

# Tibia-Tribune

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## President's Message

Darren L. Johnson, MD



Dear Colleagues,

I would like to cordially invite you to the Southern Orthopaedic Association's 33rd Annual Meeting, July 28-31, 2016, at the Naples Grande Beach Resort in Naples, Florida. I personally toured this venue and found it to be of outstanding quality. Naples in the summertime, on the beach will be an outstanding summer vacation/event for all those who attend. Bring the entire family!!!

Scott Mair, MD, along with the Program Committee has done an exceptional job in

crafting this year's scientific program. There will be 6 scientific symposia along with abstract, rapid fire and e-poster presentations. Enjoy afternoon leisure activities by the pool or at the beach. We will also continue to offer a self-assessment exam to satisfy 10 credits towards MOC requirements. Featured in the program this year I am honored to have Peter Indelicato, MD, as our Distinguished Southern Orthopedist. He is a personal friend and mentor to me over the last 23 years. Dr. Indelicato prestigious academic career as well as his lifelong commitment as a University of Florida Gator team doctor clearly establishes him as one of the most influential sports medicine



orthopaedic surgeons in the southeast as well as nationally. You will not want to miss him.

The Presidential Speaker will be John Calipari, currently the head basketball coach at the University of Kentucky. All of those in attendance at this year's Annual Meeting will receive a copy of John Calipari's out-

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## Support the SOA Education Fund

Help support the SOA Education Fund, a 501(C)3 tax exempt fund, with your charitable donation. SOA established the Education Fund to provide educational opportunities for young orthopaedists throughout the territory.

For several years now, SOA has had the pleasure of providing more than \$12,000 in research grants for residents at its Annual Meeting. Contributions from members has helped to make this possible. These resident research grants will continue to be a focus for SOA at its Annual Meeting.

With the need for funding being even greater now that many institutions are not funding residents to attend meetings, SOA is planning to fill this need by expanding its educational funding efforts. The SOA Edu-

cation Fund has created a layer of financial stability and security for SOA that strengthens its position and ensures that it continues to provide educational funding to the residents and fellows following behind us. Your contributions will be the force that will help us expand our educational grant program for years to come.

Make your mark on the future and be a part of SOA's Education Fund. We encourage you to make a donation to help SOA achieve its goals for funding educational programs for residents. It is a worthy endeavor and one that will endure for generations.

The process to donate is simple. Just go to <http://www.soaassn.org/donations>, and you can make a donation instantly.

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## President's Message continued

standing book "Players First: Coaching from the Inside Out." Many of these same principles John Calipari talks about can be applied to our profession. That is why I have asked Coach Calipari to speak to our distinguished group. I think many of us could benefit from a similar phrase or philosophy, "Patient First: Doctoring from the Inside Out." You will not want to miss Coach Calipari's take home message to our renowned group!

My wife Nancy and Stacy Wald have designed the Social Program to take advantage of many stellar features of the Naples Grande Resort on the beach. This includes beach activities, golf, tennis and many outdoor activities for the entire family. We will have an opening reception, a lively

event with our exhibitors and our final event dinner on Saturday evening, as we have traditionally done. My wife Nancy will be organizing a spouse breakfast for all those in attendance. This is new event at our Annual Meeting, something your spouse will truly enjoy. We hope to get Coach Calipari to speak at this breakfast on Friday morning.

Nancy and I look forward to your attendance at this year's meeting in Naples! Please mark your calendars now for this incredible summer event. We hope to see you there!

Sincerely,

*Darren Johnson*

Darren L. Johnson, MD  
President

## SEC Athletic Orthopaedic Team of The Year Harrison Shull, MD, Vanderbilt University



Vanderbilt University is the SEC Athletic Orthopaedic Team of the Year and the Physician being recognized for this award is Dr. Harrison "Buster" Shull. A grant in the amount of \$1000.00 was awarded

in his name to Vanderbilt University Athletic Training Program. This award is to be used for student athletic trainer education / scholarship at the discretion of the Director of Sports Medicine. DJO Global sponsors the award in conjunction with the Southern Orthopedic Association.

Harrison Shull, MD was raised in Nashville, TN, the son of a Gastroenterologist at Van-

derbilt. He is currently the Medical Director at DCIDS and has been the Team Physician for Vanderbilt since 1989. He completed his undergraduate degree at Vanderbilt University and medical school at the University of Tennessee School of Medicine. Followed by an Internship, Residency and Fellowship at Vanderbilt University in Gastroenterology.

Dr. Shull is married to his wife, Cathy and they are the proud parents of three grown children Harrison III, Owen and Catherine. He enjoys basketball, hiking, golf, snow skiing and traveling in his free time.

The SOA SEC Athletic Orthopaedic Team of the Year Award is sponsored by DJO Global and the Southern Orthopaedic Association.

### The SOA

The Southern Orthopaedic Association (SOA) was founded in 1983 for physicians who are engaged in the specialty of orthopaedic and trauma surgery. Its mission is to develop and foster the art and science of medicine in the specialty of orthopaedic and trauma surgery. SOA operates exclusively for charitable, scientific and educational purposes.

## Register Today for the 33rd Annual Meeting



The SOA Annual Meeting will be held July 27-30, 2016 at the Naples Grande Beach Resort in beautiful Naples, Florida. Go online to [www.soaassn.org](http://www.soaassn.org) to view the Preliminary Program, which includes all the meeting information.

A warm, effortless level of hospitality greets you at the Naples Grande Beach Resort. This inviting beach property sets the standard for treating guests and families to endless activities, incredible nearby sights, and an unmatched level of service and attention. The hotel received the 2013 TripAdvisor Certifi-

cate of Excellence Award. The staff takes great pride in consistently offering an exceptional experience to all guests at the resort.

For everyone's convenience SOA has reserved a block of sleeping rooms. To make a reservation call the Naples Grande Beach Resort at (844) 210-5931. Space is limited, so make your reservation early! Please mention that you are with Southern Orthopaedic Association to get the discounted rate. To register for the meeting, go online to [www.soaassn.org](http://www.soaassn.org).

Cutoff for SOA Room Rates is **June 27, 2016**.

## Program Chair's Message



Dear Fellow SOA Members, Spouses, and Guests:

On behalf of the SOA Board of Trustees, President Darren Johnson MD, and myself, I look forward to welcoming you to the Southern Orthopaedic Association Annual Meeting to be held July 27-30 in Naples, Florida. The quality of the scientific submissions this year was truly impressive and around 250 abstracts were considered. The Program Committee has assembled an exciting academic program. In addition to the podium presentations and posters, there will be a number of symposia led by leaders in the field. While all areas of general orthopaedics will be covered, this year's program will have an emphasis on Sports Medicine. Richard Hawkins, Tee Moorman, and Spero Karas will lead symposia addressing the throwing athlete, sports knee injuries, and rotator cuff tears, respectively. In addition, Paul Lachiewicz will lead a discussion of controversies in total hip replacement, Steven Duncan will moderate a session on the young adult hip, and Langdon Hartsock will lead a symposium on lower extremity trauma. The program offers an exceptional educational opportunity for the

general orthopaedist as well as the subspecialist. This year we are again offering an exciting "rapid fire" format for abstract presentation which will be a dynamic way for the audience to engage the speakers. The SOA meeting will allow attendees to earn up to 23 credits of CME. It would be difficult to find such a valuable and diverse educational opportunity at any other meeting.

Given the proximity to Arthrex headquarters, a cadaver lab will be available free of charge. Participants will get hands on exposure to arthroscopic techniques, with leading sports medicine experts available to give tips and disclose their pearls.

This year's Distinguished Southern Orthopaedist is Pete Indelicato, MD, long-time team physician for the Florida Gators. The Presidential Guest Speaker will be John Calipari, Hall of Fame basketball coach of the Kentucky Wildcats. We will also have a special guest speaker, best-selling author Kevin Leman, who will discuss "Making Sense of the Man or Woman in Your Life". We expect these speakers to be highlights of the meeting and spouses are welcome to attend.

## Upcoming SOA Meetings



**Southern at the SEC  
Sports Injury Update and Pearls 2017**  
March 8-11, 2017  
Nashville, TN



**34th Annual Meeting**  
June 28-July 1, 2017  
The Westin Hilton Head Island Resort & Spa  
Hilton Head Island, SC

## Program Committee

The Southern Orthopaedic Association gratefully acknowledges the following orthopaedic surgeons for their contribution to the development of the scientific program.

Scott D. Mair MD, Chair  
L. Andrew Koman, MD  
Lee R. Leddy, MD  
Ryan M. Nunley, MD  
Robert D. Zura, MD

Naples is sure to provide plenty of activities for the entire family. The social program will kick off with a welcome reception Thursday evening and conclude with a dinner on Saturday night. Available excursions include a dolphin exploration tour, kayaking, golf, tennis, deep sea fishing, boat cruises, and an Everglades tour. There are also specially arranged breakfasts for families, and kids activities in the evenings. Accommodations are reasonably priced at the deluxe Naples Grande Beach Resort.

We look forward to seeing you all at the SOA Meeting in Naples. Please make every effort to attend what should be an educational and family friendly event.

Scott D. Mair MD  
2016 Program Chair

## 2016 Presidential Guest Speaker

### John Calipari



The SOA 2016 Presidential Guest Speaker is John Calipari, Head Coach of University of Kentucky Wildcats Men's Basketball. A "players-first" coach with a penchant for helping people reach their dreams, Coach Cal has guided six teams to the Final Four, led one to a national championship and helped 37 players make it

to the NBA during his 23-year college coaching career.

Coach Calipari was born in Moon Township, Pennsylvania, a suburb of Pittsburgh. He played college basketball at the University of North Carolina at Wilmington before transferring to Clarion University of Pennsylvania, from which he graduated with a bachelor's degree in marketing. He has been named

National Coach of the Year five times, and led Kentucky to its eighth NCAA Championship in 2012, for the first title of his career.

Calipari is a published author with several titles to his credit, including the bestsellers *Bounce Back: Overcoming Setbacks to Succeed in Business and in Life* and *Players First: Coaching from the Inside Out*.

## 2016 Distinguished Southern Orthopaedist

### Peter A. Indelicato, MD



Peter A. Indelicato, MD is the recipient of this year's Distinguished Southern Orthopaedist award. He was born on September 13, 1944 in Brooklyn, New York. He went to college at Fairfield University, followed by medical school at New York Medical College. He then completed his orthopaedic Residency at New York University and a Fellowship in Sports Medicine at Kerlan-Jobe Clinic.

Dr. Indelicato is an Emeritus Professor and Head Team Physician for the University of Florida. He was a Professor for the Department of Orthopedics and Head Team Physician for the University of Florida 1977-2012. He has been an International Visiting Professor more than 12 times, including invitations to speak in Hong Kong, Bangkok, Iceland, Paris, Lyon, Innsbruck, Munich, Salzburg, Buenos Aires, Vera Cruz, Barcelona, Rome, Messina, Florence, Venice, Jakarta, Surabaya, Singapore, Kuala Lumpur.

He was the President of the American Orthopedics Society of Sports Medicine, 2011-2012. Dr. Indelicato received numerous awards of recognition over the years, including the Medal of Honor at New York Medical College, Robert Cade Sports Medicine Person of the Year in 2008, National College Team Physician of the Year in 2003 and SEC Doctor of the Year in 2004. He has authored more than 100 articles and 40 book chapters.

## Scientific Program Highlights

### Thursday – July 28, 2016

**GENERAL SESSION 1:** Total Joints

**GENERAL SESSION 2:** OREF Report and Presidential Guest Speaker

**RAPID FIRE SESSIONS 3A-D:** Total Hip, Total Knee, Shoulder, Spine

**MINI-SYMPOSIUM 1:** Upper Extremity

**GENERAL SESSION 4:** Special Guest Speaker

**SYMPOSIUM 1:** The Throwing Shoulder

**SYMPOSIUM 2:** The Young Adult Hip

**SCIENTIFIC E-POSTERS** (Open daily to all participants before and after the Scientific Program.)

**MULTIMEDIA EDUCATION SESSION** (Available each day following the E-Poster Session.)

### Friday - July 29, 2016

**GENERAL SESSION 5:** Foot & Ankle, Trauma, Tumor

**MINI-SYMPOSIUM 2:** Spine

**RAPID FIRE SESSIONS 6A-D:** Trauma, Hand & Upper Extremity, Outcomes / Costs / Resident Issues, Total Hip

**SYMPOSIUM 3:** Rotator Cuff

**GENERAL SESSION 7:** Presidential Guest Speaker

**SYMPOSIUM 4:** Hot Topics and Controversies in Primary Total Hip Arthroplasty

**GENERAL SESSION 8:** Upper Extremity

**SCIENTIFIC E-POSTERS** (Open daily to all participants before and after the Scientific Program.)

**MULTIMEDIA EDUCATION SESSION** (Available each day following the E-Poster Session.)

### Saturday - July 30, 2016

**GENERAL SESSION 9:** Spine, Outcomes & Resident Issues

**MINI-SYMPOSIUM 3:** Foot & Ankle

**RAPID FIRE SESSIONS 10A-D:** Total Knee, Trauma / Infection, Sports Medicine, Foot & Ankle

**GENERAL SESSION 11:** BOC Report and Presidential Address

**SYMPOSIUM 5:** The Athlete's Knee

**GENERAL SESSION 12:** Pediatrics & Sports

**SYMPOSIUM 6:** Lower Extremity Trauma

**SCIENTIFIC E-POSTERS**

**MULTIMEDIA EDUCATION SESSION** (Available each day following the Poster Session.)

### Multimedia Education Sessions

The SOA will provide multimedia education sessions Thursday, Friday and Saturday afternoons, July 28-30. A comprehensive selection of AAOS videos will be available for your individual education. These videos will highlight surgical procedures and current concepts in Orthopaedics. Registered attendees should find these videos informative and helpful in their practice.



## Special Guest Speaker

### Kevin Leman, PhD



SOA is pleased to have Psychologist Dr. Kevin Leman, as a special guest speaker for the 33rd Annual Meeting. Internationally known psychologist, business consultant,

award winning author of nearly 50 books and New York Times Bestselling author of *Have a New Kid by Friday*, radio and television personality, and speaker, Dr. Kevin Leman has taught and entertained audiences worldwide with his wit and common sense psychology.

A frequent contributor to Fox & Friends, Dr. Leman has made house calls for hundreds of radio and television programs including Oprah, CBS' This Morning, Live With Regis

And Kelly, CNN, Today, The View, and Focus on the Family. Dr. Leman has served as a consulting family psychologist to Good Morning America. Dr. Leman has shared the platform with such diverse personalities as Steve Forbes, and Regis Philbin. Dr. Leman has been a featured speaker at Top of the Table, YPO University and several Young President's Organization chapters around the United States and Canada. Dr. Leman has presented to IBM School of Management, Cincinnati Financial Corporation, Pennsylvania Banker's Association, Pepsi-Cola, Pizza Hut, Million Dollar Round Table, Tambrands and McDonald's, to name a few. Dr. Leman is the founder and president of "Couples of Promise," an organization designed and committed to helping couples remain happily married.

Dr. Leman received his Bachelor's degree in psychology from the University of Arizona, where he later earned his Master's and Doctorate degrees. Former Head Resident and Assistant Dean of Students at the University of Arizona, Dr. Leman is the recipient of the highest award given by the University of Arizona to their own, the Alumni Achievement Award. Dr. Leman also attended North Park University, where he was the recipient of North Park's 1993 Distinguished Alumnus Award and was also awarded a Doctor of Humane Letters degree in 2010. Dr. Leman's professional affiliations include the American Federation of Television and Radio Artists, and the North American Society of Adlerian Psychology. Originally from Williamsville, New York, he and his wife, Sande, live in Tucson, Arizona. They have five children and two grandchildren.

## Proposed Bylaws Changes

### MEMBERSHIP

Section 3.1. STATUS. Membership in the Corporation is a privilege, not a right and the Corporation reserves the right to accept or reject any application for membership

Section 3.2. CLASSIFICATION OF MEMBERS. There shall be seven (7) categories of membership in the Corporation, namely: Active, Associate, Military, Affiliate, Honorary, Candidate, and Emeritus. Only active members shall have the right to vote, to hold office in the Corporation, or to be counted for the determination of a quorum.

(a) Active - Active members of the corporation shall be by invitation to physicians who are eligible to be Members of the Corporation and who reside in the states of Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia and West Virginia or in the District of Columbia and Puerto Rico. **Practice profile of physician is exclusively**

**(100%) the traditional practice of orthopaedic surgery.**

(b) Associate - Associate members shall be by invitation to physicians who are otherwise eligible to become active members of the Corporation, but who do not reside in one of the sixteen states above enumerated or in the District of Columbia or Puerto Rico. **Practice profile of physician is exclusively (100%) the traditional practice of orthopaedic surgery.**

(c) Military - Military members shall be by invitation to physicians who are otherwise eligible to become active members of the Corporation, but are currently on active duty in the military and stationed throughout the world. Military members receive a discounted membership fee to be determined by the Board. **Practice profile of physician is exclusively (100%) the traditional practice of orthopaedic surgery.**

(d) Affiliate - Affiliate members shall be by invitation and have the following qualifications:

1. Graduate from a recognized and accredited professional school with certification as Physician Assistant, Nurse Practitioner, Doctor of Medicine, or Doctor of Osteopathy.
2. Hold current licensure in a state within the geographic area of the SOA.
- ~~3. Practice profile is exclusively (100%) the traditional practice of orthopaedic surgery.~~
3. Application for membership must be sponsored by a physician member of the SOA.
4. Successful applicants will pay dues in an amount determined by the SOA Board of Directors. They will be non-voting members. They will be ineligible to hold office but may be appointed to a committee, in an ex-officio capacity, at the discretion of the SOA Board of Directors.

**Changes recommended are from the 2016 Interim Board Meeting and include adding practice profile statement to active, associate and military categories. This statement was removed from affiliate category and MD and DO options were left in affiliate to allow sports med MD/DOs to be affiliate members.**



## Keep the Insurance Profit, Reduce Taxes, Protect Assets: Own Your Own Insurance Company

David B. Mandell, JD, MBA Carole C. Foos, CPA

A very popular question we receive at conferences and in consults with high income practices is, “Would owning part of a Small Insurance Company help me and my practice become more financially efficient?” If your practice currently generates over \$3,000,000 of revenues and you would like to take advantage of opportunities to improve the financial success you realize from your hard work without having to see any more patients, then this article may prove to be very valuable information for you.

Small Insurance Companies (or “SMICs”) are often referred to as captives, closely-held insurance companies, or a number of other names. Like any corporate structure, SMICs can be ideal tools if they are created for the right type of practice and the corporate formalities are maintained properly in a legitimate jurisdiction. The purpose of this article is to briefly describe appropriate uses, potential benefits, and approximate costs of SMICs. To better illustrate potential benefits, we offer a case study where the use of an SMIC significantly enhanced many areas of the client’s comprehensive financial planning.

### What is a Small Insurance Company (SMIC)?

The SMIC we will discuss here is a properly-licensed, U.S.-based insurance company – domiciled in one of the states that have special legislation for small insurance companies. While some advisors promote insurance arrangements in small international jurisdictions to take advantage of lower creation and maintenance costs, we think it is advisable to domicile SMICs in the U.S. As a number of states’ recent captive insurance statutes allow formation for reasonable costs, we find domestic options to be financially feasible like never before.

### SMIC as a Risk Management Tool

The SMIC must always be established with a real insurance purpose. Insurance companies have been well defined in the vast array of tax laws, revenue rulings, private letter rulings, and case law. There are requirements for an insurance company to be a facility for transferring risk and protecting assets. Practitioners who specialize in this area have found ways to manage risk to maximize long term profit while reducing unnecessary risk within the insurance statutes. How risk is managed and how much risk can be insured in a captive will be answered based on your particular situation. The nice thing is that there is a great deal of flexibility in how the SMIC can benefit a client.

One specific way clients can use the SMIC is to supplement their existing insurance policies. The SMIC can insure deductibles, co-payments, and excluded risks. Such “excess” protection gives the client the security of knowing that the company and its owners will not be wiped out by a lawsuit award in excess of traditional coverage limits. In this case, you could think of the SMIC as a tax-efficient, asset protected war chest to cover potential future losses.

Most doctors are acutely aware of medical malpractice, but there are many other risks to doctors as employers and recipients of insurance (and Medicare). The SMIC can be used to protect the doctor and practice from employment liability, insurance audits, HIPAA defense and a variety of other risks that will vary based on your practice size, revenue, number of employees, and other risks. This protection can be of significant value and potentially very profitable to the SMIC if you manage risk well. In some instances, the SMIC may even allow the client to reduce

existing insurance, as the SMIC policy will provide additional coverage.

Some doctors choose to use an SMIC to provide flexibility in using customized policies not easily found in the commercial space. For example, you may desire a liability policy that would pay your legal fees (and allow full choice of attorney) but would not provide any benefit to creditors or claimants (what we call “Shallow Pockets” policies). This prevents the client from appearing as a “Deep Pocket” (a prime lawsuit target). Avoiding this appearance is a valuable asset protection strategy that is stressed in our book, *For Doctors Only: A Guide to Working Less and Building More*.

The SMIC has the flexibility to add coverage for liabilities excluded by traditional general liability policies, such as wrongful termination, harassment, or even ADA violations. Given that the awards in these areas can be over \$1 million per case, the SMIC can provide valuable protection here. To illustrate how the SMIC can be used, let’s examine the case study of Justin and Harry.

**Case Study:** Justin and Harry Use SMICs  
Justin and Harry are Doctors who each own successful practices and surgery centers. Justin feels like he is paying too much for his group’s medical malpractice and commercial liability insurance policies. After our firm introduced Justin to an attorney and actuary who specialize in SMICs, he created one to issue policies that cover the least significant, most common medical malpractice and commercial liability claims (under \$100,000 per occurrence). This significantly reduced his existing insurance premiums because he then had much higher deductibles for his 3rd party insurance policies.

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## Money Matters continued...

Justin believed he could reduce his insurance premiums to commercial insurance companies, implement successful risk management programs, reduce the claims of the center, and reduce his overall payments and costs. Ultimately, he hoped that the SMIC would help him increase the profits of the center. He was right. While a significant portion of the \$1.5 million in total payments was paid out to cover claims, there was still over \$1 million in his SMIC reserves after five years. Justin also had the SMIC owned by a Trust for his family, so he was able to build the wealth created by the SMIC out of his taxable estate.

Harry had a different approach. He established an SMIC to insure lesser risks that were not covered under commercial insurance. These policies included Medicare fraud defense, HIPAA litigation expense and malpractice defense policies (which is available only to pay for the company's legal fees, but not to pay claimants). After five years, Harry's SMIC paid limited claims. At this point, most of the premiums are still growing as asset-protected reserves of the SMIC to be used to pay future claims. If there are very few future claims, the SMIC may become a profitable investment for Harry and his family.

Harry was also considering bringing on younger partners in to his practice. He plans on using the SMIC as part of an exit strategy for his practice as well, with each new partner responsible for paying some of his buyout—from both the practice and the SMIC.

### SMIC: Compared to Self-Insuring – The “Rainy Day Fund”

Because our society has become so litigious, many Doctors have been “self-insuring” against potential losses like the ones named above. These clients have simply saved funds on an after tax basis to pay any expenses that may arise if a risk comes to fruition. This is the proverbial “rainy day fund.” While a rainy day fund may prove wise, the client would be better off using an SMIC to insure

against any risks. That is because the formal payment of premiums to the SMIC may be taxdeductible to the practice. Those funds in reserve of the insurance company enjoy the highest levels of asset protection (+4/+5), can be structured to grow outside the taxable estate, can be structured to layer into a practice exit strategy, and can generate very significant long term tax advantages as well. None of these benefits are found with the traditional “rainy day fund.”

### Avoiding Land Mines

It cannot be overstated – the SMIC structure must be properly created and maintained by insurance experts. If not, all risk management, asset protection, estate, practice and tax benefits may be lost. For these reasons, using professionals who have expertise in establishing SMICs for clients is critical – especially the attorneys, actuaries and insurance managers who need to be involved. While using such experts and a real SMIC structure may be more expensive than some of the cheaper alternatives being touted on the internet or at fly-by-night seminars, this is one area where “doing it right” is the only way to enjoy the SMIC's benefits and be 100% compliant.

### Who Can Afford an SMIC?

Setting up an SMIC requires particular expertise, as explained above. Thus, as might be expected, the law firms most experienced in these matters charge significant fees for both the creation and maintenance of SMICs. Set-up costs are typically \$75,000+ and annual maintenance costs can be around \$5,000 per month. While these fees are significant (and often fully tax-deductible), they can be shared among a number of SMIC owners. The SMIC's potential risk management, tax, practice, estate planning, and asset protection benefits often combine to make it a very attractive option for very successful doctors. There is no better way for successful practice owners to leverage their advisors than to work with them to create such a flexible and efficient planning tool as a small insurance company.

### Conclusion: SMICs Can Be Great Tools for Certain Physicians

Because successful doctors have significant risks, are interested in better management of these risks, desire asset protection, want to build tax-favored wealth over the long-term, and might enjoy learning new ways to fund practice buy-out and estate planning opportunities, there is a good reason to spend a little time reviewing the benefits of the SMIC as an important planning tool.

**SPECIAL OFFERS:** For a free hardcopy of *For Doctors Only: A Guide to Working Less & Building More*, please call (877) 656-4362. If you would like a free, shorter eBook version of *For Doctors Only*, please download our “highlights” edition at [www.fordocctorsonlyhighlights.com](http://www.fordocctorsonlyhighlights.com).

David B. Mandell, JD, MBA, is an attorney and author of five national books for doctors, including *FOR DOCTORS Only: A Guide to Working Less & Building More*, as well as a number of state books. He is a principal of the financial consulting firm OJM Group ([www.ojmgroupp.com](http://www.ojmgroupp.com)), where Carole C. Foos, CPA works as a tax consultant. They can be reached at 877-656-4362 or [mandell@ojmgroupp.com](mailto:mandell@ojmgroupp.com).

#### Disclosure:

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## Do You Know a Qualified MD or DO Orthopaedic Colleague Who Is Not an SOA Member?

### New Member Incentive

Refer and sponsor **one** new member and receive 1/2 off the registration fee for the next annual meeting.

Refer and sponsor **two** new members and the registration fee for the next meeting is waived.

*Free  
Registration!*

Apply for  
membership  
online at  
[www.soaassn.org](http://www.soaassn.org)

or call  
**866-762-0730**  
and ask for  
an application.

### Member Benefits:

- » 24 FREE CME credits per year through the *Journal of Surgical Orthopaedic Advances (JSOA)*
- » Free subscription to the *Journal of Surgical Orthopaedic Advances (JSOA)*
- » Free 10-credit Self Assessment Exam
- » Eligibility to participate in Ortho-Preferred®, a professional liability insurance program exclusively for orthopaedic surgeons
- » Substantial member discounts to SOA Meetings
- » Registration fee discounts to other regional society meetings
- » Free subscription to official SOA newsletter—*The Tibia Tribune*
- » Awards and professional recognition

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Completion of an accredited residency program and privileges to practice as an orthopaedist in a local hospital are the requirements for both MD and DO candidates.