



AID'S TOP 10 *Highlights of 2018*

Once again, the Association of Independent Doctors made measurable progress in the fight for independence. Here are some of 2018's highlights, which wouldn't have been possible without the support of our members and advocates.

1. We grew. As AID turned 5, we celebrated that we now have members in 35 states - over two thirds of America. To help doctors focus on local concerns, AID also now has chapters in California, the Carolinas, Florida, Texas and New England.

2. We made news. Executive Director Marni Jameson Carey became a regular contributor to *Medical Economics*. Her columns on [consolidation](#), [facility fees](#) and [transparency](#) appeared this year in this national publication. In addition, AID appeared in such major outlets as [The Wall Street Journal's Market Watch](#),



[Becker's](#), and [Modern Healthcare](#), as well as in many regional media. [Doctor on Call](#) and [DocPreneur](#) podcasts also featured interviews with Carey about AID. We kept our members and friends up to date through the 100-plus member updates and newsflashes sent throughout the year.



3. We spoke out. A regular speaker on Capitol Hill, Carey presented "The Case for Site-Neutrality" in March to more than 100 policy-minded physicians, medical economists and lawmakers in Washington DC. Working with two physicians active in national policy, she co-authored a [white paper](#) spotlighting abuses by hospital systems, insurance companies and pharmaceutical suppliers. The paper was widely circulated among lawmakers. Carey also shared AID's message as a presenter at Becker's ASC conference in Chicago, and the Concierge Medicine Today annual meeting in Atlanta, among other venues.

4. We formed a dental alliance. Frustrated by the increasing pressure to sell out to private equity firms, 15 independent dentists rallied last fall to form AID's first alliance. Unlike an AID chapter, which requires a minimum of 15 doctor members in a state or region, alliances are united by their specialties' unique interests and have members nationwide. AID has given this group a voice on the national stage by launching a national media campaign ["Is Dental Insurance Worth It?"](#) and by writing ["Why dentists need to fight back against corporate giants,"](#) which appeared in *Modern Dental*.

5. We welcomed Tryon Medical Partners. After these 88 doctors negotiated a successful end to their 25-year employment contract with Atrium Health, in Charlotte, NC, they made [joining AID](#) one of their first acts of independence. The doctors filed litigation to terminate their contract in April, shortly thereafter, Atrium agreed to release them from employment. Formerly Mecklenburg Medical and renamed Tryon Medical Partners, the newly independent group began seeing patients in September. AID and Tryon will be working together to help other practices successfully pursue independence. "We are ready and eager to work with other like-minded practices nationwide," said Tryon CEO Dr. Dale Owen. "Joining AID is a step in that direction."

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6. **We built doctors a tool kit.** To help doctors looking to break free from hospital employment and medical residents who want to work for themselves, AID created an independent doctor tool kit. "[Your Guide to Independence](#)" is a step-by-step guide, complete with checklists, designed to help doctors start their own practices.
7. **We voiced your concerns.** When the Centers for Medicare and Medicaid Services asked for comment on policies that would impact our members, AID responded. We filed opinion statements relating to weakening [Stark Law](#), which we opposed; and extending [site-neutral payments](#), which we supported. We also submitted a [letter](#) to the Ways and Means Committee, favoring the use, without restriction, of health savings accounts for direct primary care.
8. **We launched media campaigns.** Working with PRNewswire, a national wire service, AID kicked off three national media campaigns. In addition to the [dental campaign](#), we announced Tryon's news in a [press release](#), and shared [this video satire](#) that we made to shine a critical light on

So you want to be an independent doctor?



YOUR GUIDE TO INDEPENDENCE



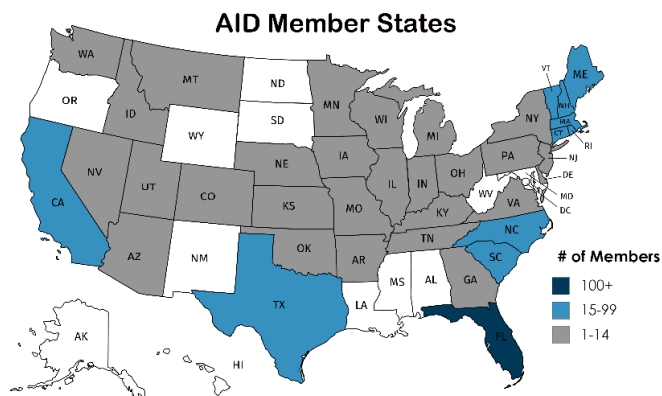
health care's lack of transparency. The [video](#) quickly received more than 1,000 views. Each campaign was picked up by at least 200 outlets, reaching a combined potential audience of 30 million.

9. **We saved members \$1,000s in med-mal insurance.** After kicking off our Coversys-AID discount program in 2017, more AID members signed on this year to take advantage of this significant member benefit. The newly improved and expanded program allows AID members in all 50 states to get a 15% discount off their med-mal insurance through Coversys, an A rated provider. (To find out more call the AID office.)



10. **Our message hit the White House.** By year end, a White House Report sent to President Trump hit on four of AID's five key mission statements -- to stop health-care consolidation, promote price transparency, achieve site-neutral payments, and better enforce antitrust laws. A collaboration of the U.S. Department of Health and Human Services, and the U.S. Treasury and U.S. Labor departments, the 114-page [report](#), "Reforming America's Healthcare System Through Choice and Competition," pointed out the significant problems that rampant health-care mergers – such as the buying of physicians' practices -- have created for our country, including soaring costs, and decreased quality and choice.

"When we started AID five years ago, no one was talking about these major reasons behind our failing health-care system," said AID co-founder Tom Thomas, CPA. "We have been going to Washington every year, beating on lawmakers' doors and sending our message out every way we can. We are heartened to see that this administration is listening. We are making a difference. Every AID member can be assured he or she has a seat at the table, and a voice in this process."



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