physicals, travel)
• Potential cost savings when also offering insurance benefits
Benefits of employers to DPC practices

- Bolus of patients to the practice
- Potential for additional patients (e.g., family members, friends)
- Increased brand recognition in the community
- Potential to fund practice enhancements
Strategies to engage employers

• Existing business contacts
• Local chamber of commerce
• Community events
• Current patients
Questions?

Submit your questions to:  

[link to aafp3.cnf.io]

Don’t forget to evaluate this session!

Contact Information

Risheet Patel, MD
Fishers Direct Family Care

@risheetpatel

rpatel@fishersdfc.com