***Business for Doctors***

Business for Doctors is a membership organisation that fosters the goodwill between health professionals by empowering, educating and providing a support network of thousands of colleagues. The organisation is unique as it brings together Doctors from all specialities, at various career stages, business owners, practice owners, hospital employees, contractors and final year medical students

**Vision**

Business for Doctors will create and support a collaborative community of medical practitioners in becoming competent and confident in managing their business and private financial affairs to the benefit of themselves, their families, their staff and their patients.

**Mission**

The mission of Business for Doctors is to inform, educate and inspire medical practitioners, at all career stages, to become literate in business and finance by creating a mutually supportive online community with access to accurate, objective information and high quality professional advice.

**Values**

*We commit to:*

* Providing accurate, independent and objective information
* Supporting a professional community with respect and inclusivity
* Determining actions and decisions with integrity and personal accountability
* Welcoming and respecting diversity in all forms
* Recognising ethical and environmental responsibility

Traditionally the topic of money has been a taboo subject in the medical circles, especially in General Practice where Doctors earn as little as 20% of the income of other specialists. The ultraism of medicine has been the focus for many health professionals leading to long hours, little family time, relationship breakdowns and stress. Enabling doctors with the knowledge on how to manage their income, invest, insure themselves and their business, balance work with family and self-care allows them to deliver a better quality service to patients. Educating them on correct billings gives them the opportunity to increase their hourly income giving them the ability to spend more time with family and friends.

Using a social media platform Business for Doctors has successfully grown to nearly 15,000 members over a 30-month period. The group continues to expand at approximately 1000 members per month with additional growth seen during the lead up to the BFD conference (membership increased by 40% in a 60-day period) which should see between May and July 2018 a growth over over 6,000 members bringing our numbers to over 20,000. Estimated member numbers will be 30,000 by December 2018.

Business for Doctors is successful because it was started by a doctor for doctors. Innately we trust our cohort and this has opened the door to provide a unique platform to engage – and engage they do. In any 28-day period there can be up to 34,000 posts, reactions or responses. That is 50 per hour every hour of every day. We are connected: of the 14,872 members (April 5) 12,653 were active in the previous 28-day period. Posts are read – between 3500 and 5000 doctors read a single post. Our members contribute – polls are actively completed within hours of being posted giving us insight to our members wants and needs. Most importantly our members feel part of a unique cohort that back each other – in times of crisis they are available. We have had a number of instances where a member is in distress and emotionally vulnerable and we have been able to connect them with a support person.

Our organisation is transparent. We declare an interest or benefit that the organisation or its directors, advisory council or staff receive from any offers received. We make a commitment to our members that we will not profit from them but instead arrange discounts and deals that they benefit from and in turn the organisation receives a small fee to continue to operate. We continue to solve problems with solutions that benefit our members. Our group buy deals, partner membership discounts and benefits, tailored membership packages, travel discounts, accommodation benefits and legal advice has seen our members save thousands of dollars at no cost to themselves.

Business for Doctors is an online social media platform that has successfully engaged with over 14,000 Doctors to discuss all aspects of finance and business that effects health practitioners. The number one topic of the page is dissecting the complexities of the MBS and learning the methods in maximising patient rebates for services provided. MBS billings account for over 95% of the income of most General Practitioners and Medical Practices. The MBS is over 1200 pages and the majority of GPs have never read this important tool that teaches Doctors the complexities of Medicare item numbers. With increasing overheads, Medicare Freeze (partial) and corporate organisations infiltrating the General Practice model, businesses are struggling to maintain profitability and viability. Training Registrars impacts on the financials of the supervisor and the practice.

The workshop aims to educate General Practitioners about the multi-billing opportunities of the MBS, improve job satisfaction, clinical care and reduce the financial impact of trainee supervision. The workshop has been successfully delivered to over 1000 GPs in Australia since June 2017 with practitioners seeing a 50-100% increase in income, practices seeing a 30-50% rise in profits and viability of struggling general practices significantly improved. Practitioners would leave the workshop with new knowledge on multi-layering Medicare item numbers in a legal and ethical manner. Practitioners can develop a sense of understanding and awareness of billing procedures that they had previously not utilised improving their patient billings and quality of medical services delivered.