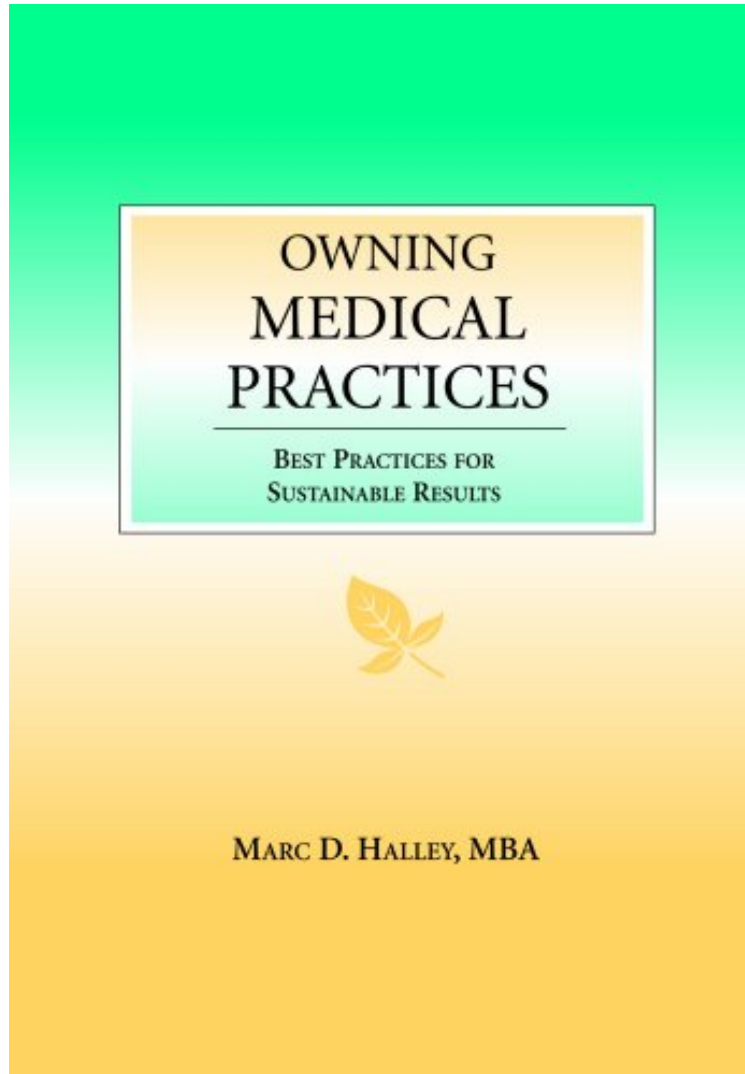


Owing Medical Practices: Best Practices for Sustainable Results

Marc Halley

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A practical book that will guide hospital executives whose organizations currently own medical practices and employ primary care and specialty physicians, plus those in organizations looking to expand their business. It will enable executives to confidently understand and identify the best practices of how to successfully own and manage medical

practices and how to integrate practices and physicians into their hospital strategies. The insights gained will facilitate the development of sustainable integrated competitive strategies, sustainable practice operations, and practice financial viability.

...a must-read for health care executives who want to avoid the mistakes of the past and successfully build integrated networks. ...provides both leadership insights and practical tools for the optimal integration and employment of physicians within hospitals and health care systems. --Mel Pyne, CEO, PeaceHealth Oregon Region, Eugene, OR
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About the Author
Marc D. Halley, MBA, is president and CEO of The Halley Consulting Group. Marc has provided management and consulting services to medical practices for 25 years and has worked with a variety of specialties, including hospital-owned medical practice networks. Marc is a frequently requested speaker, addressing governing boards, senior executives, physician groups, management teams and national organizations. He is also a frequently published author of books and articles on medical practice acquisition and management.