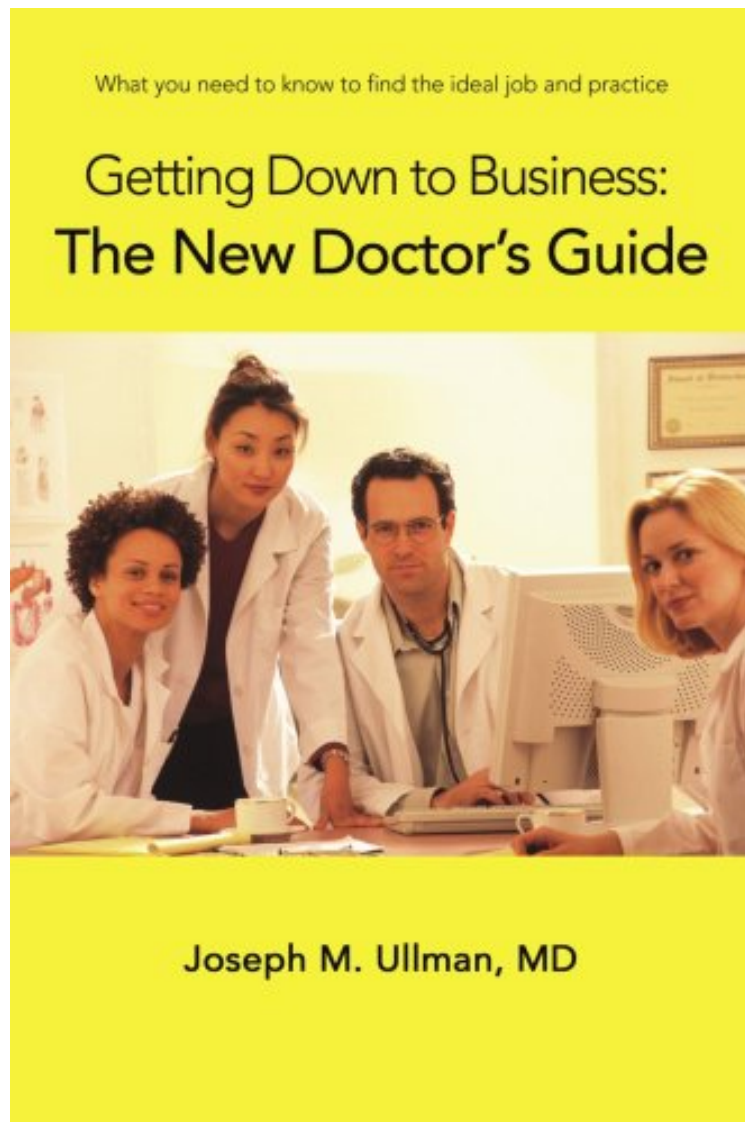


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Getting Down to Business: The New Doctor's Guide: What you need to know to find the ideal job and practice

Joseph Ullman

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undertaking a job search, I found this book to be well written, insightful, and a very enjoyable read. I have gone back to it several times to re-read sections before interviews and when reviewing different opportunities. Throughout *The New Doctor's Guide*, Dr. Ullman takes the reader from section to section (I won't relist, you can see them by clicking "Search Inside This Book") providing advice based on his personal experiences. I found that this approach was much more informative than the checklists, generic interview questions, and information readily available online, found in the other books that I have seen on this subject. Nothing can replace the advice of a trusted mentor or colleague. Aside from that, this book has been my go to resource for helping me understand and frame my thinking around the many issues involved in finding the right position. Highly recommended

You will have partners when you practice medicine but now you have a partner to help you negotiate for that job and enhance your career! This unique book will help new physicians put those years of medical education and training to work and discover Keys to selecting a job How to evaluate a job offer How to read a contract and what to expect in one Credentialing, licensing and applications tips Negotiating skills Avoiding hidden traps, risks, and agendas that could cost thousands of dollars and affect your career Avoiding and dealing with lawsuits and disciplinary actions If you start your medical practice without paying attention to the business aspects it might cost you tens of thousands of dollars, take years off your career, and jeopardize your marketability and reputation. Avoid those pitfalls with this superb resource. Written by a former chief of Radiology with 17 years of experience in 6 states, there are dozens of invaluable tips in here for optimizing your practice decisions. *Getting Down to Business: The New Doctor's Guide* is arguably the most valuable book you'll buy during your medical training. Destined to become a classic along with *Harrison's*, *The Washington Manual*, and *The House of God*, *Getting Down to Business: The New Doctor's Guide* finally fills a critical vacancy in the medical training literature. This easy to read and lighthearted compendium of tips will pay for itself hundreds of times over throughout the new physician's career.

About the Author Dr. Joseph M. Ullman is a Board Certified General and Interventional Radiologist with 16 years of practice experience. His education started at Duke University where he received a B.A. Religion. After 2 years of travel and working in clinical labs, he received an MS in Zoology at Rutgers University. During that time he worked at the teaching hospital of the University of Medicine and Dentistry in New Brunswick, NJ, and worked in a pediatric genetics lab at Rutgers while he was working toward his degree. In 1980 he was accepted at George Washington University School of Medicine in Washington, DC and graduated in 1984. He did an internal medicine internship at Christiana Hospital of the Medical Center of Delaware, followed by 4 years of Diagnostic Radiology residency, which was completed in 1989. He went into clinical practice for 5 years. During this time he actively pursued his non-medical dream of starting Delaware's first brewpub, which was thwarted when one of his business partners suddenly passed away. Married and with a newborn, he returned to academia for an interventional radiology residency at Albert Einstein Medical Center in Philadelphia, where he was privileged to work under Dr. Juan Oleaga and Dr. Henrietta Rosenberg. He also worked for several cardiology-imaging groups interpreting nuclear cardiology and ultrasound. At the completion of his fellowship, he applied for and passed the Certificate of Added Qualification subspecialty exam in Vascular and Interventional Radiology and in August of 1995 began a 10-year stint as a chief Radiologist at a small hospital in Maine. He brought the group from 34,000 studies a year to nearly 70,000, upgraded the equipment, helped start the first Brain Attack team in the state, and increased the interventional volume from 40 cases a year to over 2,000. During that time, he established expertise in Dialysis access maintenance, vascular access, and vertebroplasty. He was nominated for *Nephrology News and Issues* 2002 annual Qual