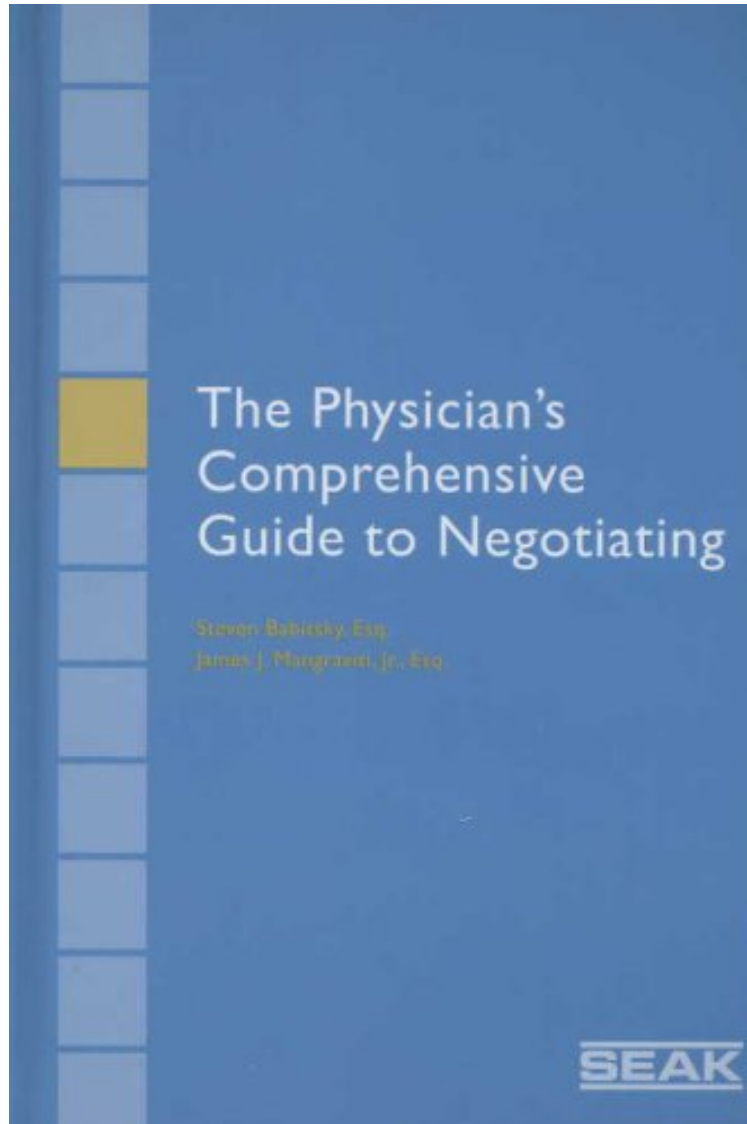


[Download] The Physicians Comprehensive Guide to Negotiating

The Physicians Comprehensive Guide to Negotiating

Steven Babitsky, Esq., James J., Jr. Mangraviti
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Steven Babitsky, Esq., James J., Jr. Mangraviti : The Physicians Comprehensive Guide to Negotiating before purchasing it in order to gage whether or not it would be worth my time, and all praised The Physicians Comprehensive Guide to Negotiating:

5 of 5 people found the following review helpful. not quite as much information as i would have liked...By M. Allenfirst of all, i do think this is a valuable book--it is a valuable introductory primer for the art of negotiating a medical contract. it is not, in my opinion, worth as much money as i paid for it (\$125). it lays the foundation for what

will be your negotiating tactics but it includes some rather unnecessary advice and imaginary situations that are more distracting than useful. In my opinion, and it is only my opinion and not gospel or anything, every physician should consult with an attorney in the state in which they wish to practice and have the attorney review the proposed contract AND negotiate the terms for you. Yes it will be more expensive but in my experience there are just too many issues that can arise from an obliquely (or intentionally unevenly) written contract that can get a physician into trouble. Look for an attorney IN THE STATE YOU WANT TO PRACTICE IN (this is critical) and make sure he/she is familiar with noncompete clauses/restrictive covenants, and other unique elements of a medical contract. And, yes, have he/she negotiate for you, especially if you are a young physician fresh out of training. It will cost some money but if you have competent representation it will be well worth it. If you are buying into a practice, HIRE AN ACCOUNTANT. Period. I think this book tries to make a physician feel like he/she can do all this stuff themselves--you really can't. Get professional advice. Check this book out from the library or borrow it from your university library, but I don't think it is necessary to own it--put the money towards the contract specialist. 1 of 1 people found the following review helpful. Very useful, even though price is high. By Holly I agree with the previous reviewer that "every physician should consult with an attorney in the state in which they wish to practice". But with that said, this book helped me enormously even in preliminary discussions with practices I was considering when looking for a position. I did hire an attorney when I was negotiating my contract, and he commented favorably on my understanding of the pertinent issues. I have also since been invited back recurrently to my former residency to speak to the graduating residents about contract negotiations and transitioning into a new position. I think this book is part of the reason I was so well prepared. I also think this is the most useful reference I have seen for the process, and it helped me to feel much more competent as I went through discussions with multiple practices offering me positions. This may not hold true for everyone, but for me it was an essential reference. The price is steep, but the pearls will probably impact the majority of one's career. 1 of 1 people found the following review helpful. Useful, Worth Reading. By Citizen of Connecticut First, I agree with the preceding review in so far as contracts need to be negotiated with at least the help of professionals (attorney, accountants, etc.). Allowing professionals to perform 100% of the negotiation, however, may not be necessary or practical. What I like about this book is the insight into the PROCESS of negotiating as it pertains to physicians, or for that matter, any negotiation. Of course, everyone must decide for herself/himself to their comfort level their involvement in the negotiation, but I do not see how one can avoid it entirely. FYI, I have no financial or other interest in this book or the authors.

The average physician will negotiate for millions of dollars over the next twenty years without receiving any training in negotiating skills. This book was written specifically for physicians like yourself to give you the negotiating skills that you need to get what you deserve. The book is straightforward, easy to read, and features over 200 examples which explain exactly what to do, and what not to do during a negotiation. It is guaranteed to save you money immediately.

Terrific!!...a well organized and entertaining book packed with extremely valuable insights and pearls of wisdom specifically geared for physicians and their success. --Jessica Scott, MD Raleigh, NC An incredibly useful how to book on all of the important topics of negotiation. --Alexander E. Obolsky, MD Chicago, IL Reading this book will put physicians on an equal footing with the professional negotiators we come into contact [with] every day --John Flaherty, MD Buffalo Grove, IL An incredibly useful how to book on all of the important topics of negotiation. --Alexander E. Obolsky, MD Chicago, IL Reading this book will put physicians on an equal footing with the professional negotiators we come into contact [with] every day --John Flaherty, MD Buffalo Grove, IL About the Author Steven Babitsky, Esq. (stevenbabitsky@seak.com), is the President and founder of SEAK, Inc. He serves as a negotiating consultant. He is the co-author of *The Successful Physician Negotiator: How to Get What You Deserve* and is the developer and trainer for SEAK's Negotiating Skills for Physicians seminar. Steve is also the co-editor of the text *The Biggest Legal Mistakes Physicians Make and How to Avoid Them*. He trains physicians and others on negotiation strategy and techniques and acts as a consultant to medical societies and journals in their negotiations with medical publishers, other organizations, and individuals. Steve has lectured nationally on negotiation strategies and techniques. He was a personal injury trial attorney for twenty years and is the former managing partner of the firm Kistin, Babitsky, Latimer Beitman. He has trained thousands of physicians over the past 26 years. James J. Mangraviti, Jr., Esq., has trained thousands of physicians and expert witnesses across the United States and Canada. He currently serves as Vice President and General Counsel of SEAK, Inc. Mr. Mangraviti received his BA degree in mathematics summa cum laude from Boston College and his JD degree cum laude from Boston College Law School. He is the co-author of *The Successful Physician Negotiator: How to Get What You Deserve*, the co-editor of *The Biggest Legal Mistakes Physicians Make and How to Avoid Them*, and serves as a trainer for SEAK's Negotiating Skills for Physicians seminar.