



FTGU Medical Consulting

Change can be a GOOD Thing!



Change is inevitable. It is one of the oldest business axioms and especially true in today's turbulent economic environment. And the normal business reaction to change is—fear. But change doesn't have to be a traumatic event. In fact, change in the face of legitimate business challenges is a tremendous opportunity to improve operational efficiency and increase long-term revenues.

Change agents. Some changes pose special challenges. For a

medical practice, these changes include:

-  Implementing a new practice management system
-  Joining a new practice or MSO
-  Terminating or changing your billing company
-  Retirement

Why are these changes so vexing? Because they have the potential to disrupt cash flow. And any disruption to cash flow can be devastating to the overall health of your business. So what can you do to mitigate the risk and bridge the transitional gap?

Partner with an expert. Knowing and preparing for the risks is the key to success. Recognizing the risk to cash flow and avoiding that disruption is critical. But even if you recognize the risk, what can you do to avoid it? Engaging external resources isn't the answer to every operational challenge. But in this case, partnering with a specialist can be the difference in a successful transition.

FTGU specializes in change! At FTGU Medical Consulting, we understand the challenges you will face as you implement these changes. **We specialize in working insurance claims older than 120 days.** That means that we want *all* of the claims from your old system. We have proven methodologies that minimize disruptions to cash flow, even in the face of major transitions. In fact, we can even *increase* your revenue in the short term while you wait for the benefits of your change to take effect.

The process is simple. There are several options for working your pre-transition AR. FTGU has successfully utilized dozens of practice management systems to seamlessly assume responsibility for our clients' AR. No matter what system or process you have, FTGU can assume your AR and start working your claims Day 1.

FTGU assumes the risk. You could hire additional resources to do what we do. You could assign existing staff as well. But that means that you bear the cost with no guarantee of success! Why not let FTGU assume the risk? Our fees are based on a percentage of collected revenue. You only pay us **AFTER** the money is deposited in your account! So what are you waiting for? Embrace the changes facing your practice and let partnering with FTGU Medical Consulting be the first step to a successful transition!

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