The Road from Hospitalist to Physician Advisor



Michael A Salvatore, MD, FACP

<u>Beebe Healthcare</u> Lewes, Delaware

Know the Rules of the Road



Hospitalists know who, what, and how things work or don't work in their Hospital

Hospital Care Is Insightful



Managing a inpatients gives you unique and critical insights into physician and hospital strengths and limitations

Growth Industry



Need and responsibilities will increase Excellent entry level job for a C-suite position

Multiple Career Paths



Hourly, part-time, full-time, or no time

It is Not the End



Skills can enrich your clinical practice and enhance your career opportunities

Cannot Live in the Passing Lane



Career trajectory for most clinicians is flat but being a Physician Advisor is another way to use your clinical acumen

Tired vs. Retired



Be Aware of Changes



Why make a change in your career?

What supports your self esteem and life style?

Natural Transition



Good Medicine is Good Utilization

Medicine & Utilization are Nuanced



If you can operate in the fog of clinical medicine you can master the fog of CMS policy

Not Just OJT Anymore



Formerly, a 'rac-relief' degree but now: ACPA

- -Web resources, on-line education, CME
- -Endorsed conferences: Boot Camp & SEPAS (2/16)
- -ABQAURP Boards & Physician Advisor certification
- -rac-relief: Larry_Hegland@ssmhc.com

Sorting it all Out



- 1. Know how hospitals work
- 2. Vibrant job opportunity
- 3. Not an irreversible move
- 4. Flexible job opportunities
- 5. Alternate use of clinical skills
 - 6. Medicine is utilization
- 7. Excellent training available
- 8. Most importantly...

...You are not Going Over to the Dark Side



msalvatore@bbmc.org

302-542-4515