



# Health e Connections Newsletter

As 2025 wraps up, this issue brings together the insights that matter most for strengthening your practice going into the new year. Inside, you'll find guidance on navigating physician compensation challenges, protecting your clinic from embezzlement risk, and understanding the latest Medicare telehealth extension. You can also tune into our newest Medical Money Matters episode and explore Physician's Edge — our on-demand course designed to help physicians build the business skills essential for a thriving practice.

Wishing you a healthy, profitable, and restorative Holiday Season — and a successful start to the New Year!

[Book a Strategy Call](#)

## **The Compensation Red Flags Private Practices Can't Afford to Ignore**

by Eric Schulz, MBA - *Director of Consulting, Health e Practices*

Financial pressures are hitting medical practices harder than ever, and even long-standing compensation plans can quietly start working against you. When that happens, physicians feel squeezed, leaders feel stuck defending the math, and the whole organization feels the strain.

If your comp plan is creating frustration or confusion — or if something just feels "off" — it may be signaling deeper issues beneath the surface.

**Curious what those signals mean for your clinic?**

Read the Full Article

**If your compensation model isn't supporting your practice the way it should, a focused review can save you money, frustration, and a whole lot of guesswork.**

That's exactly what the Health e Practices Physician Compensation Plan Review is designed to do. We take a clear, data-driven look at how your current model is performing, where risk or inequity may be hiding, and what changes will actually move the needle for your practice.

**You deserve a comp plan that's fair, predictable, and aligned with your goals — not one that creates confusion or financial strain.**

If you're ready for clarity and a path forward, [reach out to Eric today.](#)

## **Telehealth Cliff Delayed — But Only Until January 30, 2026**

by Eric Schulz, MBA - *Director of Consulting, Health e Practices*

CMS has officially pushed the "Telehealth Cliff" to January 30, 2026. This extension maintains all current Medicare telehealth flexibilities, including:

- geographic and originating site waivers
- the patient's home qualifying as an originating site
- expanded eligible provider types
- audio-only coverage

This buys practices time — *but it also creates retroactive implications* for claims already submitted.

### **What You Should Do Now**

For unpaid or denied Medicare telehealth claims dated on or after October 1, 2025:

1. **Identify all affected claims.**
2. **Review denial codes** tied to telehealth requirements.

3. **Hold any action** until CMS releases formal reprocessing instructions.
4. **Track everything internally** so your team can act quickly once the billing guidance drops.

### Why This Matters

Retroactive extensions almost always lead to administrative headaches — and preventable revenue leakage — if practices aren't ready to move the moment CMS clarifies next steps.

If you're unsure how this extension affects your billing workflow or financial exposure, [reach out to Eric](#) for help interpreting the impact on your practice.

Ask a Question

## Tune In: Medical Money Matters Podcast with Jill Arena

Our podcast Medical Money Matters with Jill Arena has reached over 10,000 downloads, and our library continues to grow with more than **160 episodes**. From expert strategies for renegotiating insurance contracts and proactive steps for safeguarding against embezzlement to strategic decision-making on major investments, you get insight for every aspect of your clinic.

If you haven't listened yet, [explore here](#) or find it on your preferred podcast platform, like [Spotify](#) or [Apple Podcasts](#).

Start Listening Now

## Exclusive Offer: Physician's Edge at Half Price Through Year-End

As we look ahead to what promises to be a financially challenging year for healthcare, we're offering a special, invitation-only opportunity by supporting the independent medical community we care so deeply about.

Through **December 31, 2025**, you can enroll in our flagship course, **Physician's Edge: Mastering Business & Finance in Your Medical Practice**, at a **50% end-of-year discount** using code **SUCCESS2026**

**Regular tuition:** \$4,995

**Your price:** \$2,497.50

Whether this is for yourself, or if you have a physician who's hard to shop for, this may be the most meaningful professional gift you can offer. It provides practical, actionable business acumen for practice leadership and includes **CME credits**, a perfect way to satisfy remaining 2025 requirements or jump-start 2026.

This offer is our year-end thank-you to the independent practices committed to staying independent.

**Access the special link by December 31<sup>st</sup> with the code applied by [clicking here.](#)**

Secure Your Discounted Tuition

health e practices

### 4 Ways Physician's Edge Helps Your Practice

- 1 Understand Your Cash Flow**  
Learn to interpret key reports and manage your practice's cash flow
- 2 Optimize Revenue Cycles**  
Increase profitability with effective billing and collections processes
- 3 Lead Your Team Effectively**  
Develop essential leadership and management skills
- 4 Plan for Future Growth**  
Prepare for scaling, succession, and long-term sustainability

[healtheps.com/physicians/edge](http://healtheps.com/physicians/edge)

Have questions about growing your practice, improving your processes, or developing your staff? [Book a Discovery Call here](#) or email [info@healtheps.com](mailto:info@healtheps.com)

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