

Circle 1: New Practice Environment

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New Practice Environments = New Challenges

PHYSICIANS PRACTICE

why today?

Why today? In a recent survey of *Physicians Practice* readers, we asked our audience to name the biggest challenges when it comes to the future of their practice.

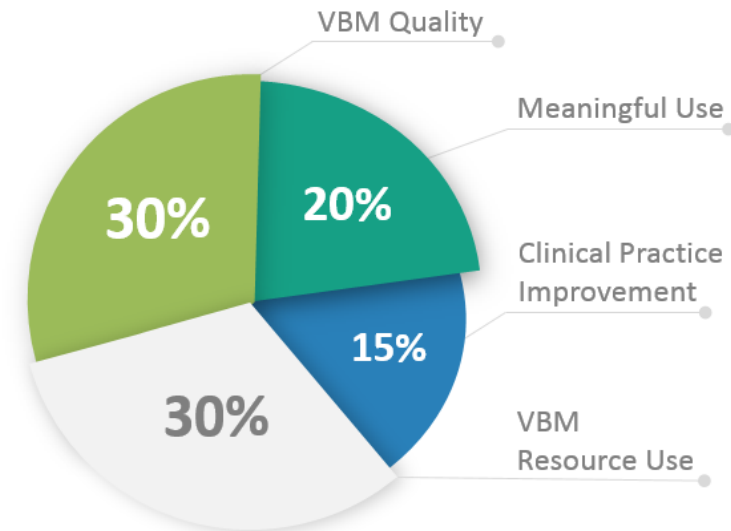


Regulatory Challenges

- Alternative payment models
- Health care systems
- PQRS/MU/now MIPS under new MACRA law

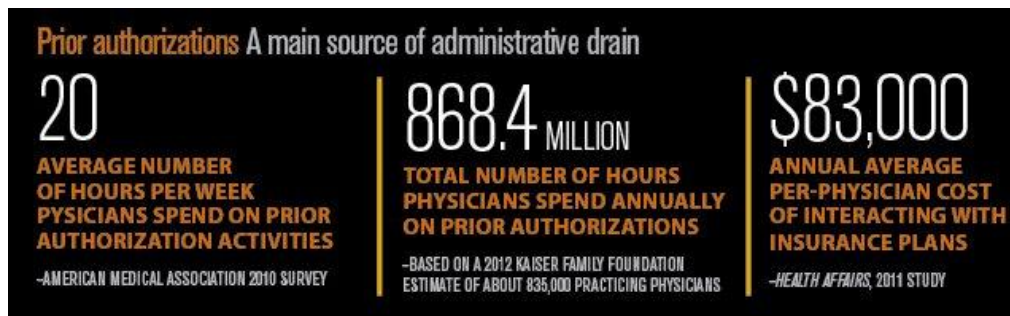
MIPS SCORING

How will it be weighted?



Drug Access Challenges

- Brand or Generic?
- Which Brand?
- Is it on my formulary? What tier?
- Is it cheaper with a specialty pharmacy?



Carac	Carainai
Clindagel	Cardinal
Clobex	Anywhere with CareConnect card
Differin	Anywhere with CareConnect card
Denavir	Rite Care
Dermasorb XM	Matlock
DesOwen	Anywhere with CareConnect card
Doryx	Rite Care
Doxycycline Hyclate 150 mg	Genx
Elidel	Cardinal
Epiduo/Epiduo Forte	Anywhere with CareConnect card
Epiceram	Matlock (\$80 for all Blue Cross pts)
Extina Foam	Rite Care
HPR Plus	Genx
Hylatopic Plus	Cardinal/Rite Care
Jublia	Cardinal
Kerydin	RX Crossroads for medicare
Locoid	Cardinal
Loprox Shampoo	Cardinal
Luxamend	Rite Care
Luxiq	Rite Care
Luzu	Cardinal
Metrocream/Metrogel	Anywhere with CareConnect card
Mirvaso	Anywhere with CareConnect card
Olux/Olux-E	Rite Care
Onexton	Cardinal
Oracea	Anywhere with CareConnect card/Matlock

Business Challenges

- Working with Extenders
- Differentiating Dermatologists
- Understanding Profitability
- Dealing with Burnout



Synergy between WDS and Industry

- Industry Sponsored Business Retreat
- WDS members can act as business mentors
- Partnerships of MD and Industry to educate physicians on new practice environments
- Non-branded Patient Education Program

