

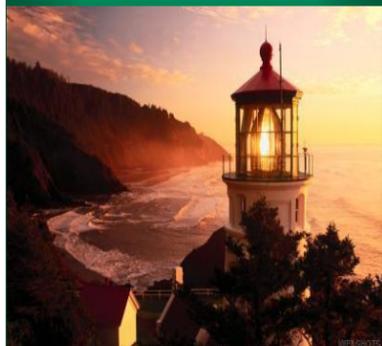
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Visit us on the web:
www.aihinc.com

To request additional copies of the newsletter for your office, please contact Alice Fiedler. You can reach Alice toll free at 877-514-0057, or by e-mail at: afiedler@aihinc.com

If you have any questions about group purchasing or Southeast Community Care please contact B.J. Jones or Debbi Wright toll free at 877-514-0057 or by email bj@aihinc.com dwright@aihinc.com

AIH Shareholder Meeting will be December 10, 2009 at the Hilton New Bern Riverfront Hotel New Bern, NC



Atlantic Integrated Health/The Beacon Company would like to welcome our new Employee:

Bronnie A Jones, Jr.—Director of Operations
Mr. Jones is a retired Lieutenant with the NC Highway Patrol

Visit our new website and see all that AIH has to offer our providers
www.aihinc.com

Winners of our Dine & Dash \$50.00 gift certificate

<p>Jacqueline Harris—Immediate Care of Goldsboro</p> 	<p>Atlantic Integrated Health/ The Beacon Company</p> <p>BJ Jones Director of Operations</p> <p>Debbi Botelho-Wright Director of Provider Relations & Customer Service</p>	<p>Pam Anthony—Carteret Medical Specialists</p> 
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 **Atlantic Integrated Health, Inc.**
1315 S. Glenburnie Rd, Ste. A-3
New Bern, North Carolina 28562

 **HAPPY HOLIDAYS!!** 

2009
SPECIAL EDITION



Chairman
Jim Stackhouse, M.D.
Goldsboro Medical Specialist, P.A.
919-734-9455

Atlantic Integrated Health, Inc.
1315 S. Glenburnie Rd, Ste. A-3
New Bern, North Carolina 28562

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Lighthouse News

Atlantic Integrated Health & The Beacon Company



FROM THE CHAIRMAN

Helping to reduce practice overhead.

While politicians in Raleigh and Washington come to grips with their campaign promises of an improved health care system, but seem to be focusing more on cost than performance, it is important for you to reassess the costs in your own "small business."

One of my colleagues recently lamented: "Medicine in this country is more and more socialized, while my office overhead remains market based!"

While true, it may be time to use the "market" to your advantage. There are opportunities in this time of recession and quiet times in the insurance industry. One of the successes of AIH/Beacon has been providing our practices and partners with access to ways to reduce their office overhead and expenses through the process of group purchasing. And we have been very successful.

Throughout this newsletter you can find information about products and services that we feel are very competitive and worthy of your consideration. It costs nothing to have your staff or office manager "price" these products and services, but the savings can add to your practice bottom line.

I encourage you to take advantage where you can!!

AIH ADVANTAGE PROGRAM

Business & Capital Equipment

A-claim/Preferred Health Technology
Michael McDonald 866-234-5802 ext 1204
Michael.McDonald@pht-inc.net

GroupSource
Josh Naftolin 919-862-0000
jnaftolin@grouppsourceinc.com

Provista (HPPI)
Ken Davenport 919-630-4556
kdavenport@ncha.org

Compliance Issues

Total Medical Compliance
James Chamblee, Jr 888-862-6742
JBChamblee@aol.com

Digital Imaging

BlueRidge X-Ray
Trip Hale 336-509-3783
thale@brxray.com

Electronic Equipment

Andrea Electronics
Cathy Garafola 631-719-1987
cgarafola@andreaelectronics.com

Financial Planning/ Health Savings Account

Physicians Planning Group
John Redfearn 678-579-0490
jredfearn@mdplanning.net

Insurance

Colonial Life & Accident
John Wright 252-622-8136
johnwright42@aol.com

Fireman's Fund
John Redfearn 678-579-0490
jredfearn@mdplanning.net

AMA Insurance Agency/Disability
John Redfearn 678-579-0490
jredfearn@mdplanning.net

AMA Insurance Agency/Disability

Rufus Walston 252-514-0057
thebeaconcompany@aihinc.com

**Chubb Group/ Group & Individual
Darwin/ Director & Officer Coverage
One Beacon/ E&O, D&O, Malpractice**
Bronnie Jones 252-514-0057
bj@aihinc.com

The Prevention Plan

Jeff Ridgeway 843-571-3135
jridgeway@uspreventivemedicine.com

Laboratory Supplies & Diagnostic Testing

Lab Corp

Adrienne Overbay 800-331-2843
overbaa@labcorp.com

Quest Diagnostics, Inc.

Dan Veazey 800-377-8448
dan.c.veazey@questdiagnostics.com

Select Diagnostics, Inc.

John Merritt 336-339-0995
JFMerritt@SSP-Labs.com

CLIAwaived

Tim Drapeau 858-481-5031
td@san.rr.com

Medical Malpractice Insurance

The Doctors Company

BJ Jones 877-514-0057
bj@aihinc.com

Medical Practice Supplies/Equipment

Henry Schein Company

Paul Whitaker 704-514-4571
paul.whitaker@henryschein.com

Provista (HPPI)

Ken Davenport 919-630-4556
kdavenport@ncha.org

CopyPro

Sean Dipple 800-682-6558
sdipple@copypro.net

Forms & Supply

Janet Thornton 800-532-0335
Janet.thornton@formsandsupply.com

Office Depot

Josh Naftolin 866-276-2356
jnaftolin@groupsourcenc.com

Staples

Ken Davenport 919-630-4556
kdavenport@ncha.org

Office Telecommunications Equipment

Connectivity Source

Jay Tayloe 919-781-4186
tmgnc@suddenlink.net

ONHOLD:32

Mike Groom 888-942-3232
mike@onhold32.com

Payroll

CBIZ

BJ Jones 252-514-0057
bj@aihinc.com

Printing & Graphic Services

John S Wright Graphic Services

John Wright 252-622-8136
johnwright42@aol.com

Record Management Storage & Imaging

Confidential Records Management, Inc

Gail Bisbee 888-622-4425
www.crimi-online.com

Software-Medical Practice

Image Management, LLC

Brenda or Brian Hudson 919-829-1479
BrendaHudson@image-management.com

The AIH Physician Advantage Program Preventative Medicine for your Practice Finances

Welcome to Medicine 2009! Don't you wish there had been a course on this topic in Medical School? With Congress still debating and Holidays coming up, anyone not named Merlin has no idea what will come of the current healthcare reform effort. AIH was born out of one of the last efforts as Managed Care threatened the Quality of Care we provided to our patients and represented our effort to compete with the forces that were driving the economic bus at that time. President Clinton failed to pass a sweeping reform effort and now the winds of change have ushered in another President who seeks to provide us with Hope and Change. *We have some advice. Get Ready!* With Healthcare costs approaching 20% of the gross national product of economic output, something is going to change with healthcare. There will be some winners in the effort but with proper planning we should be able to avoid being a loser. The AIH advantage program was designed with you in mind. We want all of our practices to be winners and have designed world class programs to help you succeed in business as well as in the current reform effort. AIH is introducing the AIH Practice Checkup to take a look at the challenge facing all of us and let us introduce you to cost saving programs and ideas that will save you money. There is no risk and the services are up to you to engage. We make the introduction. We think that the easiest money to make is money that you would have spent on overhead. The AIH Advantage Program was specifically designed for Physicians by Physicians. Take the challenge and we will save you money on services. If you don't participate in supplies savings through our GPO programs with Henry Schein and Provista through the NCHA, you should fill out the challenge form and let us help you drive further savings back to your bottom line.

Our Physician and Practice Insurance Services Department provides world class products and services at the best available price anywhere. Insurance is one of the largest costs you have today. Loyalty to an Insurance company by you should be rewarded with quality and excellent price and service. Let us be sure you have the best and the right coverage available. Check us out on the web at:

Aihinc.com

30 minutes and \$50000 ROI

Thirty minutes invested in looking at our programs could result in \$50,000 of revenue per physician in your practice

PQRI which is a one or two day project could enable you to get a bonus approaching \$3000-5000 per physician in your practice [2% of Medicare revenues].

E prescribing comes with a 2% bonus and helps the practice prepare for the transition to electronic records.

A Claims helps reduce lost revenues from bad checks and overhead costs for mailing statements, etc.

Image Management is an authorized dealer for the award winning **Dragon Naturally Speaking** voice recognition software used by many AIH physicians to save on transcription costs and prepare for electronic records as well.

Tangible Solutions is a Charlotte based e health solution that can provide e prescribing, website solutions and EMR products and support that could lead to the \$40,000 federal stimulus money that will become available next year. Details available soon on our website.

Thanks for the opportunity to work with you as we prepare for the future. We exist to serve you.

Regards,

Kerry A Willis MD