

SVA Accounting Spotlight on Service: Customized Compensation Models Drive Performance

A growing emphasis on efficiency and quality heavily influence today's compensation formulas. Trends vary by specialty and career stage.

Hi I'm Laura Zach a Principal with SVA. The goal of compensation models is to make sure the incentives are aligned with the medical or business goals of the practice. The trend is moving away from a pay for production to a pay for performance model. Compensating by patient outcomes and quality of care is one way to drive behavior of providers.

At SVA we customized compensation models based on the culture, policies and initiatives of the practice. When a new provider joins a group we help them evaluate their employment contracts and understand their new compensation and benefit packages.

We have the experience to help you develop a compensation model that fits the needs of the practice and the provider. Compensation formulas can be complex. Let us help you understand your options so you can focus on caring for your patients.