



# A Better Way to Practice Primary Care

If you're ready for career success and satisfaction, you owe it to yourself—and your patients—to consider the benefits of practicing with Concentra.

**+** **A Strong Focus on Patient Care**  
Long-term patient relationships are the heart of primary care—and the key to optimal health and wellness. Concentra affiliated practices are designed to give you more time with patients and the freedom to deliver proactive, coordinated care to promote lasting health and wellness—rather than practicing defensive medicine or focusing solely on volume and profit.

**+** **Unmatched Professional Opportunity**  
In a time of historic change and daunting pressure, you need a proven partner to help navigate change and manage risk. Concentra provides operational support, essential tools and technology, a peer network for practice management and medical expertise, and long-term stability to enable professional and financial success, whether your goal is to sustain your practice or seize new opportunities.

**+** **Outstanding Quality of Life**  
As a primary care physician, you play an essential role on the front lines of health care, and you deserve to enjoy professional satisfaction and personal quality of life. Concentra provides administrative support so you can focus on patients rather than paperwork, a stable income (including a competitive base salary and incentives based on quality care) with no overhead costs or managerial headaches, and a practice model that supports excellence in medicine and long-term sustainability.

Ready to start the conversation? Contact a Concentra physician recruitment and practice acquisition specialist today at [pcp\\_opportunities@concentra.com](mailto:pcp_opportunities@concentra.com) or 877-838-3515.

[concentra.com](http://concentra.com)



## Why Concentra?

**Enjoy a Stable, Rewarding Career**  
Despite the unprecedented challenges confronting physicians today, we believe primary care can, should, and will be the bedrock of health care in America. Primary care is the key to optimal patient health and wellness, and it can offer a deeply satisfying, financially rewarding, long-term career for our nation's finest physicians.

**Look Forward to a Bright Future**  
Concentra's vision for the future of primary care is simple, yet profound. This vision represents a unique opportunity for primary care physicians who are dedicated to their calling and determined to continue making a difference for their patients and communities.

**Survive and Thrive**  
With the Concentra practice model, physicians can maintain a strong focus on patient care while enjoying unmatched professional opportunity and outstanding quality of life.

*"In my previous practice, I spent too much time on admin functions, and staff issues. Today, I am freed-up to focus on what I want to do."*

—John Anderson, D.O.

Joining Concentra\* is a simple process designed for a seamless, stress-free transition tailored to your unique needs and preferences.



**Q: Where are these opportunities available? Do I qualify?**

**A:** We are currently seeking primary care physicians in several target markets. We also plan to add new markets steadily throughout 2012 and beyond, so we welcome inquiries from both practice owners and independent physicians nationwide interested in a bright future with an outstanding team.

**Q: Will I have to relocate or change the name of my practice?**

**A:** We will work closely with you to determine the best way to serve patients and advance your practice. We tend to maintain practice names and locations to provide continuity for patients and avoid confusion. In many cases, we append the Concentra name and logo as well, because physicians and patients alike welcome the recognition and positive association of the Concentra brand. Some physicians also find it beneficial to relocate to an existing Concentra primary care facility or a new location with physician partners.

**Q: What will my contract involve?**

**A:** In essence, your contract will be a traditional employment agreement. Our intention is to maintain the affiliation for at least 3-5 years, but ideally, both parties will find the arrangement so beneficial that it will continue indefinitely. In fact, the average tenure of current Concentra affiliated physicians is an astounding 10-15 years.

**Q: What will happen to my staff / colleagues?**

**A:** We will work with you and your team personally to determine the best options for each person. In most cases, staff members support the transition and remain to play an important, fulfilling role in the new practice.

**Q: What support will I receive?**

**A:** We will provide the tools, systems, personnel, and other resources to handle all aspects of administration and business operations. This frees you to focus wholly on patient care and, if you like, on enhancing your overall practice. Each practice will also have a dedicated care coordinator to follow up with patients and promote optimal care. As a Concentra affiliated physician, you will have access to learning and information tools, educational activities, medical expert panels for peer advice, and more.

**Q: How much control / flexibility will I have over how I run my practice / care for patients?**

**A:** No one can care for your patients better than you. Our goal is to reduce or eliminate the burdens of practice unrelated to patient care so you can focus on doing what you do best—helping your patients enjoy optimal health and wellness.

**Q: How is this better than selling to a hospital or joining a local practice network?**

**A:** Concentra combines the best of both worlds. We offer the resources, stability, and opportunities of a large national organization, but the personal treatment and focus on patient care of a group practice. That's because we were founded—and are still led—by practicing physicians just like you. If you're uncomfortable with the bureaucracy and micromanagement of a hospital network, as well as the uncertainty and limitations of a local practice group, Concentra could be your ideal partner.



*"Already a national leader in occupational health services and a major player in urgent care, we are building our primary care practice to develop a truly integrated services offering."*

—W. Tom Fogarty, M.D.  
EVP and Chief Medical Officer  
Concentra, Inc.

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