



2018 RATES ANNOUNCEMENT & POLICIES

Dear Marketing Partner:

We are pleased to announce the 2018 journal subscription rates for *American Family Physician* (AFP), *Family Practice Management* (FPM), and *Annals of Family Medicine* (AFM). The following details policies, rates, and volume and issue numbers for 2018.

➤ 2015 PRICING HELD IN TIER 1 SITE LICENSE SUBSCRIPTIONS

➤ SLIGHT INCREASE FOR OTHER SITE LICENSE RATES - 2018 rate increase of 5% plus rounding

All renewing Basic Institutional Subscriptions were converted to Site License Subscriptions in 2016, beginning an up-to five year conversion process to Tier 1 site license categorization. Many of these subscribers were actually a Tier 2 or higher. In an effort to complete this conversion in a timely fashion with minimal impact on budgets, we converted to Tier 1 rates that will be held at 2015 rates for up to five years to expedite this process. We will review the rates with regard to these subscription classifications. See included conversion plan.

➤ ONLINE ACCESS TO AMERICAN FAMILY PHYSICIAN AND FAMILY PRACTICE MANAGEMENT IS RESTRICTED

Paid subscribers receive access to the most recent 13 months of journal content online. Site licensees provide IP addresses for online access; individual subscribers receive login IDs and passwords.

➤ RATES FOR ANNALS OF FAMILY MEDICINE

Annals of Family Medicine (AFM) print subscriptions are paid. Online is open access and requires no login or password.

➤ NO INCREASE IN PRICING FOR BACK ISSUES

THE JOURNALS: A brief description and client benefits for your database:

American Family Physician (AFP), ISSN 0002-838X (Online 1532-0650), is the AAFP's concise, easy-to-read clinical review journal for physicians and others in primary care. Articles detail the latest diagnostic and therapeutic techniques, with an emphasis on evidence-based medicine and CME. Paid subscribers receive free unlimited access to the current content and archives of AFP online. AFP is published 24 times a year. Individual subscribers can receive more than 130 CME credits per year.

Five more reasons why your clients should subscribe:

- Three in four readers believe that **AFP's** content was substantive, accurate, balanced, and authoritative, and offered the greatest returns on their invested time reading it.
- Seventy percent of family physicians that read AFP regularly call it their "Essential publication."
- Nine out of 10 readers said they changed or made patient care decisions using the clinical information in AFP.
- Seventy-five percent call it "the highest value for their time."
- They can save with an online-only subscription. AFP subscriptions are available as online-only in addition to opting to receive a print copy.

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2018 RATES ANNOUNCEMENT & POLICIES, continued

Family Practice Management (FPM), ISSN 1069-5648 (Online 1531-1929), helps physicians and others in primary care practice better by providing how-to advice on enhancing reimbursement, improving the quality and delivery of care, optimizing your care team, implementing evidence-based medicine, and achieving life balance. Paid subscribers receive free unlimited access to the current content and archives of *FPM* online. *FPM* is published six times a year and offers up to 36 free CME credits per year.

Five more reasons your clients must subscribe:

- **Find solutions that work.** In an independent survey,* seven out of 10 readers said they had changed how they manage their patients or practice based on the content in *FPM*.*
- **Save time and money.** Every issue includes how-to advice and straight talk on enhancing reimbursement, including current coding and billing tips.
- **Define your future.** *FPM* shows you that achieving life balance is possible with the right plan, people, and mindset in place.
- **Build a rewarding practice.** Offer patients more by improving the quality of care and service. Stay current on best practices in team care, patient satisfaction, and efficiency.
- **Savings with digital-only subscriptions.** Get all of *FPM*'s indispensable information online-only. *FPM* subscriptions are available as online-only in addition to opting to receive a print copy.

*All data cited is from "The Essential Journal Study in Primary Care," The Matalia Group, 2015, an independent survey conducted among office- and hospital-based family physicians and general internists.

Annals of Family Medicine (AFM), ISSN 1544-1709 (Online 1544-1717), is a peer-reviewed family medicine research journal created to meet the needs of scientists, practitioners, policymakers, and the patients, and communities they serve. The *Annals* seeks to identify and address important questions in health and the provision of patient-centered, prioritized, high-quality health care by welcoming clinical, biomedical, social and health services research. The *Annals* publishes original research, methodology, and theory, as well as essays from reflective clinicians, patients, families, communities, and policymakers. The *Annals* publishes selected systematic reviews that build on current knowledge to advance new theory, methods, or research directions. The *Annals* seeks manuscripts that use and develop rigorous quantitative and/or qualitative methods, and manuscripts with application to practice, theory development, and policy. The *Annals* encourage practice-based research and research that bridges disciplinary boundaries. It is the collaborative effort of seven family medicine organizations. *AFM* is published six times a year by the AAFP.

Orders with payments at 2017 rates must be in our offices by November 1, 2017 to start AFP subscriptions with the last issue (December 15) of 2017; by October 1, 2017 to begin FPM subscriptions with the November/December 2017 issue. Orders received after those dates must be accompanied by payments at 2018 rates.

Thank you for your continued partnership. Please feel free to contact the subscription staff with questions. Rebecca Harp is your primary contact for orders, claims, payments, and site license inquiries.

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MULTIPLE YEAR CONVERSION PLAN FROM BASIC TO TIER ONE

2016-2020 BASIC RATE CONVERSION PLAN		
IP Addresses required for online access		
AFP CONVERSION FROM BASIC TO TIER 1		
AFP		RATE
Sub Type - Online Only		
	2017	430
	2018	505
AFP		RATE
Sub Type - Print/Online		
US Conversion		
	2017	485
	2018	540
	2019	605
	2020	680
Canada Conversion		
	2017	680

2016-2020 BASIC RATE CONVERSION PLAN		
IP Addresses required for online access		
FPM CONVERSION FROM BASIC TO TIER 1		
FPM		RATE
Sub Type - Online Only		
	2017	170
	2018	200
	2019	230
FPM		RATE
Sub Type - Print/Online		
US Conversion		
	2017	190
	2018	220
	2019	255
	2020	300
Canada Conversion		
	2017	235
	2018	265
	2019	300
Foreign Conversion		
	2017	235
	2018	265
	2019	300



2018 JOURNAL POLICIES

Subscription Terms

- All subscriptions, including site licenses, are for a stated number of issues (24 for *AFP*, 6 for *FPM*, 6 for *AFM*) and start with the next available issue after receipt of payment.
- Once payment is received, subscribers get immediate online access to all of the previous year's restricted content. When a subscription expires or is terminated, access becomes limited to only those issues (older than 13 months) that are available to the general public.
- **GUARANTEE:** If a subscription is terminated prior to expire, a refund will be made for all unfulfilled issues upon request. Please allow up to four weeks for delivery of refund.
- Details on copyright and authorized use for *AFP* and *FPM* are available at www.aafp.org/online/en/home/publications/journals/afp/copyright.html.
- Details on copyright and authorized use for *AFM* are available at www.annfammed.org/site/misc/permissions.xhtml.

Payment

- Subscriptions must be prepaid in full before being activated.
- Payment must be received one month preceding the desired start date. Subscriptions begin with the next available issue after receipt of payment.
- Requests to back-start a subscription will be reviewed on a case-by-case basis; approval is not assured.
- Subscriptions to *AFP* and *FPM* outside the U.S. must be paid in U.S. currency; checks must be made payable to "AAFP," and written on a U.S. bank.
- Payment remit address: AAFP, Attn: Journal Subscriptions, 11400 Tomahawk Creek Parkway, Leawood, KS 66211.
- Subscriptions to *AFM* outside the U.S. must be paid in U.S. currency; checks must be made payable to "Annals of Family Medicine," and written on a U.S. bank.
- Subscribers outside the U.S. are liable for value added or similar tax or charges in addition to the subscription fee.
- Airmail is available for an additional \$140 per year for *AFP*; \$75 for *FPM*.

Claims

- Claims for missing back issues are limited to the previous 4 months for U.S. addresses, the previous 6 months for addresses outside the U.S.
- Missing issues claimed outside the specified time periods may be purchased at the published per-issue rates.

Agency Discounts

- 5 % renewal and new subscriptions

Usage Stats

- Usage stats are available upon request. Online access must be IP authenticated in order to be tracked.



2017–2018 Volume and Issue Numbers

American Family Physician

Volume number-issue number shown under each year.
Two volumes per year.

Issue Date	2017	2018
(issues per year)	24	24
January 1	95-1	97-1
January 15	95-2	97-2
February 1	95-3	97-3
February 15	95-4	97-4
March 1	95-5	97-5
March 15	95-6	97-6
April 1	95-7	97-7
April 15	95-8	97-8
May 1	95-9	97-9
May 15	95-10	97-10
June 1	95-11	97-11
June 15	95-12	97-12
July 1	96-1	98-1
July 15	96-2	98-2
August 1	96-3	98-3
August 15	96-4	98-4
September 1	96-5	98-5
September 15	96-6	98-6
October 1	96-7	98-7
October 15	96-8	98-8
November 1	96-9	98-9
November 15	96-10	98-10
December 1	96-11	98-11
December 15	96-12	98-12

Family Practice Management

Volume number-issue number shown under each year.
One volume per year.

Issue Date	2017	2018
(issues per year)	6	6
January/February	24-1	25-1
March/April	24-2	25-2
May/June	24-3	25-3
July/August	24-4	25-4
September/October	24-5	25-5
November/December	24-6	25-6

ANNALS OF FAMILY MEDICINE™

Volume number-issue number shown under each year.
One volume per year.

Issue Date	2017	2018
(issues per year)	6	6
January/February	15-1	16-1
March/April	15-2	16-2
May/June	15-3	16-3
July/August	15-4	16-4
September/October	15-5	16-5
November/December	15-6	16-6