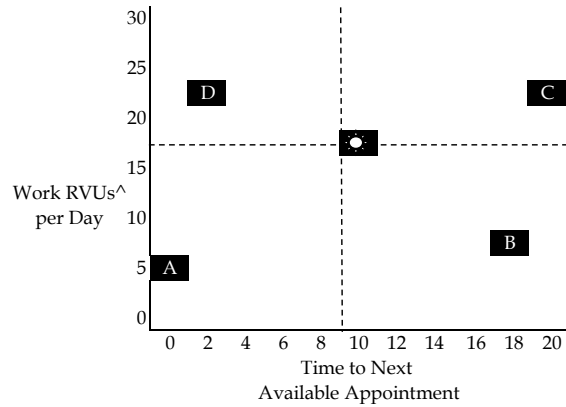


## Productivity v. Access



This chart, which measures productivity and access, can be used to determine if patient access challenges are a result of below-industry productivity. If this is the case (ie, physician A or B), intervention can be targeted to improve productivity. If this is not the case, the practice can proceed with recruitment efforts for a new physician or provide, and/or a different contracting strategy (ie, drop participation with an insurance company to decrease patient demand).

-- Elizabeth Woodcock, MBA, FACMPE, CPC

A-C = The Physicians

★ = National Median

(Note: Obtain benchmarking data for your specialty from professional association, such as MGMA)

A = New Physician

B = "Problem" Physician

C = It's Time to Recruit!

D = A Star!!

<sup>^</sup>Encounters or total RVUs can be substituted.