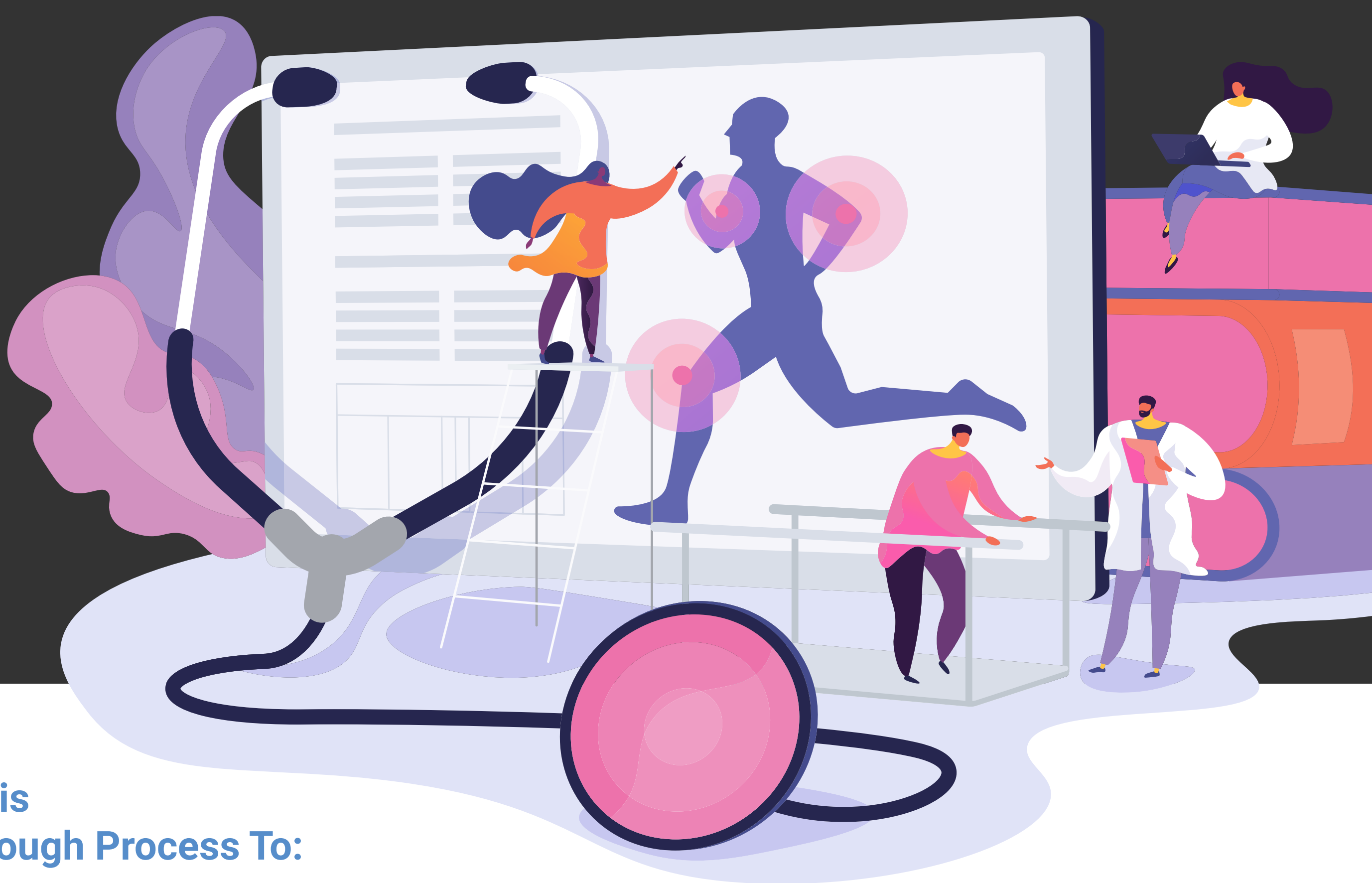
The Freedom Formula

For Pain Management Physicians



Learn This Breakthrough Process To:

- Make more money
- Keep more of what you make, and
- Live life on your own terms

APM WEALTH

The Breakthrough To Practicing Pain Medicine ON YOUR OWN TERMS in 7 Years or Less

What you now have in your possession is a simple, yet unique and immensely powerful resource. It hands you the framework and real-world examples to show you the way to establish financial freedom ***years faster than your peers*** as a practitioner of pain medicine.

As a pain management physician, your financial situation is unique. The combination of significant student loans, an extended training period, a major raise in income coupled with business opportunity (and risk), and very little time to self-educate in financial matters (because we know residency does a terrible job of this) presents a complex set of challenges.

Perhaps you are about to transition to attendinghood (or perhaps you've been in practice for a few years), and yet you find the idea of financial progress to be daunting: building a practice happens slowly, compensation models are complex, and financial decisions are overwhelming. It doesn't have to be this way....

MY GOAL IS TO SHOW YOU HOW TO OPTIMIZE YOUR FINANCIAL AND PROFESSIONAL LIFE SO THAT YOU CAN:

- ☑ **Decrease stress around financial decisionmaking**
- ☑ **Escape the need to chase the carrot of RVU or % of collections maximization in the midst of falling reimbursement**
- ☑ **Develop income streams not dependent on your primary practice of medicine**
- ☑ **Be free to practice medicine (and live life!) on your own terms.**

IT'S NO SECRET THAT MARKET FORCES IN HEALTHCARE DO NOT FAVOR DOCTORS. IT'S TIME TO TAKE CONTROL OF YOUR OWN DESTINY.

The Freedom Formula For Pain Management Physicians

Explained

The Freedom Formula is simple, but it is not necessarily intuitive. There is no stock picking, hedge funds, investments in gold or day trading required. In fact, it has very little to do with investments.

The formula is founded on this principle:
In your first decade of practice, making (and keeping) the maximum amount of money is the primary driver of building wealth. Thus, directing your efforts here is the almost exclusive focus of this e-book.

I've tested this approach in the real world and have refined this paradigm with my clients over time. I've talked about it [on my podcast]() and have shouted it from the rooftops in the social media machine.

Now it's time that I unpack this process, step by step, for you to use as you please.

HERE IS THE FORMULA:

$$[\ (Pi + Ai) \times Sr\ ]\ \wedge\ Ip = FF$$

[(	Pi	+	Ai	)	x	Sr	]	^	Ip	=	FF
	Primary Income		Ancillary Income			Savings Rate			Intelligent Planning		Financial Freedom

LET'S BRIEFLY SUMMARIZE EACH OF THE VARIABLES, THEN WE'LL GO OVER THEM IN DEPTH:

Pi Primary Income	Ai Ancillary Income	Sr Savings Rate	Ip Intelligent Planning
Your primary income will likely be associated with your direct labor as a physician. You need to understand and negotiate these terms, then work to optimize them over time. Are you paid in a salary? RVUs? % of collections? Some combination of these, or another alternative model?	Your ancillary income may be related to your practice of medicine (ASC ownership, expert witnessing, medical consulting) or it may be something separate altogether (investment real estate, operating a side business, minority business investment)	How much of your money do you keep? Uncle Sam will take a sizeable chunk - are you mitigating your tax bill via a 401k, HSA, or other tax advantaged accounts? Is your lifestyle spending paltry, luxurious, or somewhere in between?	Adding a "next level" layer of attention and sophistication to each of these variables to ensure that they are optimized. Maximizing income, and keeping a higher percentage of money earned, shortens the required working years and adds to autonomy and career self-determination.

AGAIN, HERE'S THE FORMULA:

$$\underbrace{\Big[\big(\underset{\text{Primary Income}}{Pi} + \underset{\text{Ancillary Income}}{Ai} \big) \times \underset{\text{Savings Rate}}{Sr} \Big]}_{\text{Major “Controllables”}} \;\wedge\; \underbrace{\underset{\text{Intelligent Planning}}{Ip}}_{\text{The Turbocharing “X Factor”}} = \underset{\text{Financial Freedom}}{FF}$$

LET'S GO OVER EACH COMPONENT IN GREATER DETAIL.

Maximizing

Primary Income

For most pain management physicians, the primary income is the main wealth-building engine at the outset.

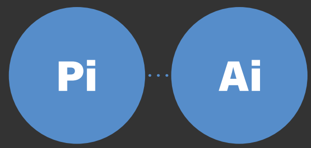
Understanding the terms of one's income, and how to maximize it, is the first order of business. This process starts with understanding [[and negotiating]] the terms of your contract.

THERE ARE MANY DIFFERENT VARIETIES OF PHYSICIAN COMPENSATION BUT HERE ARE A FEW OF THE MOST COMMON:

SALARY	PRODUCTION WITH BASE	STRAIGHT PRODUCTION
In a salaried role, a physician has a fixed amount of income independent of any performance or productivity metrics. **Pros:** • Income is predictable for planning purposes • Compensation will be stable no matter how little work the physician does • Downside protection in event of low patient volume. **Cons:** • There is no reward for high volume or quality • Because the physician is a fixed cost, job security may be less • Employer enjoys all upside from physician's efforts once costs are covered.	**In a Production with Base role, a physician has a base salary and may earn a bonus based on performance or productivity metrics. This can be expressed in RVUs or % of collections.** **Pros:** • Income has a minimum threshold for planning purposes which provides a safety net on the downside. • There is upside based on certain quality or volume criteria. **Cons:** • Upside may be more limited because of guaranteed base • A very entrepreneurial physician may feel stifled by this structure.	**In a Straight Production role, a physician is compensated exclusively on productivity and performance.** **Pros:** • Significant upside potential for a growth-minded physician. • More likely to have flexibility in work schedule since employer doesn't pay for downtime. • Benefits employer because of no guaranteed pay. **Cons:** • No "safety net" income requires careful saving and planning. • Physician absorbs all downside risk of decreased patient volume.

MORE STABLE <<<<<<<<<<<<<<<<<<<<<< >>>>>>>>>>>>>>>>>>>>>>>>>>> MORE ENTREPRENEURIAL

The first variable (Primary Income) and the second variable (Ancillary Income) are frequently LINKED.



Some types of employers are quite permissive with allowing outside incomes, while others are very restrictive. Here are a few things to keep in mind as you work to maximize primary income:

WITH ACADEMIC CENTERS & BIG PRIVATE GROUPS

- Typically academic medicine has robust benefits and may offer significant pretax savings, health savings accounts, education/tuition reimbursement, and other perqs.
- They are also typically very restrictive in employment agreement verbiage and may specifically forbid any outside business, intellectual property or clinical activities.
- Negotiating can be tough but it never costs you anything to ask for a sign-on bonus or other nonmonetary benefits (i.e. extra vacation or academic days)

WITH SMALLER PRIVATE PRACTICES

- Typically has more upside in terms of compensation but may have less employee perqs
- Wide range of opportunity may exist for ancillary incomes but this must be negotiated at the outset.
- Negotiating may be more effective

One of the most important wealth-building considerations of your main employment, after the actual compensation paid, **is the leeway it leaves** (or doesn't!) for you to earn income in other avenues.

Maximizing

Ancillary Income

Ancillary income is a critical variable for putting a physician on the fast track to financial independence. In many cases I have seen this reduce stress and create extra breathing room and extra spending money for a physician household.

The best sources of ancillary income depend on a physician's personality, employment agreement, aptitudes, and network.

THERE ARE TWO BIG REASONS THAT ANCILLARY INCOME IS IMPORTANT:

Accelerating debt paydown

Turbocharging retirement savings

IDEALLY, THIS ANCILLARY INCOME WILL FULFILL ONE OF TWO CRITERIA:
1.) HIGH $ PER HOUR, OR 2.) $ WITH LITTLE/NO TIME REQUIRED.
POTENTIAL OPTIONS CAN INCLUDE:

- ASC Investment
- Residential real estate investment
- Real estate syndication
- Locums work
- Expert Witnessing
- Device consulting
- Industry collaboration
- Teaching seminars/webinars
- Other intellectual property development
- Medical writing
- Career coaching
- Creating online courses/content
- Teaching at a university/college
- ...and many others

I really like this much longer list from aptly-named Passive Income MD if you want even more ideas. Even making an extra $30k/yr for only 5 years from ancillary income sources (and then stopping) can equate to **an additional +$1mm at retirement!**

Maximizing
Savings

It's not what you make - it's what you keep!

If financial independence is important to you, you want this percentage to be as high as possible.

I like to measure this as a % of net income, and I like to target 30% of net income. If you want to push the envelope you can shoot for a higher percentage to decrease your time to financial independence.

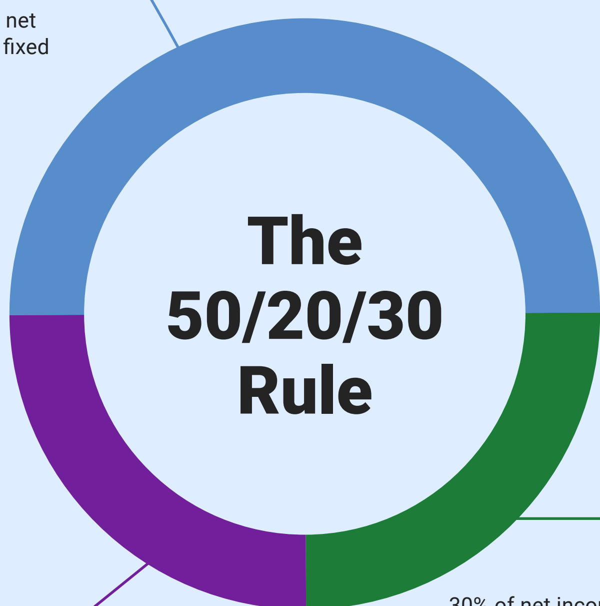
HERE'S A HYPOTHETICAL BREAKDOWN:

50%

Fixed expenses

50% of your net income* on fixed expenses.

- Housing
- Car payments
- Utilities
- Cell phone
- Insurances
- Subscriptions, etc.



20%

Variable expenses

20% of net income on variable expenses.

- Travel
- Dining out
- Entertainment
- Groceries
- Clothing, etc.

30%

Savings

30% of net income on savings.

- Employment retirement plans
- Backdoor Roth IRA
- HSA
- 529's
- Dependent Care FSA
- Taxable Investments
- Extra Debt payments

IF YOU NEED TO INCREASE SAVINGS RATE, YOU CAN TRY:

- Making more money
- Carefully evaluating big purchases (house, car)
- Use software to create spending transparency
- Automating employer savings to the maximum
- Automating taxable investment savings each month

Intelligent Planning

This is the "X factor" that takes all of your basic efforts to the next level and multiplies (or sometimes exponents!) the impact over time.

For physicians who ARE NOT DEDICATED FINANCIAL DIY'ers, this is an important benefit of partnering with a financial advisor who can assist in customized strategy and disciplined implementation.

ABOVE AND BEYOND THE "BASIC" PLANNING ITEMS, INTELLIGENT PLANNING MIGHT INCLUDE SOME OF THE BELOW:

PRIMARY INCOME

1. Peer earnings analysis to understand reasonable compensation bands
2. Consider wealth building implications of different practice models
   a. Partnership track
   b. ASC buy-in
   c. Other ancillary opportunity
3. Negotiate RVU compensation breakpoints
4. Negotiate % of collections compensation breakpoints
5. Consider other employment options better suited to clinical approach
6. Savings / emergency fund reflective of employment dynamics
7. Partner with consultants to increase clinical efficiency and max business profit

ANCILLARY INCOME

1. Evaluating appropriate ancillary opportunity based on employment agreement flexibility
2. Vetting ASC startup opportunities
3. Negotiating & understanding ASC buy-in terms
4. Considering entity setup if necessary
5. Exploring other self-employment income tax planning considerations
6. Setting up & funding self-employment retirement accounts
7. Networking at conferences and/or with industry to pursue consulting, advising and education opportunities

SAVINGS RATE

1. Using a tax-optimized savings hierarchy based on employer-provided savings plans available
2. If you have self-employment income, using a solo 401k or SEP IRA if applicable to shield additional funds from taxes
3. For business owners with employees, implement a 401k or cash balance plan to allow for maximum tax-deferred savings.
4. Automate as much of your savings as possible in both pretax and taxable accounts to remove the need for emotional energy or willpower.
5. Matching investment risk to time horizon

ON THE NEXT PAGE IS A LITTLE BIT OF BONUS INSIGHT ON THE BEST PLACE TO PUT THAT EXTRA SAVINGS (AND IN WHAT ORDER)

Savings Rate

Done RIGHT

THE MOST IMPORTANT THING ABOUT SAVINGS RATE IS TO MAKE IT AS HIGH AS POSSIBLE.

The SECOND most important thing is to optimize based on your debt and tax situation.

AN EXAMPLE OF AN OPTIMIZED SAVINGS HIERARCHY IS THE FOLLOWING:

1. Hi Interest CC's (+10%)
2. Health Savings Account (HSA)
3. Employer 401k or 403b
4. Employer 457
5. Roth IRA
6. Emergency Fund / Cash Savings
7. Student Loans & Other Debt
8. Taxable Investments

Congrats! You're well on your way to Financial independence!

Note, the above assumes you MAX out any accounts with a limited threshold before proceeding to the next account

Saving Like A

ROCKSTAR

It PAYS to understand these different buckets:

1. **High Interest Credit Cards -**
   This is some of the most expensive debt you can carry.
   There may be times when you don't have a choice, but a physician should always try to eliminate this very costly debt ASAP if she wants to make financial progress.

2. **Health Savings Account -** If you can access this, an HSA is like a 401k on steroids. You can access this money sooner, invest it for growth, and defer money pre-tax during high-earning years.

3. **401k (for-profit) or 403b (not-for-profit) -** These accounts will form the bulk of your employer pretax savings, and should be bumped UP the priority list if there is an employer match. Once a physician reaches attendinghood he should use a traditional (not Roth) option here to keep taxes low. Current annual contribution limit is $19,500

4. **457 -** This is an account that allows for additional tax-deferred savings with either a government or nonprofit entity. Plans vary widely in how they function so always review specific plan rules before using.

5. **Roth IRA -** A tax-free account that you can access as an attending via the back door contribution method. This is a nice tax diversification option when used in conjunction with the pretax 401k/403b. Annual max is only $6,000/yr but spouses can use it also.

6. **Cash Savings -** Generally this is a "high yield savings" account that can be used for emergencies or imminent cash needs (like a home downpayment or car purchase).

7. **Student Loans -** If you are going to fully repay your loans (like the vast majority of pain doctors) then refinancing federal loans to lower private interest rates is generally advisable, coupled with an aggressive paydown strategy, as long as you can reduce your interest rate.

8. **Taxable Investments -** This is the "catch-all" category for mutual funds, rental real estate, surgery center shares, a practice buy-in, or other business or investment opportunity.

NOTE: Doctors with self employment income (1099's or K1 income) have even MORE account options and additional tax-deferral opportunities.

The Financial Freedom Formula

CASE STUDY

THE FOLLOWING IS A REAL-LIFE EXAMPLE OF THE FINANCIAL FREEDOM FORMULA IN ACTION

BACKGROUND:

Taylor Stephens, MD is 32 years old, married (Gina, 30) with 4 y/o twins, and lives in central PA

- 18 months out of pain fellowship, anesthesia/pain boarded, last year he made $315,000 on 40% of collections
- Employed by a regional pain group with 9 offices in two states
- Patient volume growth has been slow because he shares patient referrals with two other physicians at his office, where he is the newest physician
- Gina earns $180,000/yr as an attorney in corporate litigation
- Taylor & Gina recently purchased an $800,000 home and owe $785,000 on a mortgage
- Taylor owes $390,000 on student loans, refinanced at SoFi last year for a 7 year repayment at 4.25%
- Assets are a 401k for Taylor ($29,000) and Gina ($81,000) as well as joint cash savings totaling $50,000.
- Taylor's current practice does not offer a buy-in or ASC opportunity at the current time

TAYLOR'S GOALS:

- Increase annual earnings from primary income
- Find a practice that rewards his willingness to work hard
- Develop ancillary income opportunity, consider buying into an ASC
- Pay off student loans
- Start making significant progress toward financial independence
- Systematize and automate a savings strategy that is optimized for taxes
- Save for kids' education
- Make enough money so Gina can quit corporate law within two years and launch her own practice

Primary Income Maximization

Taylor is currently looking at moving to a smaller single-specialty pain practice (currently has 2 doctors and 3 NPs) where he will be the third physician and potentially third partner.

HE IS LOOKING FOR A PRACTICE WITH:

1	2	3	4
A clear path to ownership within 3 years (preferably 2)	A guaranteed base salary for 2 years	An increased compensation rate of 45% of collections	A signing bonus

This practice is very busy and the other two partners (52yo and 45yo, respectively) need another physician to start to take on new patients. They have a great local referral network of family medicine and ortho physicians as well as a couple chiropractors. Neither partner physician anticipates retiring any time soon.

A NEGOTIATING HIERARCHY MIGHT LOOK LIKE THIS (ADJUSTED FOR SITUATION AND TAYLOR'S COMFORT LEVEL):

	Compensation	Signing Bonus
First try this	45% of collections w/ $350k guaranteed base	$50,000
Then this	42% to $500,000 of collections then 45% >$500,000 w/ $350k guaranteed base	$25,000
Then this	42% of collections w/ $350k guaranteed base, switching to 45% of collections once guarantee ends	$25,000 retention bonus (after 12 months)

****NOTE, IF YOU'RE WILLING TO GIVE UP SOME DOWNSIDE PROTECTION (I.E. GUARANTEED SALARY) YOU CAN GET MORE UPSIDE IN RETURN****

HERE ARE SOME OTHER CONSIDERATIONS I'M THINKING ABOUT BASED ON TAYLOR'S PROSPECTIVE PRACTICE CHOICE:

- ☑ Small practices give the most leeway with negotiating. This is a good time to be assertive with what we want out of this contract.
- ☑ Because the practice is smaller, there may not be significant excess patient volume so Taylor should understand where patients will come from, how they'll be assigned, and to what extent he will need to build a referral network to drive patient count up.
- ☑ Because it may take awhile to build patient volume, it would be a good idea to have a base salary in year one in order to protect Taylor.
- ☑ Small practices' culture is highly dependent on the personalities of the partner physicians. We should ask how many other hires have been brought in without reaching partner status, how relationships are with NPs, etc.

Primary Income Maximization

Intelligent Planning Items

IN ORDER TO TAKE TAYLOR'S PRIMARY INCOME MAXIMIZATION TO THE NEXT LEVEL, HE SHOULD CONSIDER ALL OF THE FOLLOWING DURING NEGOTIATIONS:

INTELLIGENT PLANNING ITEMS INCLUDE:

- Contractually defined quarterly checkpoints to assess progress toward practice ownership
- Ensuring that his contract allows for retaining intellectual property rights
- Having a contract review attorney and/or financial advisor use MGMA benchmarking figures to get a robust peer group analysis to fine-tune negotiations
- Pushing for uncapped upside via % of collections compensation that increases with increased productivity
- Clarify expected patient volumes and need for additional networking and building referral partners; increasing % collections does not increase total $ compensation by default
- Develop a marketing plan to increase referrals from physician partners and increase advertising to potential patients
- Consider a third party consultant with experience in increasing practice efficiencies to address practice constraints and increase throughput

It would be my goal for Taylor to come out of these negotiations with the following primary income considerations

- A guaranteed base salary of $350,000
- A $25,000 signing bonus
- A payment scale of 45% of collections with unlimited upside
- A clear path to partnership with checkpoints contractually outlined

This gives Taylor a much higher floor than his current arrangement, in addition to upside leverage with each new patient since he is moving from 40% to 45% of collections

Ancillary Income Maximization

Taylor's ability to earn outside income begins with negotiating his next contract. If possible he should push for all of the following:

OUTSIDE OF THE PRACTICE, HE SHOULD BE ABLE TO	WITHIN THE PRACTICE, HE SHOULD ASK FOR
- Develop intellectual property - Consult with medical device companies or other industry partners - Teach educational seminars or give talks for industry partners - Expert witnessing / depositions - Locums (in a non competitive setting) - Do chart reviews / medical opinions - Participate in angel investing / venture capital	- Ability to access surgery center equity - Ability to access other related business equity (practice, durable medical equipment, other applicable related ancillaries) **These are very important and would likely be a dealbreaker if not available.**

Some combination of the above can easily make a 5- or 6-figure contribution to Taylor's annual income, but it requires negotiation on the front end to get a contract that permits these activities.

With a little planning and effort, I would conservatively expect Taylor's income change

FROM THIS → TO THIS

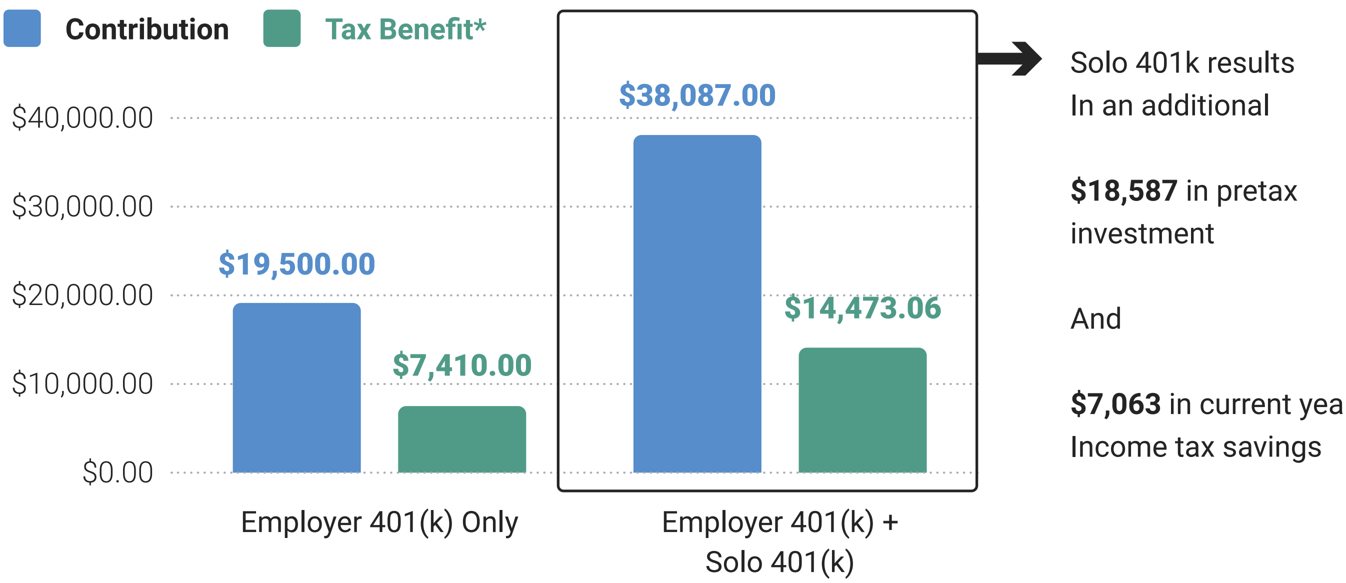
Income Type	Amount	Income Type	Amount
W2 Comp	$315,000	W2 Comp	$350,000
		K1 from ASC	$75,000
		1099 from Consulting	$15,000
		1099 from workshops/education	$10,000
Total	**$315,000**	**Total**	**$450,000**

In addition to additional money in Taylor's pocket, these ancillary streams also open up **powerful** tax planning opportunities.

Ancillary Income Maximization
Intelligent Planning Items:

ITEMS THAT CAN TAKE TAYLOR'S ANCILLARY INCOME TO THE NEXT LEVEL INCLUDE THE FOLLOWING:

Solo 401(k) - With $100k of self employment income from external sources, it could be worth considering the use of a solo 401k. In this case, this does not require any entity setup (LLC or otherwise) but can be done as a sole proprietorship. Maximizing contributions into this account could save $7,063 in taxes in a single year, and could increase assets invested tax-deferred by $18,587, with zero additional cost to Taylor.



assumes 38% effective tax rate for married filing jointly earners with $495,000 of household income

One of the fringe benefits of the solo 401k is that you can roll any old IRAs or 401k's into it and preserve your ability to continue the back door Roth IRA contributions!

Finding Long-Term Collaborators - Once he negotiates his contract properly, there are myriad things Taylor can do to proactively open up other streams of income. Many of these opportunities center around expanding his professional network.

- Networking at conferences like ASRA, ASPN, ASIPP, and others, to connect with partners in industry for future collaboration
- Reaching out to attorneys to build relationship in the legal community for future testimony opportunity
- Constructing a fee schedule to share with attorneys which outlines fees for his professional opinion in legal matters
- Serving as an advisor to investors in angel investment or venture capital with regards to technologies, data, and techniques utilized in pain treatments
- Connecting locally with like-minded physicians in consideration of forming or joining an ambulatory surgery center

BOOK A CALL NOW!

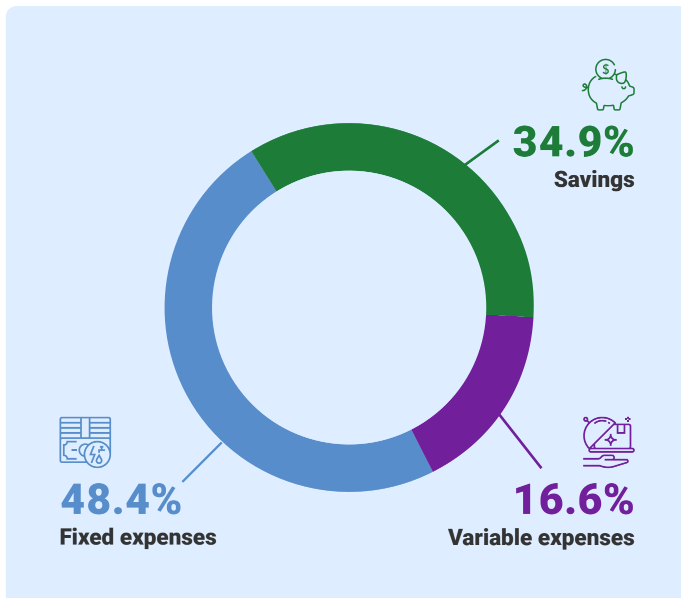
Savings Rate Maximization

TAYLOR'S SAVINGS RATE MAXIMIZATION HAS A FEW STEPS:

1	2	3
Increase his earnings as much as possible	Quantify current expenditures and identify any opportunities to spend less, if desired	Max out the accounts appropriate for his communicated goals

TAYLOR ASSESSES HIS FAMILY'S CURRENT SPENDING HABITS BASED ON CURRENT INCOME AND TAXES, AND HERE'S WHAT HE FINDS:

Taylor's Current Income	$315,000.00
Gina's Current Income	$180,000.00
Total Household Income	**$495,000.00**
Less: Income Taxes	*$145,000.00*
Income Net Of Taxes	**$350,000.00**
Less: Fixed Costs	*$169,500.00*
Less: Variable Costs	*$58,200.00*
Equals: Free Cash Flow	**$122,300.00**



TAYLOR MAKES THESE OBSERVATIONS:

- His family's savings rate is off to a great start
- They are generating over $100,000/yr in free cash flow to deploy toward accelerated debt paydown, building up cash, or investing
- Gina's income is very important in order to maintain these optimal ratios
- If/when Gina steps out of her current role to start a new practice, Taylor will need to save up for this and potentially try to increase his earnings to compensate (or decrease expenses, if needed)
- Taylor's potential raise with an upcoming job transition will give them even more room to maneuver financially

Savings Rate
Intelligent Planning

HERE IS WHAT I MIGHT RECOMMEND FOR A TAX OPTIMIZED SAVINGS HIERARCHY FOR TAYLOR AND GINA:

Priority	Account	Amount	Tax Benefit
1	Taylor 401k	$19,500.00	Reduces AGI - Significant tax benefit
1	Gina 401k	$19,500.00	Reduces AGI - Significant tax benefit
1	Gina DCFSA	$5,000.00	Reduces AGI - Significant tax benefit
1	Taylor Solo 401k	$18,587.00	Reduces AGI - Significant tax benefit
2	Taylor Roth IRA (backdoor)	$6,000.00	Tax free growth - nominal tax benefit
2	Gina Roth IRA (backdoor)	$6,000.00	Tax free growth - nominal tax benefit
2	Twins' 529's	$20,000.00	State income tax deduction - nominal tax benefit
3	Joint taxable investments	$12,000.00	No tax benefit
3	Student Loan Extra Pmts	$15,713.00	No tax benefit
	Total:	**$122,300.00**	

Taylor is excited to implement this agreed-upon strategy. He also notes that he is using a 529 and dependent care flexible spending accounts since he has kids.

Savings Rate
Intelligent Planning, cont'd

I WOULD RECOMMEND THAT HE AUTOMATE MOST OF THESE CONTRIBUTIONS TO REDUCE THE MENTAL & EMOTIONAL ENERGY INVOLVED, LIKE THIS:

Account	Action
Taylor 401k	Automate max monthly contribution of $1,625
Gina 401k	Automate max monthly contribution of $1,625
Gina DCFSA	Automate max monthly contribution of $416.66
Taylor Solo 401k	Make one-time employER contribution of max available after calendar year end, but before tax deadline
Taylor Roth IRA (backdoor)	Make immediate one-time contribution of free cash (annually)
Gina Roth IRA (backdoor)	Make immediate one-time contribution of free cash (annually)
Twins' 529's	Automate monthly contributions totaling $1,666.66
Joint taxable investments	Automate monthly contributions totaling $1,000, and automate investment of new funds
Student Loan Extra Pmts	Automate monthly transfer of $1,309.42 from checking account

Taylor feels relief and confidence to see that this strategy reduces his household's taxable income by $62,587, which equates to a tax reduction of about $23,800 vs. not using any tax-optimized savings.

Best of all, this is happening automatically, in the background, with little incremental effort.

Goals Review

IN WRAPPING UP, LET'S LOOK AT TAYLOR'S INITIAL GOALS, AND HIS PROGRESS AS PART OF THIS CASE STUDY:

GOAL	OUTCOME
Increase annual earnings from primary income	As Taylor considers alternative employment arrangements, he is prepared to negotiate important items to significantly grow earnings.
Find a practice that rewards his willingness to work hard	Taylor knows he needs to negotiate uncapped upside as % of collections.
Develop ancillary income opportunity, consider buying into an ASC	Taylor knows the importance of the structure of his employment agreement to allow for these items.
Pay off student loans	His 6 year remaining repayment schedule will be shortened by one year because of his accelerated payments.
Start making significant progress toward financial independence	Taylor is adding over $100,000/yr of new investments, and this number can grow as his income grows.
Systematize and automate a savings strategy that is optimized for taxes	Taylor has automated as many of these wealth-building contributions as possible and is maxing out all pretax accounts available.
Save for kids' education	Taylor commenced and automated meaningful 529 contributions.
Make enough money so Gina can quit corporate law within two years and launch her own practice	This will be an intermediate term goal, which Taylor and Gina can hold in tension with their other goals and accelerate this if so desired.

With the above steps, Taylor will achieve financial freedom much more quickly than his peers and can look forward to a life of greater flexibility and autonomy as his wealth builds automatically over time.

Freedom!

Taylor has focused on the three primary drivers of building wealth, and I've helped him turbocharge his efforts by an intelligent approach that takes the benefits of his planning to the next level.

Each of the three areas (primary income, ancillary income, savings rate) are critical because of the **annually recurring benefit** of effort in these areas. Since Taylor and Gina have focused on drivers of wealth-building that come back year after year, the benefits are quickly compounded.

Gina's upcoming career transition needs to be navigated carefully, but Taylor and Gina will be starting from a place of strength based on their savings rate and retirement savings options.

Within a few years, Taylor and Gina will surpass most of their peers in wealth building and, as a result, enjoy immense freedom and autonomy in their personal and professional lives.

A FEW CLOSING THOUGHTS:

- **Taylor has a very high earning potential. Even if he makes a big financial mistake in the first few years of practice, he can bounce back with careful planning.**
- **In the first five years, Taylor should focus all of his efforts on MAKING and SAVING money to make financial progress, rather than trying to pick stocks or create a complicated investment approach.**
- **As Taylor's (and Gina's) income expands, hitting an even higher savings rate will become progressively easier over time, and momentum toward financial independence will accelerate.**
- **As ancillary income increases and other opportunities become manifest, Taylor will ultimately have the option to scale back his full-time clinical practice if he wants.**

Next Steps

For You

I sincerely want pain physicians to be equipped for success. I want them to practice on their own terms and live a live of freedom and fulfillment.

I've worked hard to distill my financial planning experience into a framework that delivers this freedom. You can use this formula, starting right now.

However, not everyone can do it alone or knows where to begin. So here's what I'd like to offer you:

- **A 15 minute introductory phone call so I can understand your current challenges and questions and ensure that I can help.**
- **A follow-up 30 minute customized strategy session to review your situation in detail and discuss how these principles would apply to your specific situation.**

YOUR CUSTOMIZED STRATEGY SESSION WILL INCLUDE A REVIEW OF:

- Your goals and opportunities
- Your **primary income situation** and the room you have for growth
- Your **ancillary income situation** and the room you have for growth
- Your **current savings** and wealth-building capacity

I'm willing to do this free of charge because I've seen how impactful this time can be for a physician, and I love watching the transformative power of these discussions.

I will also explain in detail how APM Wealth works with pain management doctors like you to build and enact these transformative strategies.

We are here to help.

After our conversation, take some time to consider your goals and if you want APM Wealth to help you achieve them.

BOOK A CALL NOW!

HERE'S HOW THE PROCESS TYPICALLY WORKS:

#1

15 MINUTE INTRO CALL

Schedule a 15 minute intro call so we can get to know each other

CLICK HERE!

#2

30 MINUTE STRATEGY SESSION

Set up time for your customized strategy session to apply the Freedom Formula to your situation

#3

STEP INTO FREEDOM!

Get to work! Enact your own winning strategy, or partner with APM to turbocharge your progress.

About the Author

Hi, I'm Justin.

My wife is an anesthesiologist, so I understand the challenges you're facing - we're navigating them, too. I specialize in solving the financial challenges of anesthesiologists and pain management physicians.

When you were in training, you could stay busy and productive and mostly ignore your finances without doing great harm. Now that you're an attending, the price of ignorance and inaction has gone up exponentially.

I am a **finance-nerd-turned-physician-advocate** who protects busy doctors from costly mistakes and helps to automate the wealth-building process over time. I also help to ensure that important financial decisions are well-informed, and that they serve as an engine driving you to financial freedom rather than a ball-and-chain.

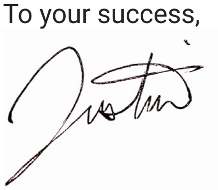
The challenges of your specialty are well-documented. Reimbursement is subject to the annual whims of CMS. Consolidation threatens to steamroll independent practice. The individual physician has never found it so difficult to navigate critical career questions, and the medical establishment has largely been content to just let you flounder.

I'm committed to asking (and answering) the tough specialty-specific finance and career questions so that you can have confidence in your direction and financial future.

Your future is bright -- but you MUST take action.

I highly recommend that you take advantage of a free strategy session. My hope is that it will give you the clarity you need to step into tomorrow knowing that you are building financial momentum for yourself, and not destroying it.

To your success,



Justin Harvey,
CFP®, ChfC®, RICP®
Founder, APM Wealth, LLC

BOOK A CALL NOW!

PROUD CFP PROFESSIONAL — CERTIFIED FINANCIAL PLANNER™ — THE HIGHEST STANDARD

Investopedia 100 TOP FINANCIAL ADVISOR 2022

OTHER THINGS ABOUT ME:

- FORMER UNIVERSITY FACULTY
- REAL ESTATE INVESTOR
- DOGS > CATS
- MEAT LOVERS PIZZA

Click here to check out the Podcast

Or find us elsewhere:

YouTube

Disclaimer:

APM Wealth, LLC is a registered investment advisor in the state of Oregon. The preceding information is provided for educational and illustrative purposes only, and should not be construed as financial, legal, or tax advice.

Any important financial decisions should be made in conjunction with qualified professional assistance.

To view APM Wealth's ADV 2, please go to https://brokercheck.finra.org/