Visit the Online Marketplace at amga.org for ordering information.
At AMGA, we’re leading the transformation of health care in America because we believe in the power of healthier communities. By working alongside top professionals in our field and acting as their voice in the public sphere, we’re paving the way for medical groups and integrated systems of care to deliver the next level of high-performance health. More than 175,000 physicians practice in our member organizations, delivering care to one in three Americans. Representing many of the nation’s most prestigious integrated systems of care, we have the insight and expertise to truly advance the way patients experience health care. To become a part of the healthcare transformation, explore our work and join the conversation today.

As a strategic partner for members, in addition to political advocacy and a host of educational conferences, meetings, and webinars, we serve as a single source for the wide range of programs, products, and services that enable them to succeed. This guide highlights some of those resources.

Visit the Online Marketplace at amga.org for ordering information.

Magazines and Newsletters

These publications are complimentary benefits for AMGA members.

**Group Practice Journal**

The flagship publication of AMGA has offered dynamic business solutions to physician leaders and administrators of every medical group in the country for over 65 years. Penned by healthcare professionals from the trenches of modern medicine, articles empower readers to create meaningful change initiatives at their organizations.

*Non-member Print or Digital Edition*

$139/year, $258/2 years

**E-Publications**

**AMGA Advocacy ENewS**: weekly update of policy, politics, legislation, and regulations affecting medical groups

**Inside AMGA**: monthly newsletter on current happenings at AMGA and its members

**High Performance Health Weekly**: newsletter featuring strategic business news related to leading successful medical groups and health systems
MACRA and Risk Resources

The AMGA MACRA and Risk Initiative provides resources to help medical groups prepare for and succeed under the Medicare Access and CHIP Reauthorization Act of 2015 (MACRA) and in all risk-based payment systems. The initiative leverages our extensive expertise in providing advocacy, tools, and resources to help its members navigate the movement from volume-based to value-based care.

Among the resources available to healthcare provider organizations are:

- Clear, concise primers on MACRA and risk
- Best practices summaries and white papers
- Educational meetings and webinars
- Tools such as infographics and slides
- Workshops and consulting services

All resources are available at amga.org/macra.

Books

**Big-Hearted Leadership: Five Keys to Create Success Through Compassion**

By Donn Sorensen, M.B.A., with Vaughn Kohler

What if the greatest key to success is beating inside your chest? In this book, Donn Sorensen shows how compassion trickles down into every decision you make as a leader, right down to organizational structure, human resources, production, and all the way to your organization's bottom line.

*Print $14.99 Shipping Included*

All net proceeds from the sale of this book are being donated to AMGA Foundation.

Data/Statistical Resources

**AMGA 2017 Medical Group Operations and Finance Survey**

AMGA has expanded the operational and financial information previously captured within the Medical Group Compensation and Productivity Survey. By seeking more data specific to operational and financial aspects of medical groups, we hope to provide a clearer and more complete picture of the market. This report includes a profile of the survey respondents, summary tables of operations and finance data, an analysis of accounts receivables, as well as definitions of all relevant terms in each section. Data is delineated in a variety of ways: There are breakouts by organization type, group size (as measured by physician FTEs), geographic region, and level of capitation. Data is reported per physician FTE and per work RVU.

*Member/Non-member provider organizations: $400/$800*

*Member/Non-member non-provider organizations: $2,000/$4,000*
AMGA 2017 Medical Group Compensation and Productivity Survey

This indispensable resource provides compensation and productivity data from healthcare providers throughout the U.S., including 140 specialties and 28 other healthcare provider positions. The data reflects responses from 269 medical groups, representing more than 102,000 providers. Now in its 29th year, the nationally recognized survey includes data on compensation, net collections, work RVUs, and compensation-to-productivity ratios, and breaks out data by specialty, group size, and geographic region. Other data include panel sizes, gross productivity, fringe benefits and benefits expense-to-compensation ratios, patient visits, compensation for experienced new hires and new residents or fellows, and compensation and productivity for academic facilities as well as for nurse practitioner and physician assistant subspecialties. Previous editions available.

AMGA also offers a web-based service that contains an online searchable version of the survey data. This website features data search and export functions for medical and surgical specialties, mid-levels, administrative positions, and more. For physicians and mid-levels, you can select various cuts of compensation, productivity, and work RVU data by region, size of group, academic/non-academic, etc., and export to Excel, CSV, or MS Access. The AMGA Online Compensation and Productivity Survey is a one-year, subscription-based service. The searchable portion of the 2007–2015 surveys can be obtained for a separate add-on price.

Print: Member/Non-member provider organizations: $500/$1,000
Online: Visit amga.org for pricing information.

AMGA 2016 Medical Group Executive and Leadership Compensation Survey

This survey includes traditional management positions as well as physician leadership positions including CMOs, chairs, and medical directors; new positions, including clinic manager, which is divided into three levels based on number of provider FTEs at the clinic location, as well as VP of Pharmacy Services; a section on the prevalence of benefits for C-suite executives, including short-term incentives (STI), long-term incentives (LTI), supplemental life insurance, SERPs, employment contracts and other perquisites; and an earned bonus to base ratio for each position indicating incentive pay earned as a percentage of base compensation. Previous editions available.

Version for 2017 to be released later this year.

Print: Member/Non-member provider organizations: $200/$400
Print: Member/Non-member non-provider organizations: $1,000/$2,000

SAVE when you BUNDLE!


For details, contact Christopher Gibbs at cgibbs@amga.org or 703.838.0033 ext. 362.
AMGA Provider and Employee Satisfaction Benchmarking Program

Delivering high-performance health to your patients depends on the engagement, commitment, and allegiance of your physicians, other clinicians, and staff. Their satisfaction and their alignment with your organization's mission and goals translate into a superior patient experience that nurtures your patients' loyalty to you as their partners in health. Empowered providers and staff are critical to succeeding in today's competitive environment.

The AMGA Provider and Employee Satisfaction Benchmarking Program gives you access to national, valid, peer-based benchmarks of satisfaction among your care providers and employees. These unique benchmarks are based on data from participating organizations similar to your own. By using these benchmarks, you can identify where you need to improve. Our analysis helps you prioritize what to improve.

AMGA Provider Satisfaction Benchmarking Survey

The important subject areas (dimensions) of the survey include:

- Leadership and Communications
- Time Spent Working
- Compensation
- Quality of Care
- Patient Interactions
- Administration

- Computers
- Resources
- Acceptance by Colleagues
- Relationships with Staff
- Paperwork
- Pre-authorization Hassles

AMGA Employee Satisfaction and Engagement Benchmarking Survey

The important subject areas (dimensions) of the survey include:

- Employee Engagement
- Rewarding Work
- Supervision
- Growth Opportunities
- Personal Relationships

- Leaves
- Pay
- Workload
- Physician Interactions
- Health Benefits

In addition to the dimensions, the following items are also included in the survey and report:

- Overall Job Satisfaction
- Future Tenure (i.e., How Long the Employee Plans to Stay on the Job)
- The Employee's Recommendation of the Medical Group to Others

If there are specific topics, areas or questions that you would like to explore in further detail, you can add questions. In addition, respondents can comment on other work-related issues in a final, open-ended question.

Contact AMGA for prices.
(AMGA members receive substantial discounts.)
AMGA Analytics
AMGA offers robust resources for data analysis and clinical translation. We assist members in improving population health, using comparative benchmarking to discover opportunities and predictive analytics to identify high-risk patients. We drive discovery and sharing of best practices, and we help members translate them into practice.

**AMGA Analytics for Improvement (A4I):** A learning collaborative for enhancing value in population health, conducted in partnership with Optum.

**Data Support:** We create measure specifications and collect benchmarking data from members for AMGA Foundation initiatives and provide data management and analysis for other AMGA initiatives.

**Research and Translation:** Together with AMGA members and other health services researchers, we study ways to improve population health at lower overall cost.

**Quality Measurement:** Together with OptumLabs, we support the National Quality Forum’s new “measure incubator.”

Contact AMGA for more information.

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**Apples-to-Apples Comparative Data and Shared Learning for Medical Groups and Health Systems Nationwide**

Under value-based payment, provider organizations will take on greater risk. Ambulatory care will be the most critical driver for success.

With Optum One Population Analytics, you can learn what to improve, through meaningful, clinically focused comparative data for virtually any subgroup within your patient population, at the clinic, physician, or patient level.

With the AMGA Analytics Collaborative, you can learn how to improve population health and reduce overall cost of care. The AMGA Analytics Collaborative facilitates efficient shared learning about practical approaches that work.

Seize the power of comparative data and collaboration.

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**Best Practice Compendiums**

**Clinical Best Practices**

**Heart Failure**

AMGA Foundation partnered with Novartis Pharmaceuticals Corporation to develop the *Heart Failure Best Practices Case Studies*. Participating groups include: Centura Penrose-St. Francis Hospital, Cleveland Clinic, Kelsey-Seybold Clinic, Mercy Clinic East Communities, NorthShore University HealthSystem, OhioHealth Mansfield, Premier Medical Associates, Springfield Clinic, Summit Medical Group, TriHealth, USMD Holdings, Inc., The Valley Hospital, and Watson Clinic.

**Adult Immunization**

AMGA partnered with Optum and Pfizer Inc. to develop *Adult Immunization Best Practices Case Studies* from initiatives that demonstrated improved vaccination rates, particularly among patients with a high risk for complications related to pneumococcal disease and influenza. Participating groups: Community Physician Network, The Iowa Clinic, P.C., Riverside Medical Group, Springfield Clinic, SwedishAmerican Health System, UMass Memorial Medical Group, and Watson Clinic.

**Rheumatoid Arthritis**

AMGA partnered with AbbVie to develop the *Best Practices in Managing Patients with Rheumatoid Arthritis Compendium*. Participating Groups: Advocate Medical Group, Colorado Springs Health Partners, Cornerstone Health Care, Geisinger Health System, Group Health, HealthCare Partners, Kelsey-Seybold Clinic, Ochsner Health System, Premier Medical Associates, Springfield Clinic, Summit Medical Group (NJ), Sutter Medical Group, The Polyclinic, University of Rochester, USMD Holdings, Inc., Virginia Mason Medical Center, Watson Clinic, and Wilmington Health.

**Multiple Chronic Conditions**

AMGA partnered with Merck Sharp & Dohme Corp. to develop *Best Practices in Managing Patients with Multiple Chronic Conditions Compendium*, which includes case studies of initiatives that have led to improvement in patients with more than one chronic condition. Participating Groups: Advocate Medical Group, Affinity Medical Group, Arch Health Partners, Dartmouth-Hitchcock Physicians, Fletcher Allen Health Care, Intermountain Healthcare, Mercy Clinics, Mercy Medical Group, Novant Medical Group, PriMed Physicians, ThedaCare Physicians, and University of Pittsburgh Medical Center.
COPD
AMGA partnered with Boehringer Ingelheim Pharmaceuticals, Inc. to develop the Best Practices in Managing Patients with Chronic Obstructive Pulmonary Disease Compendium, which includes case studies of initiatives that have incorporated the management of chronic obstructive pulmonary disease (COPD) into their chronic care models. Participating Groups: Advocate Physician Partners, DuPage Medical Group, The Everett Clinic, FirstHealth of the Carolinas, Geisinger Health System, Harvard Vanguard Medical Associates, HealthCare Partners, Novant Medical Group, Reliant Medical Group, and University of Michigan Health System. These case studies can be downloaded at amga.org.

Operational Best Practices
AMGA Solutions Library
The AMGA Solutions Library highlights member best practices and other strategies for successful medical group operations in a concise format highlighting key takeaways from conferences, regional meetings, and webinars. Below is a sampling of best practices available in our Performance Improvement Series.

Aurora Health Care
Making the “Mission Possible” Possible: Primary Care Redesign

Cleveland Clinic
Engaging Physicians in High-Value Health Care

Cornerstone Health Care
Quantifying High-Cost Care and Cost Reduction

Crystal Run Healthcare
From Volume to Value: Revisiting Physician Compensation

Dartmouth-Hitchcock
Expanding the Care Coordination with Pharmacy and Behavioral Health

Mayo Clinic
A System-Wide Model for Population Health

Southwest Medical Associates
Practice Efficiencies and Integration of Virtual Visits

Vanderbilt University Medical Center
Patient in Room & Ready: A Model for Optimizing Clinic Flow

White Papers
AMGA Consulting has created white papers as part of our Thought Leadership Series. They are available at no cost to professionals in the healthcare field.

- The Journey to Population Health and Risk
- Physician Compensation Plan Redesign: Complete Overhaul or Targeted Adjustments?
- Performance Disconnect: Getting Beyond “Loss” per Physician and Improving Performance

White Papers can be downloaded at amga.org.
Provider Toolkit

AMGA Foundation has launched Diabetes: Together 2 Goal® to promote the effective management of Type 2 diabetes. Tools and resources were developed to assist organizations in addressing this chronic disease.

In our free toolkit, you’ll find useful tools, tips, and resources to help your organization implement our quality improvement campaigns and get you on the road to achieving the respective campaign goals. The toolkit is organized around “campaign planks” (evidence-based care processes), which are based on learnings from our Best Practices Collaboratives and in consultation with the campaign’s committees.

For each plank you will find:

- Tips for getting started in campaign planning and implementation
- Concise one-pagers including actionable steps and suggested resources for implementing the plank
- Best practice tools used by some of the nation's leading healthcare organizations
- Case studies from AMGA's Best Practices Collaboratives for details on how the plank was implemented by medical groups that achieved significant improvements and outcomes

Available for download at together2goal.com.
Consulting Services

AMGA Consulting can help you achieve your organization’s goals for high performance. Whether your challenge is preparing for risk, redesigning provider compensation, aligning your governance structure, or improving revenue cycle operations, we provide ongoing support as you shape your strategy and operations to achieve higher performance with improved clinical and financial outcomes.

AMGA Consulting is your long-term partner on key business issues. We give you unprecedented access to market data and best practices derived from America’s leading health systems and more than 170,000 physicians nationwide. With decades of experience, our team of talented consultants will assist your organization in effectively addressing your challenges. We will provide timely and cost-effective solutions that are customized for your organization.

Our methodology, industry experience, and customized approach provide a foundation to craft effective solutions that match your unique situation.

Make AMGA Consulting your partner for high performance. Visit amgaconsulting.com or contact Tom Dobosenski, President, AMGA Consulting, at 703.838.0033 ext. 379 or tdobosenski@amgaconsulting.com.

AMGA Workshop and Retreat Program

The AMGA Workshop and Retreat Program offers you a customized educational experience. Our team partners with you to provide precise solutions to accelerate your transformation and empower you to think strategically about the issues facing your group, including:

- How to manage risk under MACRA and other value-based reimbursement models
- How to engage physician and administrative leaders in change initiatives

This isn’t a standard, out-of-the-box seminar. Our customized Workshop and Retreat Program combines decades of knowledge and industry experience with proven strategies and solutions from executives with hands-on, day-to-day experience leading healthcare organizations. Our faculty is not made up of consultants looking for business development opportunities. We harness the talents of our member community by matching your desired objectives with their knowledge and expertise.

Our program is ideal for board, management, and clinical department retreats and workshops on strategic planning, preparing for MACRA and risk, clinical integration, and transforming from a volume-based to a value-based healthcare system.

For more information, contact Pete Johnson, Western Region and Workshop and Retreat Director, AMGA, at pjohnson@amga.org or 541.297.0980.
Value-Added Services

AMGA has a variety of services and programs that are available to members beyond the standard membership offerings. Known as value-added services, they are comprised of a variety of opportunities for cost savings and are frequently offered through partner relationships.

AMGA Career Center

The AMGA Career Center is the premier online career resource connecting employers to the healthcare industry’s talented professionals. Post jobs on the AMGA Career Center and tap into a concentrated talent pool of healthcare professionals at a fraction of the cost of commercial boards and newspapers. The AMGA Career Center also is a recruitment portal to the National Healthcare Career Network (NHCN). Post jobs through the exclusive network and reach over 130,000 prescreened TOP “A” talent.

Visit careers.amga.org.

Care Management Solutions

Members of AMGA receive a discount on the IBM Watson Health registry, which uses evidence-based disease management and preventive care protocols to identify patients that are due for service. The system automatically notifies patients of needed care and tracks patients for compliance, while measuring quality and financial results.

Contact AMGA for more information.

Mailing Lists

Qualified parties may purchase a mailing list for one-time usage. For conditions and details, visit amga.org.

AMGA Executive Contact List (At Clinic Address)

Order: ZIP Code or Alphabetically by Clinic
Count: Approximately 9,000 Individual Names and Addresses
This list contains the names of the highest ranking physician and administrative executives at AMGA member groups.

Price: $750 for members
$1,500 for non-members (prepayment required)
Label Type: Electronic

For more details, contact Christopher Gibbs at 703.838.0033 ext. 362 or cgibbs@amga.org. If you decide to rent the list, please send a sample of the material to be distributed. Prepayment is required.
NEW Edition Now Available!

AMGA 2017 Medical Group Compensation and Productivity Survey

ALSO AVAILABLE: Updated Interactive Online Compensation Database

For details, visit amga.org

For more information, call Christopher Gibbs at 703.838.0033 ext.362