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Tips for Effective Contract Negotiation for Physician Practices

Introduction

Physicians must be prepared to negotiate their pay rates to avoid being forced to join larger groups for higher reimbursement rates. However, commercial payers don't typically reward physicians who stick to their networks with high pay.

Physicians who manage their practices and have experience with payers have more negotiating power than they realize. Effective physician contract negotiations require specific steps, and here we provides tips for successfully negotiating physician contracts.

What to consider before physician contract negotiations?

Tips for negotiating physician contracts5

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