                           The Eggplant

**Valley Medical Group, P.C. Staff Newsletter           Volume XVII, Issue 7, July11, 2017**

Here’s the latest information on our progress in achieving our budgeted revenue goals this year and also on reaching the goal for the second quarter incentive payout.

As you can see in the chart below, ***we did meet*** the FFS revenue goal for the second quarter (April, May June):

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Month | Budgeted Revenue Goal | Actual Revenue | Result |  |
|  |  |  |  |  |
| April | $2,577,268 | $2,450,772 | -$126,496 | Missed Goal |
| May | $2,508,039 | $2,747,351 | +$239,312 | Exceeded Goal |
| June | $2,795,340 | $2,738,031 | -$57,309 | Missed Goal |
| TOTAL FOR QUARTER | $7,880,647 | $7,936,154 | +$55,507 | Exceeded Goal |

Thank you for all the efforts on behalf of our Group and our patients. Non-practitioner staff can expect to see the $100 payout in the first paycheck in August (August 3).

We achieved this goal by doing the things that are good for our patients and for our business:

* Improving access to scheduled appointments, same-day services and urgent care (“fill the schedules”)
* improving rates of services that indicate high quality care and compliance with preventive health guidelines (“all eyes on the patient” and their needs)

It’s also important for you to know what you can continue to do to achieve these goals: filling our schedules for needed services, increasing mammography rates for women needing those services, improved rates of testing for patients with diabetes, collecting past due balances, copays, and deductibles at reception and in billing, etc. I’ll be getting back to you with the list of ideas created in the recent series of Brown Bag meetings.

The next opportunity is for the third quarter (July, August, and September).

All your good work does matter in achieving our clinical goals for patients as well as our revenue goals to fund the business. Thank you again.

Joel