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WINTER 2021
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2021 Third Party Payer Day has been Rescheduled!

March 11, 2022
Soaring Eagle Casino & Resort
Mount Pleasant, MI

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Practice Focus

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President's Message



By Ken Rates

As the 2021 MiMGMA Fall Conference concluded on October 1st in Bellaire, I was met with a sea of emotions. Relief, excitement, nervousness, optimism, and pride all washed over me.

Relief set in as I realized we just concluded a successful conference. Many may not be aware of this fact, but this conference had been planned for almost two years. We were met with continuous delays and reschedules as the Covid-19 pandemic raged all around us forced us to delay and reschedule this conference multiple times. As we embarked on our way to this conference, we really did not know what to expect. Was it too soon? Are people comfortable returning to in-person events? Would we be better off delaying the conference again? In the end, we went full steam ahead with the Fall Conference knowing that we had to move forward and return to a sense of normalcy. In the end, I think we made the right decision.

Excitement set in as we returned to in-person networking events. As the pandemic progressed from March of 2020 onward, we were consistently weighing when we should return to in-person events. Nearly two years had passed before we ultimately settled on a return date. While our chapter tried to fill the void through webinars and Zoom conferences, it just wasn't the same. This year's theme was networking and how to maximize your opportunities through networking. While the topics were ultimately chosen before Covid caught national attention, it couldn't have been a better topic for our return to in-person networking events.

Nervousness set in as the chapter voted in the next slate of Executive Committee Members. As incoming president, I realized what big shoes I had to fill with Susan Lutz moving into the Past President role. Due to the pandemic, Susan spent two years in the president's role. Susan had perhaps one of the most unique times as president, navigating a pandemic the likes few had ever seen. Susan did this with poise, dignity, courage, and resounding leadership. Thank you, Susan, for everything you have done over the past two years making MiMGMA a great and successful chapter within the MGMA family.

Optimism set in for what 2022 holds for our chapter. As I reflected on where I want to take our chapter for 2022, three goals came to mind. One, to offer events locally. Nothing can replace our Spring, Fall, and Third-Party Payor Events, however I believe there is something to be had with smaller, intimate, and local events. Second, New Member Engagement. As new members join our chapter, arming them with the knowledge, resources, and opportunities to maximize the value they can extract from MiMGMA is a major goal. Keep an eye out for our New Member Meet & Greet Series we are launching this coming year. Third, strengthening partnerships with vendors, members, sponsors, and other professional organizations in order to provide even more value to everyone involved with MiMGMA.

Finally, pride set in. As members of MiMGMA, we belong to a long and historic chapter. Did you know that MiMGMA began in 1973? Not to jump ahead, but 2023 will mark our 50th anniversary as a chapter. There is a sense of pride in being part of this historic chapter, something to be taken very seriously. I hope you feel the same. ■

Executive Director Update



By Debra O'Shea,
Executive Director MiMGMA

Dear Members, I'd like to extend my sincere gratitude to all who participated in our 2021 Fall Conference at Shanty Creek on September 30th & October 1st – Our sponsors, exhibitors, speakers, Executive Board, committee

members, and attendees came together to make this a successful event. Without each of you, it simply could not have taken place. After the conference hiatus we were faced with over the past year and a half, I have a renewed appreciation for the value that our conferences provide. I truly enjoyed reconnecting with longtime members and establishing connections with first-time attendees as we Networked our Way to the Top.

Our 2021 Third Party Payer Day was put on hold as many of our usual speakers are under travel restrictions. We have rescheduled this event to March 11, 2022 at the Soaring Eagle Casino in Mount Pleasant. While the agenda and other details are still being finalized, we opened registration early for your convenience. Please note that our 2022 TPPD will still take place as scheduled in the Fall, so two TPPD events will take place during the 2022 calendar year. Register for our 2021 Third Party Payer Day [HERE!](#)

As we look forward to 2022, we are anticipating a year filled with lively conferences and plentiful opportunities to learn and grow together as leaders in medical practice management. On behalf of your Michigan MGMA leadership, I want to wish you a wonderful holiday season and a happy new year!

Feel free to reach out to me by email at DOSHEA@EPOXYHEALTH.COM or by phone at 1-800-314-7602. ■

Become a Partner



By Valarie Parker & Fred Schaard

Fall Conference 2021 at Shanty Creek Resort was a fun and engaging time for the Michigan Medical Group Management Association members and Affiliated Business Partners. It was so wonderful to connect again in person, to engage in valuable educational sessions and enjoy a great time at the networking event. We look forward with great expectation to the Spring Conference at the Soaring Eagle Casino & Resort in Mount Pleasant on May 12th – 13th, 2022.

As we approach year end, we want to take a moment to invite all Affiliated Business Partners to renew their membership with MiMGMA for 2022. On behalf of the board and membership, we want to sincerely thank you for your continued support. The business partners and sponsors are a vital part of the success of MIMGMA and are so appreciated. On behalf of the Affiliated Business Partner Committee, we would like to wish everyone a very happy holiday season. As we look to the coming New Year, may your hearts fill with gratitude as you spend quality time with your loved ones and friends. ■

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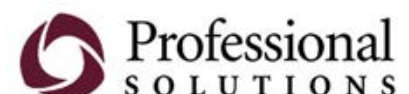
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MiMGMA Administrator of the Year Award 2021



By Sandy Sprague, FACMPE

The MiMGMA Administrator of the Year Award 2021 ceremony was held on Friday, October 1, at the Fall Conference held at Shanty Creek in Bellaire. Patty Kerrins, Administrator, Northpointe OB/GYN, PC, was recognized as

this year's recipient of this most prestigious award.

The Michigan Medical Group Management Association Administrator of the Year Award is the highest level of recognition our association has to offer its membership.

To be considered for this award, nominees must exhibit exceptional leadership/management proficiency and have enhanced the effectiveness in the delivery of health care in his/her practice and community through a noteworthy achievement.

Letters of recommendation submitted in support of Patty's nomination included comments such as:

"....more importantly are the contributions she has made to our employees and staff. She has been able to seek out and hire and maintain a coordinated and highly functioning staff. Through dedication and hard work she has become a role model demonstrating integrity and loyalty. She has mentored countless individuals throughout almost three decades, having a positive influence on work ethic and the joy of serving others. She reminds us all by action and deed of the privilege and responsibility we share in serving others."

"I was the Program Director and Patty was one of my seasoned instructors. Not only did Patty have a wealth of knowledge and talent that she was able to share in the classroom with the students, she also took it to the next



Patty Kerrins



level allowing them to do both clinical and administrative rotations within her healthcare facility. The students loved her eagerness to teach them both in the classroom and in the healthcare facility setting."

"As a true friend, her advice to me on countless difficult practice management decisions has resulted in significant benefits to my practice. One such example of her sharing her insightful pearls of wisdom has actually placed my practice as one of the top therapy providers in the State of Florida."

Patty has been an active member of MiMGMA and is currently serving on its Board as the President Elect & Program Committee Chair for 2021 in addition to being an active member of National MGMA.

Patty was presented with a beautiful plaque and cash award by our sponsor, Dean Schink, President of Specialized Insurance Services Agency Inc, an Alera Group Company.

Congratulations Patty! ■

MiMGMA Administrator of the Year Award Recipient Roster

2013: Charles Dobis, Lansing Ophthalmology

2014: Diane Bristol, Midland OB GYN

2015: Bob Wolford, Grand Rapids Ophthalmology

2016: Gary Paavola, Michigan Vascular Center

2017: Bob Karam, Paragon Health

2018: Brian Walters, Southwest MI Behavioral Health

2019: Christie Dando, Genemarkers

2020: Due to pandemic, no award given

2021: Patty Kerrins, Northpointe OB/GYN, PC

Sponsorship Appreciation

MiMGMA, once again, would like to thank Dean Schink, President of Specialized Insurance Services Agency Inc, an Alera Group Company, for his generous and ongoing support of the MiMGMA Administrator of the Year Award.

Words cannot adequately express our appreciation for Dean's support through the past years! To date, Dean has financially funded this award, in its entirety, for seven years! On more than one occasion he volunteered his continued support for the following year without being asked!

Dean is truly a friend of the MiMGMA program and all that it represents; we thank you for your unwavering support! This award is only possible because of our sponsors like you!



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Save the Date for MiMGMA's 2022 Conferences

Spring Conference

May 12 & 13

Soaring Eagle Casino & Resort,
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Fall Conference

September 29 & 30

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Third Party Payer Day

November 4

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Wednesday, January 5

1 p.m. EST

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Human Trafficking

Wednesday, January 26

1 p.m. EST

Registration coming soon!



Membership Update



By Cindy Kinney, Membership Committee Chair

Membership has held steady throughout the autumn months. We have appreciated an increase in Dual membership renewals.

There are multiple ways our members can engage with the Michigan MGMA, and we want to encourage you to be part of our community. We have recently established an Academic Sub-Committee for all students and faculty members. If you

are a current student or college faculty, please consider being part of this new committee helping to bring you tools and programming that will align with your continued education and success.

If you are interested in being on a committee or are looking for ways to be more engaged, please do not hesitate to reach out. I am more than happy to chat with you about all the great opportunities Michigan MGMA has to offer. You can reach me at CINDY.KINNEY@BEAUMONT.ORG.

We are grateful for all our members and affiliates. Thank you for your participation in making the Michigan MGMA a huge benefit to the healthcare community throughout Michigan. ■

Don't Forget to Renew Your Membership!

The end of the year is dues renewal time for many of our members. If you haven't renewed your membership yet this year, please do so soon so you don't miss out on all that we have in store for you in 2022!

To renew your dues:

1. Sign in to your member account at WWW.MIMGMA.ORG
2. Visit your Member Center
3. Click the Renew My Dues button

near the top of the page (If this button doesn't appear, you've likely already processed your renewal for this year!)

Questions? Reach out to us at INFO@MIMGMA.ORG. ■



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<https://fg-ins.lpages.co/msms/>

Fall Conference Recap

Our 2021 Fall Conference at Shanty Creek Resort was certainly a success! The conference opened on Thursday morning with a keynote by Chrissie Zavicar, who taught us all about effectively building a LinkedIn persona.

After that, we enjoyed one of several vendor breaks, where attendees had time to network with vendor representatives, enter enticing prize giveaways, and discover the answers to the fun facts on our vendor quiz.

During lunchtime, our Annual Business Meeting was held. The main business to be conducted was the election of the 2021-2022 Board of Directors. The proposed slate was unanimously approved, and we were able to quickly fill the open Secretary position after the election.

The rest of the day's presentations included the following: Developing a High Quality Clinical Team, Defining your Practice's DEI Goals, an HR Panel, and a Telemedicine Billing & Coding Update. We ended the educational portion of day 1 with a keynote by Greg Peters, "the Reluctant Networker."

Greg treated us to an interactive session on how to successfully network and create connections.

After Greg's timely presentation, we took a quick break before reconvening for our networking event, which was a hit! It was a wonderful evening filled with conversation and cocktails as we watched the sun set over the patio. We then enjoyed a delicious dinner before laughing the night away during a game of "Singo."

Day 2 of the conference included presentations on Telemedicine & Compliance and Post-Pandemic Financial Relief, as well as a Washington Update from national MGMA.

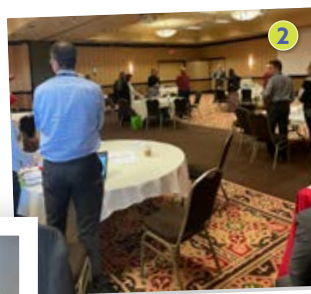
During the closing session, we announced the winner of our 2021 Administrator of the Year Award, Patty Kerrins, FACMPE. Congrats, Patty! We closed the conference with prize drawings, during which our generous vendors drew names for a variety of giveaways.

To our attendees, vendors, and speakers: Thank you for helping us get back to in-person conferences. We hope to see each of you at our 2022 events! ■

1. Affiliated Business Partner Committee Co-Chairs Valarie Parker & Fred Schaad hold a productive vendor meeting to discuss how MiMGMA can improve our business partner program.



2. Greg Peters, "The Reluctant Networker," walks attendees through a collaborative activity during his keynote session.



3. Attendees listen as Stan Adler introduces Marcia Powers and Rachael Schweiger before their insightful presentation, Building a High Quality Clinical Team.



4. Amy Marshall and Rebecca Seguin-Skrabucha pose for a photo together after presenting during our Human Resources Panel.



5. Representatives from Professional Solutions and MedPro network with attendees at their booths during a vendor break.



6. A few of our vendor giveaway winners show us their prizes after the closing session on Friday.



7. Thank you to our friends at Allscripts for kicking off our conference with a fantastic happy hour at Short's Brewing Company in downtown Bellaire.



8. One of our winning Singo teams smile for a photo during the conference networking event on Thursday evening.



9. 2021-2022 MiMGMA President Ken Rates presents Past President Susan Lutz with a plaque thanking her for her service as President of the Board.



10. One of our teams participate in a dance off to settle a tie after a round of Singo.



FALL CONFERENCE

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Legislative Update

By Karen Hopman



Hello! I am Karen Hopman, and I am the newly appointed Legislative Liaison for the Michigan Medical Group Management Association. I am very excited to be working with the Organization in this role.

I have been with Michigan MGMA since 1997 and have found this to be the most valuable organization as a billing manager then an administrator. I have been active with the organization in the past serving on the Board of Directors from 2007 then as the President from 2012 – 2013. The information that comes from all areas of the organization are invaluable and I hope that I can continue this legacy. I will be connecting with Michigan State Medical Society and County Medical Societies to re-establish and strengthen the relationship we had with them in the past to continue the advocacy that is need to have the voices of Practices heard not only through the State, on the National level as well.

I will work to keep members apprised of current legislation that affects practices throughout the State and also call to anyone interested to connect with me to be part of this committee.

Thank you for letting me be a part of your legislative committee. ■



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Fall Reimbursement Update



By Joe Rivet, Esq.

2022 Outpatient Payment Prospective Payment System (OPPS) and Ambulatory Surgical Center Prospective Payment System (ASC PPS) Final Rule

On November 2, Centers for Medicare and Medicaid Services (CMS) published the 2022 OPPS and ASC PPS Final Rule. CMS has reversed course on the removal of the inpatient only list which was finalized in the 2021 OPPS Final Rule. CMS has cited patient safety concerns. CMS will add back the services removed in CY2021 back into the CY2022 list with the exception of CPT codes 22630 (lumbar spine fusion), 23472 (should joint reconstruction), 27702 (ankle arthroplasty), and their corresponding CPT codes. These rule changes will be codified in regulations under a new section at 42 CFR 419.22. The rule also updated both OPPS and ASC PPS payment rates by 2% for 2022. CMS also finalized the following in the rule:

- Increasing civil monetary penalties for failure to comply with price transparency requirements using a scaled method based on bed counts

Bed Count	Maximum Daily CMP Amount
<30	\$300
31-550	\$10
>550	\$5,500

CMS will determine a hospital's number of beds based on the most recent finalized Medicare hospital cost report. If CMS Cannot determine the bed count based on the cost report it will be requested from the hospital. If the hospital fails to provide the information, CMS will impose the maximum daily penalty of \$5,500 per day.

- The 340B drugs will be maintained at ASP minus 22.5%

These policies will be effective January 1, 2022. The CMS Fact Sheet can be found [here](#).

2022 Medicare Physician Fee Schedule Final Rule

CMS has published a draft copy of the CY 2022 Medicare Physician Fee Schedule Final Rule which was published in the Federal Register on Nov. 19. The conversion factor for CY2022 will be \$33.39 which is a \$1.30 reduction. Other changes to the final rule include:

- Split/shared E/M visits and critical care services including a new modifier (-FS) for split/shared services and adoption of the CPT critical care guidance.
- Allowing certain services to be added to the telehealth list during the COVID-19 PHE to remain on the list until December 31, 2023, and extending the inclusion of telehealth outpatient rehabilitation codes 93797 and 93798 along with HCPCS codes G0422 and G0423.
- Delaying payment penalties for appropriate use criteria (AUC) until Jan. 1, 2023 or Jan. 1 following the declared end to the PHE.
- *De minimis* standard has also been revised for physical therapist assistant/occupational therapist assistant (PTA/OTA) by finalizing a policy in which a 15-minute time service can be billed without the CQ/CO modifier when a PTA/OTA participates in providing care to a patient independent of the PT/OT.

The policies changes are effective January 1, 2022.

Pfizer COVID-19 Vaccine Emergency Use Authorization (EUA)

CMS has updated guidance on use of Pfizer for children ages 5-11 years of age. CMS also updated information related to the vaccine on the COVID-19 Vaccine Payment website. CMS also created a table to better display Medicare payment rates for COVID-19 vaccines.

Low Utilization Payment Adjustment (LUPA) Add-on Amounts for Home Health (HH) Occupational Therapy Visits and Corrections to Payment Grouping Processes

Medicare published Transmittal 10919 regarding changes to the systems to allow LUPA add-on payments to apply if an occupational therapist is the first visit in a period of care. The changes also include requirements for processing HH claims under the Patient-Driven Grouping Models. The original transmittal was posted August 6 but is no longer considered sensitive by CMS and was posted on November 8.



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Four Healthcare Predictions From a Risk Management Expert



By Robert Hanscom,
Vice President, Risk
Management and
Analytics, Coverys

There's nothing like scrutinizing past data to shine a light on the path

forward—especially in times of change.

Perhaps that's why the trends revealed in two recent reports from Coverys are so key to helping healthcare organizations navigate future risks.

This past year, we compiled copious value-based care (VBC) industry statistics and practice insights along with 10 years' worth of our own claims data into two of our most popular reports published in 2020: Red Signal Report — Value-Based Care and A Call for Action: Insights From a Decade of Malpractice Claims. As healthcare organizations continue to grapple with challenges highlighted by COVID-19, a closer examination of the insights in these reports leads us to make these four predictions about the upcoming risks healthcare leaders will face:



PREDICTION 1: Emerging practices generate new risks

Despite an overwhelming consensus about the need to improve patient care and reduce risks, change is not happening as collectively as necessary. Indeed, the rapid development of new technologies and procedures is creating new areas of risk. A good example is seen in electronic health records (EHRs).

In theory, EHRs provide better data and centralize the capture of everything relevant to a patient's clinical profile. In reality, though, serious issues are evident. Data shows that common mistakes include looking at the wrong dropdown, the wrong screen, outdated information, or incorrect documentation—all of which can lead to diagnostic-related malpractice allegations.

PREDICTION 2: Data becomes the fix, not the headache

The past 10 years have been challenging for an already overextended healthcare workforce. Bottom-line pressures have included rising litigation costs and more stringent



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reimbursement mandates. Ongoing crises, loss of patient trust, and less-than-optimal IT systems have created stress and burnout among front-line clinicians and staff.

The good news is that healthcare leaders can use existing tools to generate, package, and learn from data to motivate positive action. Looking to the future, it will be critical to engage beyond the day to day to rise above the persistent risks that challenge safe, high-quality care.

PREDICTION 3: Telehealth's rise leads to diagnostic error risks

The ability to conduct remote conversations and some level of physical examination has been critical during the COVID-19 pandemic, and telehealth is expected to grow exponentially. As the shift to telehealth continues, however, risks may come to the surface. These might include an overreliance on technology, failure to appropriately document care, the diagnosis of clinical conditions without an in-person encounter, and lack of a traditional clinical evaluation.

PREDICTION 4: Value-based care becomes more prevalent

COVID-19 is accelerating the shift to value-based care, as budgets face new and sizable constraints at all levels. Federal



government funding that was used to support the economy during the pandemic will exacerbate existing deficits and further increase pressure to reduce future healthcare costs, which will affect the commercial healthcare market. In a shrinking economy, employers and consumers will become much more aggressive about finding better ways to manage their healthcare spending—and thus accelerate the movement toward value.

Turn Trends Analysis Into Action

Given all the change and uncertainty within healthcare today, it's comforting to know that lessons can be drawn from the information we already have at our disposal. With these insights, we can begin to mitigate risks even as we continue to innovate.

For more trends, predictions, and practical recommendations to navigate them, check out:

- A Call for Action: Insights From a Decade of Malpractice Claims, which evaluates malpractice claims data from 2010-2019 to better understand how to improve patient safety.
- Red Signal Report — Value-Based Care, which dives into the risks associated with value-based contracts, as well as how to structure downside protection programs that are in sync with organizational preferences.

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Purchasing or Leasing Healthcare Real Estate: Key Determining Factors



By Valarie Parker, CARR

One of the most common questions healthcare providers ask regarding their practice's real estate is "Should I purchase or lease my office space?" Many providers are quick to assume that since they own their home, they should also own

their office space. While that logic is sound and often times owning is the top option by far, there are scenarios where owning your office space may not be in your best interest. The simple answer to the question, "Is it better to own or lease?" is – It depends. Unfortunately, there is no easy, one-size-fits-all answer on ownership vs leasing. Instead, there are many factors that come into play and need to be fully vetted when contemplating this decision.

Analyzing considerations like the season of your practice and future growth needs, available financing, cash flow and your practice's financial position, tax implications, and market availability, all play roles in determining whether to lease or purchase. The following considerations are important to evaluate and will help guide your decision on this topic.

Leasing Your Office Space

Flexibility: When you lease a property, you typically have more flexibility to relocate your office space as you will likely be signing a 5, 7 or 10-year term. At the end of that initial term, you can easily walk away from the space, relocate to another property, or decide to sign on for another term. You don't need to prepare the property to sell, list and show the property, or walk through a sale transaction to get out. You simply walk away at the end of the term or you renew the lease.

Concessions: Another great benefit of leasing comes in the way of the concessions that landlords will offer blue chip

tenants, like healthcare practices. When you are properly represented and have the appropriate posture and negotiation strategy, many landlords will become more aggressive and stretch further to make a deal with a healthcare provider than with other traditional tenants.

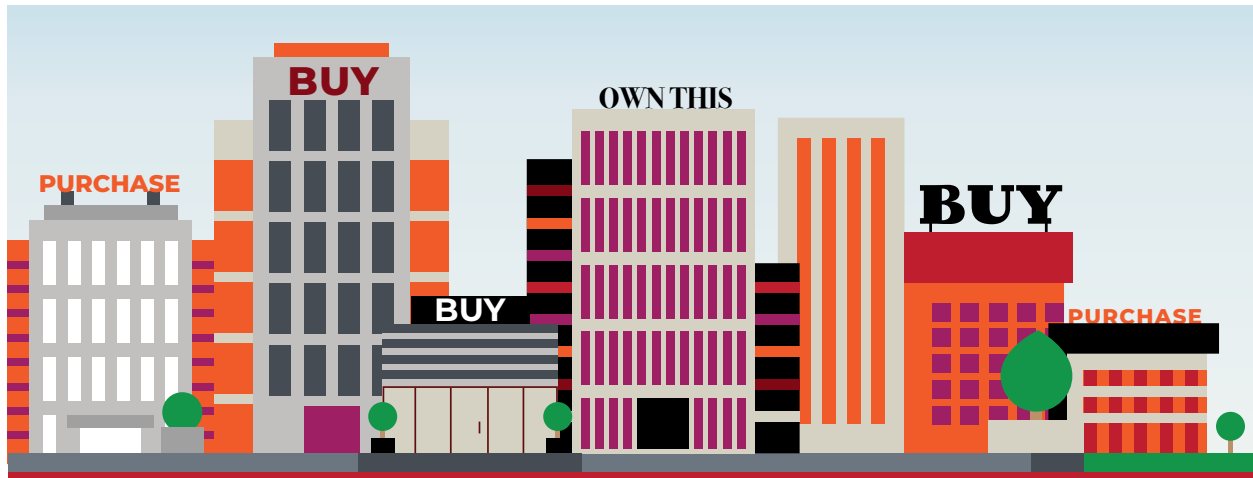
Some examples of these concessions are tenant improvement allowances where the landlord will provide money to help build out the space in the property, or a free build out period to complete the construction so the tenant is not paying rent before they occupy the space. It's also possible to achieve free rent once the practice opens.

With expert representation, a healthcare tenant can often times create leverage to demand concessions that reach into the six-figure range, totaling \$100,000, \$150,000, even \$200,000 and more in build out allowances from the landlord, along with 6-12 months of free build out time and additional free rent upon opening. These concessions are huge benefitting factors to leasing verses owning, as it means less money from the tenant on the frontend to get the office up and running, and less money and interest paid to a lender.

Availability: An important factor to consider when determining whether to lease or purchase is market availability. If you are in a high-growth, dense urban or downtown area, there may be very few options to purchase. In most markets, lease options outweigh purchase options by 10 to 1, and in more populated markets, the disparity is even greater. It's important for healthcare providers to not get 'set' on only one scenario. The best strategy is to look at the entire market or area, both purchasing and leasing, to find out what property options are available. In these decisions, it is best to keep the needs of the practice as the main priority, as the practice is what drives revenue.

It's also imperative to look at an all-encompassing apples-to-apples comparison that takes into account the principle paydown, monthly figures, concessions and costs, tax implications and the equity position after 10 years, 15 years and 20 years. Those are the figures that will ensure the decision is informed and factual.





Purchasing Your Office Space

Additional Asset: If you have enough money for a down payment along with the ability to secure financing, and there are good purchase opportunities available in the area you are looking, then ownership may be the best option for your practice. It's very common at the end of a doctor's career that the value of the building and property are worth as much or even more than the practice itself.

Additional Annuity: Healthcare providers also have the option of selling their practice but retaining their property and leasing it back to the buying party. This creates an annuity and becomes retirement cash-flow, often with a building that is fully paid off.

Healthcare-Specific Financing: If you are considering a purchase, it is wise to speak with a healthcare-specific lender who has loan products geared towards healthcare real estate. These lenders typically understand the cycle of build outs, the unique nature of healthcare offices, the strength and cashflow of healthcare practices, and they in turn package their loans in a more beneficial way than a general lender might.

Principle Paydown: Another distinct benefit of ownership is principle paydown and equity that is built up. If you are leasing, you get nothing at the end of the lease term except another renewal document. At the end of 10-15 years of ownership, you will likely see a balance sheet on the property that can be in the hundreds of thousands and even millions of dollars to your benefit. If you pay off the building after 15 or 20 years, then your property costs are limited to upkeep, taxes and your operating expenses. That is a huge benefit of ownership.

Tax Benefits: Both purchasing and leasing have tax benefits and considerations that you will want to fully understand through the advice and counsel of a good CPA and Agent. Two of the most impactful tax benefits that result from commercial real estate ownership are depreciation and mortgage interest deduction, both of which are motivating factors of purchasing.

Additional Considerations

It's also helpful to look at the season your practice is in. Are you an associate right now, looking at a start-up? If so, it might make more sense to lease for the first 7-10 years to really determine where your target market is located, how

much space you'll need in the short and long term, what your parking needs look like and more.

Do you own a practice that's been leasing for 10 years or more and you are now trying to determine whether purchasing is right for you? If so, running a detailed lease vs purchase analysis and then discussing it with your Agent and CPA would provide you meaningful insight.

Should a healthcare provider who is looking to retire in the next three to five years consider purchasing a building or should they simply remain in a leased space? Again, it depends... On the surface, it might not make sense to invest \$150 to \$200 per square foot into finishing out a new space, plus the cost of the building and land, if a practice sale is likely within a few years. However, if the new lease to the buyer of the practice creates cashflow, it could be an excellent investment and one that substantially increases the value of the practice. Again, every scenario and market are different and unique. That is why you need to have a good team of advisors around you and be confident you are evaluating all of your options.

In Conclusion

It's easy to see how this may be the most common question regarding healthcare office space; however, it's not a question that has a definitive answer for everyone. You need to dive into your situation and scenario deeper with the help of a good healthcare tenant Agent or Broker. There are many considerations and implications to consider and having all the information in a comparative analysis puts you in the driver's seat to make the most beneficial decision for your practice.

CARR is the nation's leading provider of commercial real estate services for healthcare tenants and buyers. Every year, thousands of healthcare practices trust CARR to achieve the most favorable terms on their lease and purchase negotiations. CARR's team of experts assist with start-ups, lease renewals, expansions, relocations, additional offices, purchases, and practice transitions. Healthcare practices choose CARR to save them a substantial amount of time and money; while ensuring their interests are always first.

Visit CARR.US to learn more and find an expert agent representing healthcare practices in your area.



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