

Alternative Careers for Physicians

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NonclinicalPhysicians.com

Physician Nonclinical Careers Podcast

NonclinicalCareerAcademy.com

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A Story...

Objectives

1. Define alternative careers
2. Dispel the common myths about alternative careers
3. Skills to develop
4. Where to begin

Alternative Careers - Definition

- Nonclinical
- Unconventional
- Nontraditional
- Based on medical education, training, and experience
- Knowledge of the healthcare “system”
- Usually includes the term “physician,” or “medical”

Alternative Careers - Definition

- Physician Advisor
- Medical Director
- Medical Writer
- Executive Medical Director
- Chief Medical Officer
- Chief Medical Information Officer

Generally, includes jobs that depend on an MD, DO, or MDDS degree.

Excluded:

- Running a car wash
- Managing real estate
- Becoming a welder
- Any job NOT related to medicine or healthcare

Common Myths

1. I'm not good enough
2. I might fail
3. There is something wrong with me
4. It's too much to learn
5. It's too hard to do

1. There are limited jobs
2. All I know is medicine
3. My income will drop
4. I'm abandoning patients
5. My reputation and influence will decline

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Common Myths - Limited Jobs?

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1. Pharma / Medical Device
2. Hospital / Health Systems
3. Insurance
4. Medical Writing
5. Consulting
6. Consumer Health
7. Government / Public Health
8. Nonprofits
9. Education

Common Myths - All I Know Is Medicine?

Consider this mental exercise...

Common Myths - All I Know Is Medicine?

1. Biochemistry
2. Pharmacology
3. Physiology
4. Pathology
5. Microbiology
6. Anatomy
7. Epidemiology / Statistics

Common Myths - All I Know Is Medicine?

1. Biochemistry
2. Pharmacology
3. Physiology
4. Pathology
5. Microbiology
6. Anatomy
7. Epidemiology / Statistics
8. Laboratory Interpretation
9. Physical Examination
10. Radiography
11. Interviewing
12. Teaching / Presenting
13. Healthcare Economics
14. Population Health

Common Myths - Financial Ruin?

Common Myths - Financial Ruin

1. How can they attract employees?
2. Consider hours, risk, satisfaction, stress, balance
3. Median salaries*
 - PHYSICIAN ADVISOR - \$133,946
 - MEDICAL DIRECTOR - \$295,697
 - CHIEF MEDICAL OFFICER - \$422,716

*Salary.com

Common Myths - What About My Patients?

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1. Develop medications and devices (pharma)
2. Quality & safety (hospitals)
3. Getting the right tests and procedures (insurance)
4. Educating and informing patients (writing)
5. Establish new technologies and services (consulting)
6. Health, wellness, nutrition, fitness (consumer)
7. CMS, NIH, CDC, FDA, prison medicine (government)
8. Accreditation, advocacy, healthcare (nonprofit)
9. Growing the workforce (education)

Common Myths - Reputation and Influence?

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1. You're still a physician
2. You'll likely manage a team
3. You're seen as a content expert
4. You're often a leader
5. My example...

Existing Skills/Attitudes/Traits

- Calm, composed
- Decisive
- Accountable, reliable
- Psychology
- Medications, pharmacology
- Statistics, epidemiology
- Adept communicator
- Medical records
- Documentation, coding
- Indications, contraindications
- QI, patient safety
- Informatics
- Leading teams
- Public speaking, presentations

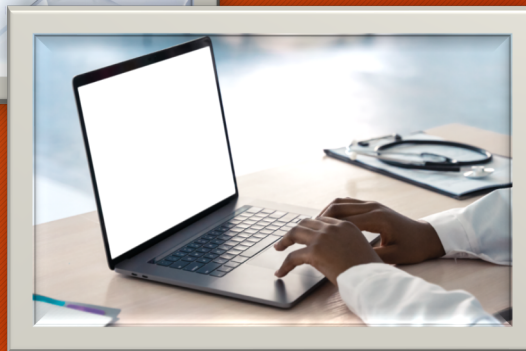
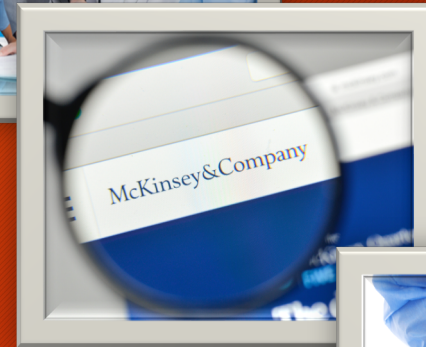
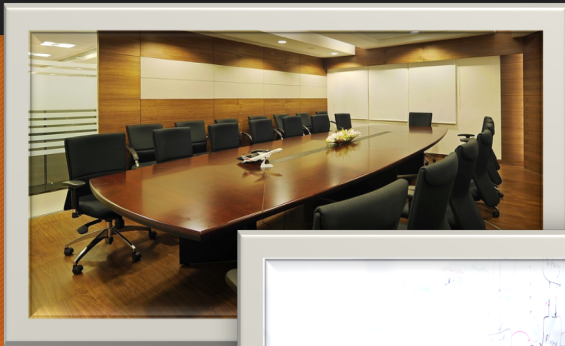
New Skills/Attitudes/Traits

- Healthcare finances
- Human resources
- Contracting
- Negotiating
- Writing (persuasion)
- Management/direct reports
- Epidemiology & statistics
- Marketing
- Sales & promotion
- Public speaking
- “Leadership”
- Industry-specific expertise
- Recruiting
- Public health

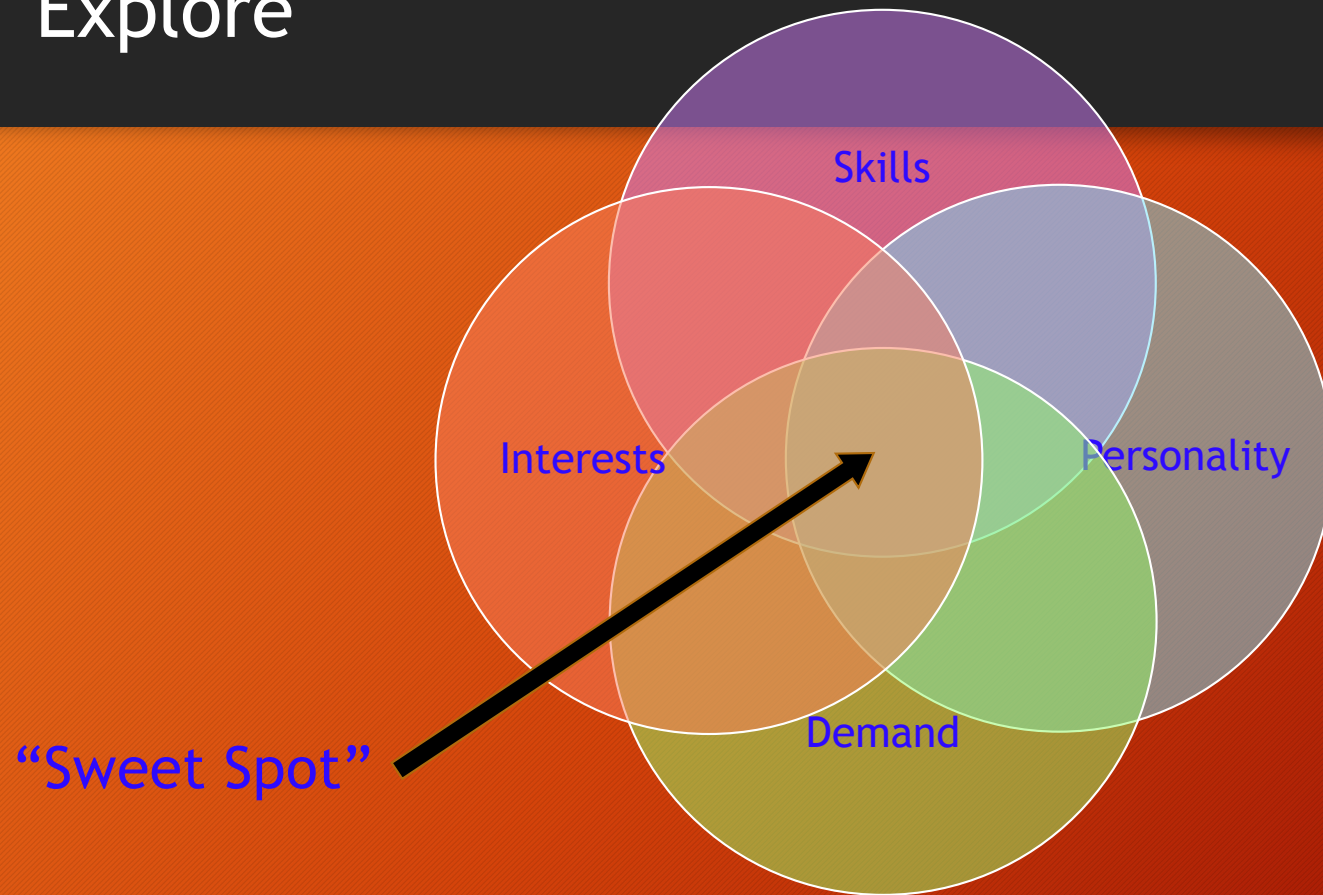
Where Do I Begin - Understand the Process

1. Recognize the need to change careers
2. Overcome myths/self-limiting beliefs
3. Identify options
4. Explore my personality, interests, skillsets, job factors
5. Line up #3 and #4
6. Get to work

Identify Options



Explore



Get to Work

- Engage mentors
- Join professional association(s)
- Search job listings (research)
- Consider new certifications
- Create LinkedIn profile
- Write resumé and cover letters
- Prepare for interviews

Where can you find me?

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Q & A

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Q & A