

# Select Practice Management

RE: Risk Purchasing Group Formation  
Western Medical Association RPG, LLC

Dear Physician and/or Medical Administrator,

My name is Brett Sparks. I have been active in the medical community through the management of Sparks Family Medicine, Ltd., my involvement in a physician-owned medical malpractice company and the development of practice management services. I established Select Practice Management to manage, bill and staff for Sparks Family Medicine and other independent physician offices.

Select Practice Management has recently retained an established insurance agency in Las Vegas for the purpose of forming Western Medical Association RPG, LLC\* (WMA). As a risk purchasing group approved by the state of Nevada, WMA would have the ability to negotiate services on the behalf of its members, including medical malpractice insurance. WMA members would receive the benefit of obtaining medical malpractice insurance as part of the larger group of WMA. Physicians who are members of risk purchasing groups can realize savings of 30-40% when compared to individual physician filed rates.

WMA's negotiating power would be a direct result of its number of members. The more physicians who are interested in accessing WMA's rates, the bigger the discount that is possible for WMA members. Before moving forward with the formation of WMA, I have been asked to quantify the medical community's interest in a risk purchasing group.

There is no cost to the physician office. If you or your office is interested in seeing the potential benefits of either Select Practice Management or a risk purchasing group, please complete the included form and return it

- By fax to (702) 471-6400
- By email to [bsparks@selectpracticemanagement](mailto:bsparks@selectpracticemanagement)

If you have colleagues who might be interested, please provide them copies of this material. The more physicians work together, the more influence they can exert over the future of health care and their financial freedom.

Sincerely,



Brett Sparks

\* Western Medical Association RPG, LLC is reserved with Nevada's Secretary of State.

# Select Practice Management

## Intent Agreement

This Agreement is entered into between Select Practice Management (“SPM”) and

\_\_\_\_\_ (“Client”) and on this date of

\_\_\_\_\_ (Day, Month, Year).

This Agreement establishes the intent of the Client to (check one or both):

\_\_\_\_\_ Utilize SPM to perform and/or to manage practice management services.

\_\_\_\_\_ Explore SPM’s development of a risk purchasing group.

This Agreement is nonexclusive. The Client may perform its own practice management services as well as utilize other companies for practice management services. SPM and the Client agree that this Agreement has no monetary value.

The Client agrees that SPM may represent to third parties that the named physician and/or practice is a client of SPM. SPM shall not disclose privileged information. Each service provided by SPM requires a separate service agreement.

The below signed is an authorized representative of the Client and freely enters into this Agreement.

By Client:

By Select Practice Management:

\_\_\_\_\_  
Representative Signature and Date

\_\_\_\_\_  
Representative Signature and Date

\_\_\_\_\_  
Printed Name of Representative

\_\_\_\_\_  
Printed Name of Representative

Name of Physician/Practice: \_\_\_\_\_

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Number of Providers: \_\_\_\_\_

Specialty: \_\_\_\_\_ Premium: \$ \_\_\_\_\_

# Select Practice Management

## **Benefits of Select Practice Management**

- No fees to physicians.
- Economy of scale and market influence to independent practices.
- Scalable services based on practice needs.
- The opportunity to select from vendors who provide exceptional services.

## **Questions about Select Practice Management**

### *1. What is Select Practice Management?*

A. Select Practice Management is a third-party physician advocate. Independent physician offices often lack the economy of scale and market influence enjoyed by large corporate health care entities. Select Practice Management's mission is to provide independent physician offices access to the benefits of economy of scale and market influence.

### *2. How does Select Practice Management generate its revenue?*

A. Rather than charging physician offices a fee for services, Select Practice Management generates its revenue from the vendors who seek access to Select Practice Management's physician population. The only cost to physician offices is the time required to learn about and work with Select Practice Management.

### *3. Will Select Practice Management control which vendors physician offices utilize?*

A. Select Practice Management's only concern is that physician offices receive the best services for the best price. Select Practice Management provides options for physician offices to improve service or pricing. Select Practice Management is interested in all of the experience each physician office has with all vendors so that this information can be compiled for the benefit of Select Practice Management's clients.

### *4. What type of services are available through Select Practice Management?*

A. Select Practice Management intends to develop every common service utilized by physician offices. This is possible because Select Practice Management is only a conduit for the services. To the extent possible, the vendors who support Select Practice Management will be held to high standards of pricing and performance. Select Practice Management's offerings include:

#### **Internal Support**

Practice Administration  
Revenue Enhancement  
Back Office  
Human Resource  
Technology  
Marketing  
OSHA Compliance  
HIPAA Compliance  
Process and Workflow Analysis  
Web/Email Hosting

#### **External Services**

Billing Services  
Answering Service  
Communication Services  
Ancillary Development  
Print Services  
Banking Services  
Real Estate Services  
Payroll Services  
Accounting Services  
Legal Services  
Credentialing Services