

PRACTICE OPPORTUNITY COMPARISON TOOL

Instructions: Score each measure for each prospective practice on a scale of 1-3, with 3 being "excellent."

	Practice A	Practice B
Office and Facility		
Facility/clinical space		
Location in community		
Electronic health record quality and ease of use		
Office Numbers/Finance		
Daily encounters per physician		
Ability to recruit patients (annual growth)		
Practice overhead (excludes MD salary/benefits)		
Days accounts receivable (A/R)		
Patient Population		
Office procedures		
Pediatrics/newborns		
Geriatrics		
Emergency department call		
Inpatient		
Medicaid/Medicare patients accepted		
Staff		
Manager competency/experience		
Staff experience/attitude		
Staffing (office total and per MD)		
Staff turnover		
Commitment to customer service and quality		
Physician Partners		
Physician turnover		
Physician character/personality		
Measure/support quality/customer service		
Medical Group/Organization		
Physician leadership		
Practice management support		
Measures/supports quality		
Rewards quality/work effort		
Focus on primary care		

	Practice A	Practice B
Hospital Care		
Facility and scope of services		
Quality of hospitalist care		
Quality of specialist care		
Quality of nursing care		
Salary/Benefits		
Compensation during guarantee period		
Compensation after guarantee period		
Malpractice: occurrence or claims made		
Retirement plan		
Medical insurance (personal/family)		
Life insurance		
Disability insurance		
Sick days		
Holidays		
Vacation days		
CME compensation and days per year		
Non-compete clause		
Lifestyle of Practice/Community		
Proximity to home		
Hours per week (patient hours/other)		
Call		
Future part-time option		
Maternity leave (paid/unpaid)		
Religious opportunities		
Culture/sports/outdoors		
Schools		
Safety of community		
Culture/Values		
Service to less fortunate		
Overall attitude toward patients and life		
TOTAL SCORE		
Final Big Question		
Will I be here in 10 years?		



FPM Toolbox To find more practice resources, visit <https://www.aafp.org/fpm/toolbox>.

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