



# RVUs at Work: Relative Value Units in the Medical Practice

*Max Reiboldt, Justin Chamblee, of Coker Group*

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Sure, you're busy. But is your medical practice productive? Many medical practices judge productivity by charges, receipts, collections or the number of encounters. Fees, however, can differ from payer to payer. Plus, a practitioner can see 25-35 patients a day and still not be productive in terms of what those encounters actually contribute to the bottom line. For medical practices today, there's a far better way to measure productivity and benchmark performance year-to-year and practitioner-to-practitioner: Relative Value Units (RVUs), the measurements originally developed to standardize Medicare payments. Now, in the new book *RVUs at Work: Relative Value Units in the Medical Practice*, experts from The Coker Group a leading healthcare consulting firm give practice administrators step-by-step guidance on how to use RVUs to gain profitable new control over physician productivity, costs and expenses, operating margins, resource allocation, compensation and even managed-care contract negotiations. Noteworthy Features: Clear and easy to read written in layman's terms so practice administrators can immediately begin to implement an RVU approach. Practical includes examples of how different real-world medical practices are using RVUs to cut costs, enhance efficiency, boost profitability, and assure quality of care. Huge upside potential by applying the RVU approach, practice managers gain a consistent and impartial way to align how money is spent and how staff and providers use their time with the maximum benefits for both patients and the practice. Table of Contents Chapter 1: History and Background of RVUs Chapter 2: CMS and RVU Considerations Chapter 3: RVUs and Productivity Chapter 4: RVUs and Compensation Chapter 5: Utilizing RVUs in Practice Management Chapter 6: Increasing Productivity With RVU Management Chapter 7: The Future of RVUs Conclusion and Summary List of Terms

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