

Ask the Advisor, featuring Dr. Tom Grogan

With this issue, Practice Directory, the publisher of the Orthopedic Recruitment Magazine, inaugurates a feature called ASK THE ADVISOR.

Our first guest advisor is Dr. Tom Grogan who is profiled in our article on today's challenges launching a successful orthopedic practice. Grogan and his partner Ed Mann are co-founders of Ortho Funding Group, an experienced medical equipment leasing and management consulting group. They are positioned to help young surgeons who've emerged from years of training, who know little of business yet face daunting tuition bills as they begin their practices. Ortho Funding Group is a full-service medical consulting firm.

Tom grew up in northern California and has been an orthopedic surgeon for 20 years. He graduated from Princeton University in New Jersey and the University of Cincinnati Medical School. Among many solid professional experiences, Tom did his orthopedic residency at UCLA, also serving as clinical professor there in the Department of Orthopedic Surgery. He has notched three fellowships, which has allowed for more research and writing over the years on issues unique to his specialty. He also served as assistant chief of orthopedics at Shriners' Hospital in Los Angeles and is now in private practice there.

Tom Grogan is board certified and is a member of the American Academy of Orthopedic Surgeons (AAOS). His writings and observations on how surgeons can manage a successful practice are also available through the AAOS.

Practice Directory invites your questions for Dr. Grogan on the following topics:

- How to find financing to start a practice.
- How to build a patient base
- Billing methods and payment options
- How to negotiate long-term lease-agreements
- Career asset management
- Physician recruiting
- Buying and selling your practice

Please send your questions to Dr. Grogan via post mail or email at:

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