

# THE PRACTICE RESOURCE

A Monthly Publication for Physicians and Practice Managers  
Brought to you by the BCMS Circle of Friends



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## Announcements | Important items you should know about

### Platinum Sponsor

## TMLT'S ONLINE SEMINAR SERIES

Register today for "Hot topics in medical records, privacy, and regulation: Reduce your risk" fall seminar. In this 2-hour CME presentation, attorney Adrian Senyszyn will provide mitigation strategies to reduce the risk for your practice. He will explore the topics of medical records, the impact of COVID-19 on privacy and security, and HIPAA compliance. Earn 2 CME credits, 1 ethics credit, and a 3% premium discount on your next eligible policy period.



[REGISTER HERE](#)

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## 34th Annual BCMS Auto Show!

Thursday, October 15, 2020 | 5:30-8:30 pm

We will have great food, live music and new vehicles to safely view. We will have face masks and hand sanitizer available. Food will be served in safe packaging and social distancing will be in place. Join us @ The BCMS Headquarters: 4334 N Loop 1604 W Suite 200 San Antonio TX 78249



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### **iGenomeDx Redefining the Modern Medicine with Telehealth and Mobile Collection**

iGenomeDx is proud to announce a new service to assist front liners. We are now providing mobile collection services for all telehealth practicing physicians. Fax us the orders after your tele visit/consultation we will do the rest. Receive your reports within 24-48 hours!

Can it be any simpler?? Contact us today for Respiratory (COVID-19, Flu, Common Cold, and Pneumonia), Gastro, UTI, STI, Pharmacogenomics and other Molecular Diagnostics and Testing needs

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## Silver Sponsor



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### **Amegy Private Bank offers a dedicated Healthcare Team to BCMS Physicians**

Amegy's Private Bank has a dedicated Healthcare Team that specializes in the unique aspects of the healthcare industry. Our bankers meet regularly with healthcare attorneys, consultants, and CPAs to stay on top of important issues that may affect the healthcare industry and your practice.

As a Healthcare team, we provide a comprehensive approach that integrates both the physician's medical practice and personal financial needs and will serve as your direct link to an entire team of financial professionals based on your needs.

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### **Acumen Systems is a now One Stop Medical Management Solution!**

Acumen Systems extended list of services includes EHR and Practice Management implementation, Dictation software, Telehealth platforms, and Medical Marketing strategies.

We have been able to transition countless practices to the NextGen's platform, preferred by Office Managers and patients.

A Fellow Physician:

"... Nowadays technology is a critical tool in providing quality care to our patients. Having Acumen Systems and NextGen's platform has been a big problem solver for us..." - G.O. Family Medicine.

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## Silver Sponsor



GHA is a nationwide technology supplier with over 30 years in the IT industry

### **Data Backup in the age of Covid-19**

Covid-19 intensified the importance of data retention and maintenance which is critical for the successful care of patients and the compliance end of your practice. Safeguarding and Backing Up data includes essential guidelines to be followed. Example: the 3-2-1 rules (3 copies, 2 different mediums, 1 offsite backup), plus Encryption, Compliance and Maintenance.

How are you keeping your sensitive data safe from ransomware, natural disasters, and other threats?

[CONTINUE THE CONVERSATION](#)

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**Ask an Expert** | Help when you need it most! You can submit your questions to this column on topics relating to your Medical Practice (Ask\_an\_expert@bcms.org). Our Circle of Friends program has over 50 companies with expertise in almost every area of business that can reply and assist. Monthly we will be featuring the most popular questions and answers for your reference.

## Gold Sponsor



Sol Schwartz & Associates  
40 YEARS AND COUNTING

Jim Rice, CPA 210-384-8000, ext. 112 jprice@ssacpa.com www.ssacpa.com

### Question:

**Can someone provide a simple breakdown of the various federal programs created to help small businesses survive the COVID-19 economy?**

### Answer:

By Christopher Davis, CPA

As the last several months have shown, a lot can happen in a very short period of time. Congress has kept pace with these changes by passing several incentives designed to assist individuals and small businesses as we all continue to navigate through the COVID-19 pandemic.

These new incentives range from tax credits on wages paid to employees, to new loans available to small businesses, payroll tax deposit deferrals and several changes made to tax laws. As you've likely read much about many of these new incentives, including the Paycheck Protection Program (PPP) loan, we will focus this article on next steps within certain incentives and other COVID-19 relief items. More...

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## Silver Sponsor



Waechter Consulting Group

Michal Waechter, MHA, FACHE (210) 913-4871 Michal@WaechterConsulting.com

### Question:

**How can I optimize my practice revenue?**

### Answer:

When it comes to optimizing your practice revenue, the first thing to understand is that all patient volume is not created equal. Break down your case mix and payer mix to see how much you're actually being paid by patient type and by payer so that you can target referrals with the highest return.

Also, reduce turnover in your patient base by ensuring that patients are not lost to follow-up, have a high satisfaction rate and are staying current with their recurring appointments. It costs more to bring in new volume than it does to keep the existing. Lastly, consider alternative revenue streams...

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## Classifieds | serving our physician community

### Selling your Practice?

Own Primary care, Pediatrics Facility in the San Antonio region? We are interested in purchasing or partnering with you?

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## Our Platinum Sponsors | Please support our Platinum Sponsors with your patronage

Serving the Texas healthcare community since 1981, Favorite Healthcare Staffing is proud to be the exclusive provider of staffing services for the BCMS. In addition to traditional staffing solutions, Favorite offers a comprehensive range of staffing services to help members improve cost control, increase efficiency, and protect their revenue cycle.



Valued added resources and enhanced compensations. An Independent Network of Physicians with a clinical and financial integrated delivery network, IntegraNet Health serves as your advocate and partner.



Created and endorsed by the Texas Medical Association (TMA), the TMA Insurance Trust helps physicians, their families and their employees get the insurance coverage they need.



Texas Medical Liability Trust is a not-for-profit health care liability claim trust providing malpractice insurance products to the physicians of Texas. Currently, we protect more than 18,000 physicians in all specialties who practice in all areas of the state. TMLT is a recommended partner of the Bexar County Medical Society and is endorsed by the Texas Medical Association, the Texas Academy of Family Physicians, and the Dallas, Harris, Tarrant, and Travis county medical societies.





## | About your Circle of Friends Program

The Circle of Friends is composed of companies and organizations that donate and support the Bexar County Medical Society. Their donations fund events and helps us to provide service to you the physician member. In addition, their donations help keep the cost your dues down. Let us show our appreciation by using the service and products from our Circle of Friends sponsors at every opportunity.

**Please ask your practice manager to use the Physicians Purchasing Directory as a reference when services or products are needed.**

*[A complete listing of Circle of Friends Sponsors and services is published every month in the San Antonio Medicine magazine in the Physicians Purchasing Directory and online].*

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