

Thinking about fees

- Business viability: what are your aims?
- Recording your income and expense
- What are the 'rules'?
- Consideration in the setting of fees
- 'Reasonable' fees; a guide only

Business Viability

- Aim for a surplus
- Control expenses
- Business efficiency
- Service model; does it pay?
- What do your patients want?
- What will patients pay for?

Income Categories

- Which practice income is covered by the fees agreement?
- Aim to isolate capitation and related copayments to get the correct ratio
- Standard consultations; first level services
- Normal business hours
- Not ACC, or SIA/HP/Careplus/Immunisation

Standard Fee: Definition

- For the purposes of this Part A of Schedule F4:
- (a) a “standard General Practitioner consultation fee” for First Level Health services within a normal Business Day shall:
 - (i) include any normal tests or examinations carried out as part of that consultation; and
 - (ii) be the fee that the patient would pay if he or she paid on the date on which the consultation occurred before discounts or surcharges.

First Level Services

- (a) health information to enable and assist people to care for themselves;
- (b) urgent medical and nursing services, (including stabilization and resuscitation, assessment and diagnosis, treatment and referral as necessary);
- (c) assessing the urgency and severity of presenting problems through history taking, examination and investigation and diagnosing where possible;
- (d) recommending and, where appropriate, undertaking treatment options and carrying out (or)referring for appropriate interventions and procedures, including but not limited to prescribing, minor surgery and other general practice procedures, counselling, psychological interventions, advising, and imparting information;
- (e) referral for diagnostic, therapeutic and support services (support services are those services which may be required for individuals to maintain maximum independence, including but not limited to personal care and domestic assistance).

Considerations

- Accounting practices
- Reports from PMS – details
- Service utilization
- Expense drivers – current and future
- Debt management
- Future plans
- Fee review template

'Reasonable' Fees: who says?

- LECG Annual Report – copy
- Why ratios matter – 6.5% to 11.5%
- The review process – documents
- Presentation matters
- The problem of moving from a low base
- Set the fee that works for you