



Dr. R. Michael Murray of Birmingham, Alabama Recognized As A 'Top Doctor in Concierge Medicine in 2016' By Industry Trade Magazine, *Concierge Medicine Today*

Meet The Who's Who In Concierge Medicine In The U.S. For 2016.

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September 21, 2015, Nashville, TN – Twenty-one (21) Physicians have been named to *Concierge Medicine Today's* annual 'Top Doctors In Concierge Medicine' for 2016, a distinction held by less than one percent of doctors across the country each year. In 2010, *Concierge Medicine Today*, the industry's medical news and information resource recognized fourteen (14) doctors to receive this honor. In subsequent years, only a select few have made the list. Honorees were nominated by patients, professional peers, staff and others from across the U.S. They are carefully selected and chosen by the Editors at *Concierge Medicine Today*, who considered such factors as: healthcare delivery innovation; clinical excellence; bedside manner; public relations; patient experience; community education; and other relevant indicators.

"Each year, we look for physicians who have made a significant impact on patients, their community, their state, social media, technology and more," said Catherine Sykes, Publisher of the industry's medical news and information agency, *Concierge Medicine Today* and its sister publication, *The Direct Primary Care Journal*. "As a prominent and active educational voice in this industry, we believe it is important to acknowledge and recommend specific physicians and practices, specifically within the Concierge Medicine, that reflect and demonstrate innovation, professionalism, value and the benefits of this industry."

Over the past several years, *Concierge Medicine Today* found distinguished doctors opening unique practices in markets like New Jersey, Connecticut, California, Georgia, Texas and Illinois. This year, physicians are prominently working in various medical specialties and internal medicine. Some of which include; Cardiology; Pediatric Care; Primary Care; Spine Surgery; Family Medicine; Hospital settings; mobile medical facilities; and even Holistic Menopause and Anti-Aging practices. The result is *Concierge Medicine Today's* 'Top Doctors In Concierge Medicine' across America list, which includes some of the nation's most respected specialists and outstanding primary care physicians. These are the doctors that patients, peers and other healthcare professionals recognize as the best in their fields. They do not pay a fee and are not paid to be listed. Today, as in years past, it is a list which is respected by the medical profession and patients alike as a source of quality information.

For a complete list of all twenty one (21) Concierge Doctor honorees, visit: www.ConciergeMedicineToday.org after October 1st, 2015.

Criteria Evaluated for CMT's "TOP DOCS" 2016 Recognition and Nomination Includes (but is not limited to...)

- Educational Efforts (ie. about Concierge Medicine)
- Patient Ratings/Reviews
- Value-Added Services Inside Their Practice
- Innovative Services/Marketing
- Charitable Efforts
- Activity in Social Media Networks
- Medical Influence
- Peer Recognition/Nomination
- Social Influence
- Community Involvement

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Since 2011, there are a growing number of physicians in secondary Concierge Medicine specialties including: Pediatrics; General Surgery; Spine Surgery; Gynecology; Dentistry; Cardiology; Addiction Medicine; Dermatology; Oncology and others. These specialty practices usually offer the same immediate access, longer appointments, and a proactive health focus similar to primary care concierge practices. Some also offer home visits. Specialists usually limit their practices to a smaller number of patients –150-300 compared to the more typical 300-750 patients for primary care. They also tend to have patients who have chronic conditions.

“Although Concierge Medicine started out as a concept for the affluent nearly 20 years ago, over time, the movement has taken a clearly middle-class turn,” says Michael Tetreault, editor-in-chief of *Concierge Medicine Today*. “Today, we can see impressions of old-fashioned medical care where a doctor carries a medical bag into your home or visits you when you’re in the hospital because it’s simply the right thing to do. Moreover, there are countless people searching for these types of doctors every day than in years past. From the mid 1990’s to present day, Concierge Medicine has matured into countless service variations within our local communities. Annual fees today reflect the level of personal attention and service that a doctor provides and noticeably, patients are deciding to make a personal investment in their own healthcare.”

“We are proud of the physicians named to this year’s ‘Top Doctors in Concierge Medicine’ list,” adds Sykes. “The listed physicians, are singular representatives of a modern era of healthcare delivery that is representative of old-fashioned values. These physicians and their staff, in our opinion, provide some of the most innovative approaches, ideas, educational treatments and therapies available to patients today. Together, with their healthcare teams, they are bringing patient-care and affordable access to their communities in a new level of excellence.”

About Concierge Medicine Today

Concierge Medicine Today (CMT) is a news organization and the Concierge Medicine industry’s oldest national trade publication for the Concierge Medicine and Membership Medicine marketplace. Its web site is the online destination for businesses, consumers, physicians, legislators, researchers and other stakeholders to learn about the history of this industry, various business aspects of the marketplace, trends, breaking news and more that drives the conversation that Concierge Medicine and free market healthcare delivery is creating on a national and international level. For more information, visit: <http://www.ConciergeMedicineToday.com>.

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To learn more, visit: www.AskTheCollective.org

DISCLAIMER

If you have any questions about these physicians, their services, etc., please contact the doctor or doctor’s office directly. Concierge Medicine Today uses its best efforts to gather the information that is available and use it effectively. Ultimately, however, it is the professional judgment of the Concierge Medicine Today editors, the Managing Director and Publisher, which determines Concierge Medicine Today’s ‘Top Doctors In Concierge Medicine’ selection. The editors, publisher, distributors, Concierge Medicine Today, LLC., its related, affiliated or subsidiary companies, stress that since the details of an individual’s personal health situation are fact-dependent, in no event shall any of our representatives or affiliated companies be liable for any direct, indirect, special, incidental or consequential damages or financial costs arising out of the use of any of the physicians on this list.



Fast Facts About Concierge Medicine

Source: *Concierge Medicine Today*, September 2015, Trade Publication; www.ConciergeMedicineToday.com

The overwhelming benefits of Concierge Medicine can be summed up in two words, time and transparency. Concierge Medicine is typically understood to be a transparent, cost-effective relationship between a patient and physician in which the patient pays an annual fee or retainer. All Concierge Doctors generally claim to be accessible via telephone or email at any time of day or night or offer some other service above and beyond the customary care. While all Concierge Medicine practices share similarities, they vary widely in their service offering, payment requirements, cost and form of operation. Many Concierge Doctors also accept and/or participate in insurance and Medicare. Most important to note, Concierge Medicine fees are for services that are not covered by Medicare or the patients insurance. What is also fundamental to the various clinics operating a Concierge Medicine practice across the country is that patients decide to make a personal investment in their own healthcare.

It is estimated that there are between 6,000 - 12,000 Concierge Medicine doctors operating in primary care, family medicine and specialty practices across the country, according to *Concierge Medicine Today's* research and data collection arm, *The Concierge Medicine Research Collective (The Collective)*. *The Collective*, which has been surveying the marketplace for nearly a decade, also notes that annual fees at most Concierge Medicine practices vary nationally from \$101-\$225 per month but are usually billed annually and that Concierge Medicine patients tend to skew upper middle class, with typical household earning between \$125,000 and \$250,000 per year. They also tend to be Baby Boomers, generally in their 50s to 80s, according to doctors interviewed by *The Collective*.

- Nearly 70% Of Current U.S. Concierge Medicine Physicians Operating Practices Today Are Internal Medicine Specialists. However, A Growing Number Of Concierge Cardiology, Dental And Pediatric Practices Opening Across The Country.
- The Combined Average Annual Income Of A Typical Concierge Medicine [And Direct Pay] Patient Is Between \$50,000 To \$150,000 Per Year.
- The Typical Age Of Concierge Doctor Is Between 40-59 Years Of Age.
- 77% Of A Concierge [And Direct Pay] Patients Are Between The Age Of 40-70 Years Old.
- A Concierge Medicine Doctor Who Provides 24/7 Cell Phone Access Receives The Majority (83%) Of Phone Calls From Their Patients During Normal Business Hours, Monday Thru Friday.
- 62% Of Direct Care And Concierge Medical Offices Employ Between 1-2 Office Employees Allowing For More Personalized Attention To Address Individual And Family Healthcare Needs.
- The Most Common Reason Why Patients Using Concierge Medicine Call Their Doctor: Prescription Renewals (38%); Cold/Flu Symptoms (19%); Back Pain (14%); And Headaches (13%).
- More Than 70% Of Concierge [And Direct Primary Care] Doctors Will Visit With Their Patients Between 30-60 Minutes Per Office Visit, Enough Time To Discuss Case History, Examination, Other Symptoms, Treatment Options And Strategy For Care.