Overview of Medical Receivable Funding Industry:

- Industry Statistics?
- Size?
- History?
Discussion

Letters of Protection:

- Friend or Foe?
- How do they Work?
- Discussion of Viewpoints
Letters of Protection: Friend or Foe?

OVERVIEW

Friend

- Tap into new revenue Streams
- Diversify practice and reduce financial risk
- Medically treat underinsured or uninsured patients while increasing your revenue
- Help your community

Foe

- Depositions
- Trial testimony
- Additional paperwork
- Delay in payment
Letters of Protection: How do they Work?

- Why are they needed?
- The basics of a Letter of Protection
- What you need to know to maximize this opportunity
- How to make friends with an LOP
- How to Protect Yourself

- Knowledge
  - Control
  - Wait to get paid vs financing the A/R
  - Recourse loans vs. Non-recourse advances
  - Public records and UCC filings
  - You have rights, too!

- Pros & Cons of funding
  - What to Look for in a funding company
  - Funding process
  - Lawyer relationships and impact
  - Kickback & Stark issues with physicians

You have rights, too!

How to make friends with an LOP

How to Protect Yourself
Letters of Protection: Viewpoints

- How to manage the Attorney-Doctor relationship
- LOP Myths
- Future of LOPs
- Questions?