

# Choosing Wisely: How to be Successful in Community Cardiology.

Dr. Michael C Hartleib,  
Chief, Division of Cardiology  
Chief and Director of Medicine  
Peterborough Regional Health Centre

# FACULTY/PRESENTER DISCLOSURE

Dr. Michael Hartleib

- Relationships with commercial interests:
  - Member OAC executive, Executive member CCS
  - Otherwise no relevant disclosures

# Outline

---

- Why make the switch?
- What makes a good opportunity?
- Setting up
- Starting up

# Question 1: Where do you plan to practice?

1. Academic setting
2. Community urban
3. Community rural



# Why Community Cardiology?

- Patient need
- Often unmet opportunity
- Job satisfaction
- Some degree of autonomy
- Usually easier administrative processes

# Why Community Cardiology?

- Lifestyle matters
- Doors open (they don't close)
- Many opportunities to join professional organizations to have your voice heard and influence the profession



Be the master of your domain.







# Question 2: Components of your future practice?

1. Hospital only (including call)
2. Community only (no call)
3. Combination community and hospital

# MISSION & VISION

WHY WE ALL NEED ONE



# Setting up

- Is there a job?
- What is the general practice style of the community and does it fit what you are looking for
  - Call schedules
  - Office schedules
  - Coverage
  - Remuneration
  - Resources

# Setting up

- What are the current relationships like?
- How can you help?
- At this stage of the game people don't want brilliant they want a team player

# Locums

- Great way to get to know the practice setting and seeing if it is a good fit
- Reliability and flexibility are key determinants of your future success

# Overhead

- How is it calculated?
- What do you get?
- Is it negotiable?
- You are negotiating/signing a contract...consider review by a lawyer

# Starting up

---

- Take it slow...the work will be there...get your feet wet and get good before you get fast
- Take as much help as you can get



# Reputation Matters

Referring docs want to know that their patient is getting good and reliable care

1. Referring docs will ask patients about their interactions with you...you can be sure patients will tell the referring docs
2. When someone calls, pick up the phone!
3. Readable consult notes
4. As much as possible, be available
5. Consider giving talks

# Question 3: Service Definitions

What is the best definition of a consult?

1. Your training program definition
2. The CPSO definition
3. The OHIP definition

## Schedule of Benefits for Physician Services under the Health Insurance Act

effective May 1, 2014

*This information requires knowledgeable interpretation and is intended primarily for members of the professional health care community.*

[Download Schedule as single document](#)

ZIP format, size is 2.7 MB

### TABLE OF CONTENTS

[Numeric Index](#)

[General Preamble](#)

Introduction

[A Consultations and Visits](#)

Family Practice & Practice in General

Anaesthesia

Cardiology

Cardiovascular & Thoracic Surgery

Clinical Immunology

Community Medicine

Dermatology

Emergency Medicine

Endocrinology & Metabolism

Gastroenterology

## **Are there any rules about accepting new patients in my practice?**

Yes. The College of Physicians and Surgeons of Ontario (CPSO) has developed a helpful document, entitled "Accepting New Patients: Frequently Asked Questions About Policy," that sets out expectations for physicians when accepting new patients. A copy of this FAQ document is posted on the CPSO website at: [http://www.cpso.on.ca/uploadedFiles/downloads/cpso\\_documents/policies/policies/Accepting\\_qa.pdf](http://www.cpso.on.ca/uploadedFiles/downloads/cpso_documents/policies/policies/Accepting_qa.pdf). The CPSO Policy for Accepting New Patients can also be found online at: <http://www.cpso.on.ca/policies/policies/default.aspx?ID=2506>



Member/Applicant Login

About Us

What's New

Public Register Info

Policies & Publications

Registration

CPSO Members

- Membership Info - Fees
- Postgraduate Education Certificate Renewal
- Incorporation Issuance and Renewal
- Resources
- Member Engagement
- Member Outreach

## Peer Assessment

SHARE >     

Receiving a letter from the College that announces that you've been selected for assessment by the Quality Assurance Program usually generates one of several reactions. Some physicians welcome the opportunity to discuss their practice; others are ambivalent to the whole process. But for a significant number of physicians, this notification evokes apprehension and anxiety.

### RELATED LINKS

#### Peer Assessment

- [Selection for Assessment](#)
- [What is a Peer?](#)
- [The Assessment](#)
- [Preparing for a Peer Assessment](#)
- [FAQs for Fees Model](#)

# Starting up

## Organize your charts

- The college loves problem lists!
- The college loves organized charts
  - Notes
  - Labs
  - Tests

# Starting up

- You must review labs and tests...if you order it, it is your responsibility!
- You need to have a process to respond to abnormal test results
- You are responsible for educating your patients and obtaining consent

# Question 4: What is the most important thing you have?

1. Your time
2. Your health
3. Your family
4. Your practice



# Lifestyle

---

You can have

- Fame
- Money
- Family

You get to choose 2 of 3

# Assembling the Team

You are a cardiologist...you are not:

1. An accountant
2. A lawyer
3. A labour relations expert
4. A contractor
5. A cook, a grocery shopper, a gardener etc....







# Time...put it on your side

- Your time is expensive and you won't have enough of it...consider paying others to free up your time
- Do not forget to look after yourself and your family



Ontario Association  
of Cardiologists



**Canadian Cardiovascular Society**

*Leadership. Knowledge. Community.*

Join!

- Have your voice heard
- Strength in numbers
- Advance the profession

# Summary

- Make some clear decisions about what you are looking for and go find it
- Remember in many cases you are joining a team
- Get as much help as you can
- Be aware of the rules and follow them...choose wisely
- Your time is your most precious commodity...work efficiently and spend your time wisely



Questions?