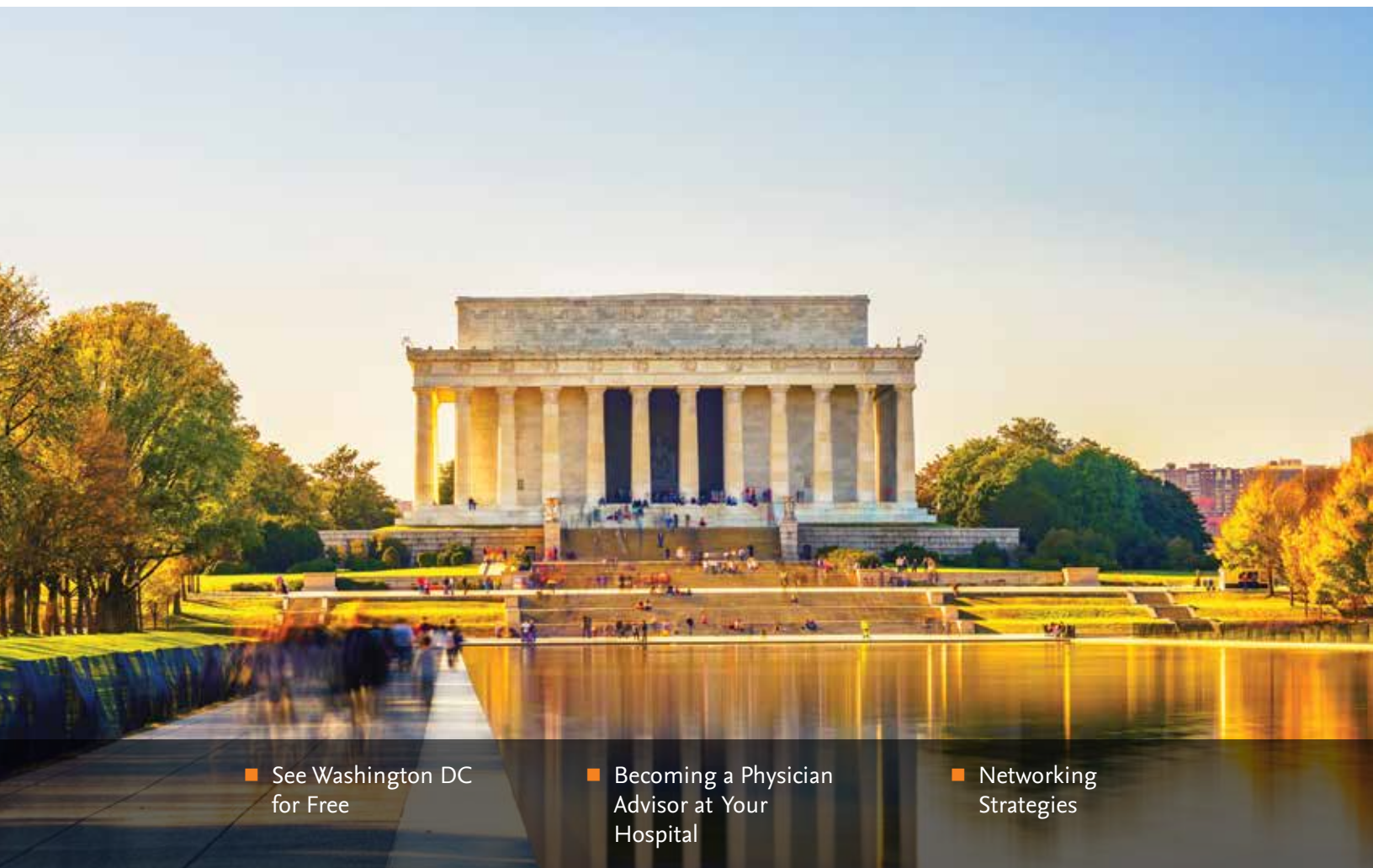


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■ Becoming a Physician
Advisor at Your
Hospital

■ Networking
Strategies

Career Guide

INFECTIOUS DISEASE

WASHINGTON, DC

October 2019



PennState Health

Milton S. Hershey Medical Center

Medical Director of the HIV/AIDS Program, Adult Infectious Diseases

What we're offering:

- Mid-level faculty position at Penn State Health Milton S. Hershey Medical Center located in Hershey, PA
- Care of patients in the ambulatory setting, primarily those with HIV/AIDS
- Medical Director and leader of the HIV/AIDS program
- Consultation on inpatients with a wide variety of infectious diseases
- Clinical teaching of medical students, residents, and fellows

What we're seeking:

- Experienced, mid-level Adult Infectious Diseases Physician at the assistant or associate professor level
- Strong clinical and teaching skills, interested in joining an established team that provides outstanding consultative infectious diseases and HIV care
- Appropriate candidates must possess an MD, DO, or foreign equivalent
- BE/BC in Infectious Diseases
- Must have or be able to acquire a license to practice in the Commonwealth of PA, no J1 Visa waiver options available

For more information about the Adult Infectious Diseases position please contact: Heather Peffley, Physician Recruiter at: hpeffley@pennstatehealth.psu.edu



PennState Health

Children's Hospital

Infectious Diseases Pediatrician at our Hershey campus.

What we're offering:

- Rank commensurate with experience
- A high-quality and state-of-the-art program with a national reputation for teaching, research and state of the art patient care related to childhood obesity, child abuse, quality improvement, screening tests, and breastfeeding
- Participation in resident and medical student education
- Interaction with dynamic clinicians and an outstanding array of cutting-edge researchers at both University Park and Hershey campuses
- Competitive salary, generous benefits and the ability to become part of the collegial faculty of Penn State Pediatrics

What we're seeking:

- Must be BC/BE in Pediatrics and Pediatric Infectious Diseases
- Outstanding patient care qualities
- A strong or growing track record of scholarship, and a deep commitment to excellence in education

Interested candidates, please send CV and cover letter to Patty Shipton, FASPR, Physician Recruiter, at: pshipton@pennstatehealth.psu.edu



What the area offers:

Located in a safe family-friendly setting, Hershey, PA, our local neighborhoods boast a reasonable cost of living whether you prefer a more suburban setting or thriving city rich in theater, arts, and culture. We're conveniently located within a short distance to major cities such as Philadelphia, Pittsburgh, NYC, Baltimore, and Washington DC.

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Washington DC's iconic monuments and vast museums are free to the public.



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Find out more about **Becoming a Physician Advisor At Your Hospital.**

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Read about **Networking Strategies** to help you get ahead.



See Washington DC for Free

Enjoy the free or low cost splendor of our nation's capital.

There's so much to see in Washington, DC. With over 75 museums and an active theater scene, there are cultural possibilities at every turn. The best part? Many of DC's attractions are free or low cost.

Make sure the battery is fully charged on your camera or smart phone and make the most of your down time during your stay at these cultural and noteworthy places of interest.

National Gallery of Art

Composed of an East Building and a West Building this museum is for the art connoisseur. Visit one of the gallery's four cafes for lunch between your tours of Matisse and Monet. Free self-guided and audio tours. Visit the website for information on tours in other languages and for special films and symposia, also free.

401 Constitution Avenue NW | Washington, DC 20565

nga.gov

Smithsonian National Museum of Natural History

Over 126 million artifacts on display here. Highlights for the museum include the O. Orkin insect zoo, the Hall of Human Origins (with life-sized models of early humans dating back 6 million years), the Butterfly Pavilion and the IMAX Theater. Visit the website for information on concerts and other one-time events.

1000 Constitution Avenue NW | Washington, DC 20560

naturalhistory.si.edu

Smithsonian National Air and Space Museum

Amelia Earhart's Lockheed Vega 5B, Charles Lindbergh's Spirit of St. Louis and Wilbur Wright's 1903 Flyer are some of the celebrated aircrafts you'll see here. The museum also features a flight simulator, and a three-level gift shop.

Sixth Street and Independence Avenue SW | Washington, DC 20560

airandspace.si.edu

United States Holocaust Museum

Powerful and deeply moving, this museum is focused on the atrocities of the Holocaust during World War II. Oral histories, the identification of an actual person who experienced the Holocaust and authentic period materials provide a personal connection to those who perished. Book your visit time online to ensure entrance.

100 Raul Wallenberg Plaza SW | Washington, DC 20024

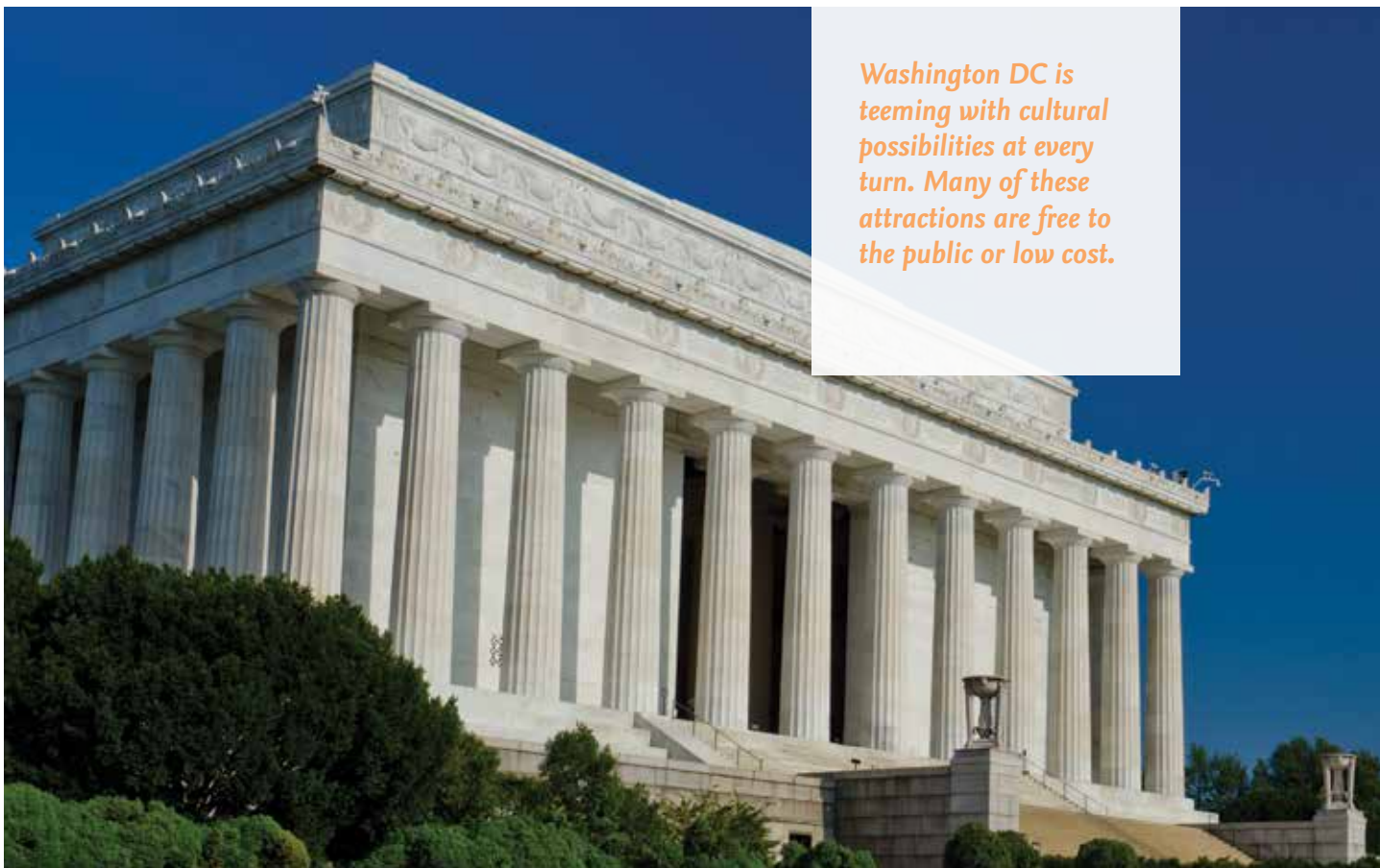
ushmm.org

National Archives

Displays the Charters of Freedom (the Constitution, the Bill of Rights, the Declaration of Independence) and other national treasures. Murals by Barry Faulkner, depicting scenes of the "presentations" of the Declaration of Independence and the Constitution (both fictional) are also on display.

700 Pennsylvania Avenue NW | Washington, DC 20408

archives.gov



Washington DC is teeming with cultural possibilities at every turn. Many of these attractions are free to the public or low cost.

The Kennedy Center

This legendary performing arts center located on the Potomac River is named after President John F. Kennedy, whose famous passion for all things creative gave rise to the National Endowment for the Arts. Docents give free guided tours of the center every 10 minutes discussing featured artwork and the interactive exhibit on the life of President Kennedy. The Millennium Stage in the Grand Foyer offers free concerts, dance performances and other performances at 6pm every night of the year. Visit the website for upcoming free events.

2700 F Street NW | Washington, DC 20566

kennedy-center.org

Basilica of the National Shrine of the Immaculate Conception

Mother Teresa, Pope Francis and Pope John Paul II are just a few of the religious figures who have visited the largest Roman Catholic Church in North America. Chapels saluting the Virgin Mary, Byzantine-style Mosaics and papal artifacts are some of the treasures you'll glimpse as you tour the Basilica. National Shrine is also home to the world's largest collection of contemporary ecclesiastical art including paintings and statues. The Basilica is open 365 days a year and offers daily masses and confessions as well as guided tours.

A gift shop, book store and cafeteria also caters to visitors on the crypt level.

400 Michigan Avenue NE | Washington, DC 20017

nationalshrine.com

Ford's Theatre National Historic Site

Ford's Theatre is a working theatre, historical monument museum and learning center. Ford's theatre museum and education center are open daily for patrons to learn about the Civil War and Lincoln's life and assassination. Artifacts related to Lincoln's assassination conspiracy, exhibits exploring his presidency and the Civil War, as well as a 34-foot tower of Lincoln's books are also available to the public.

511 10th Street NW | Washington, DC 20004

fords.org

Smithsonian Museum of African American History and Culture

This latest addition to the Smithsonian family opened in September 2016. Located right by the Washington Monument, it is the only national museum devoted exclusively to African American culture and focuses on understanding history through the viewpoint of the African American experience.

Collections document art and history covering artifacts dating from the African Diaspora to present day. The museum is free to the public like all Smithsonian museums; same-day timed entry passes are available starting at 6:30 am daily only through the website.

1400 Constitution Avenue NW | Washington, DC 20560

nmaahc.si.edu

Old Stone House

The Old Stone House was built in 1765 and is the oldest structures on its original foundation in Washington, DC. Originally Suter's Tavern, the site was also a car dealership when the government purchased the property in 1953. It has been cared for by the National Park Service since 1960 and is open daily from 11am-6pm.

3051 M Street NW | Washington, DC 20007

nps.gov/places/old-stone-house.htm

Politics & Prose Bookstore and Coffeehouse

Book enthusiasts will love this Washington DC institution for literary discourse, to peruse political titles and to partake of authors' readings. Visit their website to learn about featured authors scheduled to read at Politics & Prose during your stay. Enjoy a coffee and get a good seat at a book reading.

5015 Connecticut Avenue NW | Washington, DC 20008

politics-prose.com

Capitol Building

The main entrance to the US Capitol is the Capitol Visitor Center. Below the grounds, there are guided tours of the US Capitol Rotunda, an orientation film, and Emancipation Hall's historic treasures. Above ground is the awe-inspiring Library of Congress, offering tours of the world's largest collection of historic books, papers and recordings. The Visitor Center is open Monday through Saturday from 8:30am-4:30pm. Tours are free, but tour passes are required.

East Capitol Street NE | Washington, DC 20004

visiththecapitol.gov ■

LOWCOUNTRY INFECTIOUS DISEASES



HIRING: BC/BE ID PHYSICIAN

REQUIREMENTS:

- Infectious Diseases Board Certification/Eligibility

LOCATION:

Historic Charleston, South Carolina

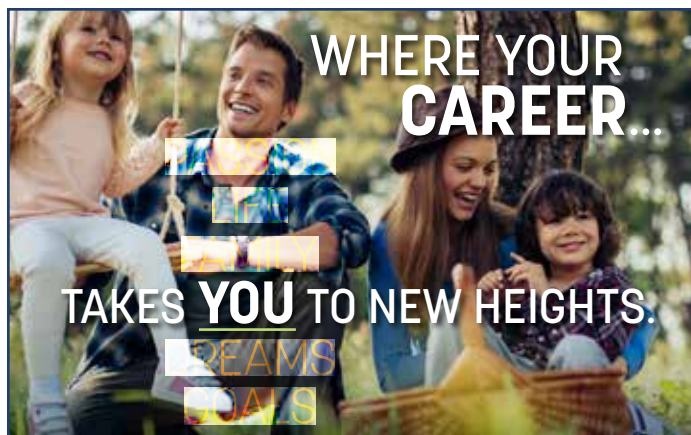
- Many attractions including beaches, museums, visual arts, plantations, music, and cultural events
- Located halfway between Washington, DC and Miami, FL
- About 230 days of sunshine each year with an average temperature of 65 degrees
- Internationally recognized for food and fine dining
- Continuously rated "Best Place to Live"

BENEFITS:

- Compensation with productivity-based incentives: DOE
- Signing bonus
- Standard benefits including 401K

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smccoin@lcids.com

And check out our website at www.lowcountryid.com



WATSON CLINIC^{LLP}

Physician-owned Watson Clinic LLP, a 200+ physician multispecialty group in Lakeland, FL (between Tampa and Orlando) is seeking a **BC/BE Infectious Diseases** to join a high volume practice.

Watson Clinic call is two days on and two days off. Every fifth weekend is shared with community ID for 850-bed hospital. Bartow Regional Medical Center call is every other weekend, rotated with other Watson Clinic Infectious Diseases physician. Exceptional suburban setting & varied patient mix. NO STATE INCOME TAX!

Benefits include relocation assistance, malpractice insurance, and CME & dues allowance, paid time off, 401(k) & more.

We invite you to contact us by calling 800-854-7786 or emailing WCPHysicians@WatsonClinic.com!



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- Put your career in the hands of Elsevier, the world-leading provider of information solutions for medical professionals



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Board Certified or Board Eligible Infectious Disease Physician needed for busy collegial group practice.

We provide Infectious Disease services to Philadelphia, Bucks and Montgomery Counties. We see both office and hospital patients.

We have a busy HIV practice (we have the largest private practice for HIV patients in Bucks County), a travel medicine clinic, perform PA Medical Marijuana Certifications, Fecal Microbiota Transplantation and conduct an STD Clinic.

Several of our physicians are involved in Wound Care, Supervising Hyperbaric Oxygen Treatments and Antibiotic Stewardship.

We also teach medical students and residents in our local hospitals. We now have case managers from Bucks County Family Services in our office to assist our HIV patients.

Please take a look at our website: www.idadocs.com to gain more insight into our practice.

Interested physicians, please submit your resume to:

Irene E. Rosenberg, RN, BSN, Esquire
Practice Administrator
Infectious Diseases Associates, PC
mailbox@idadocs.com



Assistant/Associate Professor of Medicine/Infectious Diseases

The School of Medicine of Stony Brook University is seeking an Infectious Disease physician to join our faculty in the Division of Infectious Diseases. This is a full-time academic position at the Assistant or Associate Professor level. Must be board certified in Internal Medicine and Board Certified/Eligible in Infectious Diseases with patient care and teaching experience. Preferred qualifications include clinical experience in the treatment of Infectious Diseases in the Immunocompromised host. Ideal candidates will have a commitment to establishing a track record as a clinical educator and/or clinical researcher.

To qualify for an appointment as Associate Professor or Professor, the candidate must meet the School of Medicine's criteria for Appointment, Promotion and Tenure located at: <http://medicine.stonybrookmedicine.edu/facultysenate/committees/apt>

We are seeking individuals to become involved with our expanding program of patient care, teaching, and academic scholarship. Opportunities for developing clinical or basic research projects exist, potentially with support of targeted research awards. Stony Brook is located in suburban Suffolk County, Long Island, New York, offering excellent schools and wonderful recreational activities, including access to beaches, boating and the cultural wealth of New York City. The level of appointment will be dependent on credentials and experience.

Send letter and CV to:

Bettina Fries, MD, FIDSA
Professor of Medicine, Molecular Genetics and Microbiology
Chief, Division of Infectious Diseases
Stony Brook Medical Center
HSC T-15-080
Stony Brook, NY 11794-8153
Fax: 631-444-7518

Email: DOMFacultyApplicants@stonybrookmedicine.edu

For a full position description or application procedures, visit:
www.stonybrook.edu/jobs (Ref. # F-9894-19-08-F)

*Stony Brook University is an affirmative action/
equal opportunity employer and educator.*

Make a difference
Make it happen



Make a change for the better at CFG Health Systems and help those that need help the most. We are a broad-based medical, dental and behavioral healthcare provider delivering the highest quality services to county correctional facilities throughout New Jersey, and the Albany, New York area.

Infectious Control Physician - Part time Albany, New York

CFG Health Systems has a unique opportunity located on the west bank of the beautiful Hudson River. We are seeking a dedicated physician who will be responsible for the prevention and treatment of communicable diseases through patient treatment and ensuring on-going supervision of the on-site chronic clinics. Requires a New York medical license and CDS certification.

EEO M/F/D/V

We'd like to hear from you. If you're interested, please contact our recruiter, or apply online.

Daphne Correa
Senior Provider Recruiter
Cell: 856-602-1104
dcorrae@cfgpc.com

cfghealthsystems.com



UPSTATE

MEDICAL UNIVERSITY

The Department of Medicine at Upstate Medical University has an anticipated opening for a full-time Infectious Disease staff physician that will include an academic appointment as an Assistant/Associate Professor of Medicine. Responsibilities include provision of care to people with a diverse mix of infectious diseases; providing in- and out-patient ID consultation; executing Infection Control and Antibiotic Stewardship policies and procedures; and teaching medical students, interns, residents, and fellows. Teaching is performed in the context of providing clinical care and during didactic sessions. The balance of clinical and teaching activities is negotiable. Opportunities exist for participation in translational and clinical research within Syracuse and abroad. Clinical leadership opportunities are available. Applicants must have a MD/DO, be BC/BE in Infectious Diseases, and have a New York State license or be eligible for the same. Experience as an independent ID clinician and as attending physician and teacher is preferred. The practice supports ID care at a variety of in-patient settings to include government, private, and Veterans Administration facilities all within a short walk of the office. The beautiful Central New York Fingerlakes region offers excellent schools, affordable housing, numerous recreational and social activities, and gorgeous seasonal weather. Syracuse and the surrounding areas offer the opportunities of a city without the cost or logistical challenges. Highly competitive compensation with vast opportunities for revenue generation.

Please forward CV and references to:

Deborah J. Tuttle, PHR, SUNY Upstate Medical University, Department of Medicine,
550 East Genesee Street, Suite 201, Syracuse, NY 13202 or to tuttled@upstate.edu

Upstate Medical University is an AA/EEO/ADA employer committed to excellence through diversity. Women and minorities are encouraged to apply.

Becoming a Physician Advisor at Your Hospital



As hospitals strive to remain profitable and competitive in today's health care environment, the addition of a Physician Advisor (PA) to the administrative staff is viewed as not only good for business but also as good for patients.

Once a role typically filled by physicians who were nearing retirement, the Physician Advisor has evolved into a position that is part compliance expert, part patient care coordinator, and part hospital administrator. The PA's role is to perform in an advisory capacity with:

- Utilization of Hospital Resources (Level of Care and Length of Stay)
- Documentation and Compliance
- Clinical Review of Patients
- Medical Necessity Protocol
- Care/Case Management with Physicians and Staff
- Quality of Care Provided
- Referrals to Alternative Facilities (Physical Therapy, Hospice, etc.)
- Insurance Claims (Appeals of Denials)
- Informing Physicians About Regulatory Changes
- Informing Staff About ICD Code Changes and Interpretation
- Patient Satisfaction
- Physician Peer Review

The Affordable Care Act outlines specific guidelines for the unique role of a PA as the job is complex and exists to serve both the provider (hospital) and the patient. This pivotal position serves as a


bridge between the hospital's clinical staff and the administrative staff and works to improve communication on all levels. As a result of this increased interaction between physicians, staff, and patients, the patients receive better care.

With the ever-changing compliance environment, a PA must stay informed and current about every aspect of patient care from quality of care to medical necessity guidelines. The PA serves as a liaison to ensure that the patient receives appropriate care and that all medical services rendered are correctly submitted for reimbursement. When necessary, the PA coordinates the appeal process if an insurance claim is denied.

What Knowledge and Expertise Do You Need?

A medical degree and experience in utilization management is the ideal background for a PA. Degrees in Internal Medicine, Family Practice, or Emergency Medicine are particularly useful due to the broad background provided by these specialty areas. Naturally, other specialty areas of medicine can also provide the appropriate background to perform well as a PA. Success as a PA is always dependent on the unique combination of training, experience, and temperament of any given individual.

Medical knowledge is integral to the PA's role in peer review activities as well as in the process of appealing health insurance claim denials. Because the PA coordinates and supervises a wide range of activities with the hospital's medical and administrative staff as well as with patients, their families, and health insurance carriers, communication skills are a necessity.



“The Affordable Care Act outlines specific guidelines for the unique role of a PA as the job is complex and exists to serve both the provider (hospital) and the patient.”

Temperament Is Key

Is a PA role right for you? Even if you have a stellar background in medicine and can point to years of success as a physician, a PA position may still not be a good fit for you. The successful PA brings a broad medical knowledge to the job as well as a comprehensive understanding of utilization management and necessity of care protocols, an interest in keeping current with compliance and insurance regulations, and a passion to deliver quality care to patients. But there is still one key ingredient that can't be taught in any medical school or hospital setting – temperament. Do you have the communication skills of a seasoned diplomat to help you navigate the choppy waters when you must make a recommendation or suggestion that is contrary to what a physician has ordered or what the staff is accustomed to providing in a similar case? Always maintaining that delicate balance between advisor and advocate is the mark of a successful and valuable PA.

In addition to the daily interactions with physicians, patients, patients' families, and hospital staff, a PA also has to commit to a heavy load of committee work and meetings on topics such as “Quality of Care,” “Safety,” and “ICD 10 Updates.” Attending (or running) these topic-specific meetings and/or workshops is integral to the successful performance of a PA's duties.

This is an exciting and growing area of medicine – one that has a direct effect on a hospital's bottom line. As a PA, you can not only ensure that your hospital receives every reimbursement dollar that is appropriate from insurance, but you also assist in helping the hospital achieve increased patient satisfaction and better health outcomes for its service area.

To learn more about becoming a PA, contact the ACPA (American College of Physician Advisors), or NAPA (National Association of Physician Advisors). ■

Sources:

Agency for healthcare Research and Quality - ahrq.gov;

American College of Physician Advisors - acpadvisors.org;

National Association of Physician Advisors - worldcongress.com/NAPA

ABOUT THE AUTHOR

Melanie Grano is a freelance business writer and 20-year Journalism veteran who regularly contributes to career-based publications, including *ThirdCertainty* and *Computer Times*.



The Division of Infectious Diseases of The University of Toledo is recruiting an Academic Infectious Disease Physician at the rank of Assistant or Associate Professor. The ideal candidate will possess a strong commitment to clinical care and education. Interest or experience in healthcare epidemiology or orthopedic infections is desirable. Candidates should be board certified or board eligible.

The Infectious Diseases Division is an 8-member group with 4 fellows. We provide inpatient and outpatient consultation services at ProMedica Health Care System and University of Toledo Medical Center. Our faculty enjoy great work-life balance.

The University of Toledo maintains a fertile environment for academic career advancement. Professional development in the disciplines of patient care, teaching, and research is strongly supported. Candidates with significant research interests and accomplishments will be supported with protected research time. Our physicians benefit from competitive salaries and a generous benefits package.

Toledo is Ohio's fourth largest city with a metro area population of 600,000. It provides important small town advantages such as convenience and a low cost of living. At the same time, it boasts a fantastic zoo, a world-class art museum, an excellent symphony, and minor league sports. The Maumee River and Lake Erie provide ample water sports. Schools are excellent and diverse.

The University of Toledo is an Affirmative Action/Equal Opportunity Employer.

If interested, please contact :

Jennifer Hanrahan, D.O.

Chief, Division of Infectious Diseases
University of Toledo 3000 Arlington Avenue
Toledo, OH 43614

e-mail: Jennifer.Hanrahan@UToledo.edu | (419)383-4328

Career Opportunities | Louisville, Kentucky

Adult and Pediatric Infectious Disease Physicians

Pediatric infectious disease physician

Norton Children's Hospital and the University of Louisville School of Medicine Department of Pediatrics, Division of Pediatric Infectious Diseases, are seeking a board-certified/board-eligible, fellowship-trained pediatric infectious disease physician. The selected candidate will function as part of a dynamic, interdisciplinary team of professionals who are internationally known for their work in the field. Interest in transplant patients and immunocompromised hosts is preferred. The division has a fellowship training program that has been accredited since 1994, a laboratory that is closely associated with the clinical microbiology laboratory for the hospital system, and access to departmental clinical and outcomes research infrastructure. Opportunities are available for academic and research career development with flexible work assignment tailored to the candidate's interests.

Visit us at
exhibit booth
542

To discuss this opportunity, contact
Amanda Bailey, director, physician recruitment,
at **(502) 439-5144** or submit your CV to
amanda.bailey@nortonhealthcare.org.



Adult infectious disease physician

Norton Infectious Disease Specialists, a part of Norton Medical Group, is seeking a board-certified/board-eligible, fellowship-trained infectious disease physician. In response to Kentucky and Indiana being two of the seven states with hepatitis C infection rates at least twice the national average, our physicians provide care at Norton Complex Care Clinics that were created for patients with hepatitis C. Norton Infectious Disease Specialists provides comprehensive HIV care to more than 1,000 patients ranging from ages 15 to 75, and PrEP maintenance therapy for patients age 15 and older. Interested providers also have the opportunity to work on Norton Healthcare quality improvement projects, including antibiotic stewardship, *Clostridium difficile*, hepatitis C, population health-based sexually transmitted infection prevention strategies and HIV infection care. The position offers the opportunity to provide inpatient and outpatient services with the ability to work in a fully focused infectious diseases practice.

To discuss this opportunity, contact Brittany Brohm,
senior recruiter, physicians, Norton Medical Group, at
(502) 777-6533 or submit your CV to brittany.brohm@nortonhealthcare.org.



Norton Healthcare is an Equal Opportunity Employer M/F/Disability/
Veteran/Sexual Orientation/Gender Identity

Networking Strategies



In the business world, networking is an important skill. As a physician, the benefits of growing a network of colleagues are likely to be far reaching and long lasting. Because there are so many jobs available for physicians, networking may not seem necessary. However, if you have your eye on a leadership role or if you are interested in searching for a non-traditional job in the medical field, then networking is a good way to locate those opportunities at any stage in your career.

Maintaining a professional network of associates and co-workers can also help to keep your own skills and knowledge current and relevant. It will enable you to stay informed about the latest challenges, trends and best practices. By staying in touch with a variety of medical practitioners in different work environments, you can stay up-to-date with emerging areas of medicine, new specialty fields and job opportunities.

Also, by interacting with other physicians, you will be in a better position to develop a big picture view of healthcare. The perspective and insight gleaned from professional networks can help you to identify new ways to address old, familiar problems. A broader, informed perspective can also facilitate serving in leadership roles that may help shape medical research priorities or determine healthcare standards and practices in need of revision.


By and large, the majority of job opportunities for physicians are not widely advertised. Finding these types of opportunities requires creative problem-solving. Often, doctors who hold leadership roles or who have non-clinical jobs explain that they were asked or invited to assume such positions. This can only happen if those who are hiring for such positions know who you are and have a strong sense of what you can bring to the

table which often requires networking. In fact, statistics from the U.S Bureau of Labor Statistics show that 70 percent of all jobs are found through networking.

The first step in creating a strong network is to determine your professional goal and what you intend to achieve. Networking requires a give and take and will only pay dividends if you are genuine about wanting to get to know and help others. This might sound counter intuitive, but only if you are sincere about helping others will they want to help you in return. Heidi Moawad, MD, in an article in MD Magazine advises that it is important to enter into any networking opportunity without a 'me first' attitude in order to maximize the benefit for everyone - including yourself.

Now, let's take a look at seven networking strategies that you can use to expand your network:

1. Identify people who are likely to have the connections and knowledge to help you reach your goals. Start from your list of co-workers and associates. Begin with those you know and expand outward from there.
2. Expand your physician job opportunities by staying in close touch with your recruitment specialist. Prepare a high-level pitch. Keep practicing until you can convey who you are and your professional goals by speaking calmly, naturally and without hesitation.
3. Join professional groups and associations and take advantage of their physician networking opportunities by regularly attending meetings and conferences. Merritt Hawkins has this suggestion: When meeting a new, professional contact, get to know the person a little and start by asking for information—



By staying in touch with medical professionals in different work environments, you can stay up-to-date with new opportunities.

not a job. By talking to contacts, you can find out more about the person. Once you have made a new professional contact, make sure you have each other's information by exchanging business cards and follow up. Nothing beats sending a text, email, or even a handwritten note to demonstrate your appreciation and interest.

In an interview with ENT Today, Dr. Lisa Ishii, chief quality officer at Johns Hopkins School of Medicine in Baltimore says it's important to take advantage of as many growth and development opportunities as possible. Advancing your medical career "does require someone to stretch beyond their comfort zone." In fact, staying within your immediate circle means you will end up with a limited point of view. She adds, "It's really just a matter of stretching yourself to do it. If you stretch yourself to seek other ideas, thoughts, and innovative ways to address problems, then you'll come up with a more comprehensive [network]."

Dr. Ishii goes on to say that when you are at social events, you should limit your drinking. Getting intoxicated at social events with other physicians is unwise - your contacts could be scared off from your behavior and that could cost you valuable referrals.

4. Participate in online discussions and forums in order to make new contacts who you can meet later at conferences and/or networking events.

5. Connect via social media. The proliferation of social media sites such as LinkedIn is a game-changer for relationship building. While the traditional method of networking is attending local, regional, or national events, Dr. Ishii says social media is "enabling people to stay connected in a way that they were never able to do." Now, with just a few clicks, you can read

about what someone was doing.

She adds, "With Twitter, Instagram, Facebook, and Snapchat, we have instant access with people all of the time. If anything, one has to be careful to limit oneself to not spending hours a day just browsing around, seeing what people are up to. But, with discipline, obviously, it's a great tool to stay connected with people."

When using social media to network, pay extra attention to what you post and how you represent yourself online. Based on the American Medical Association's policy statements, the American College of Physicians and the Federation of State Medical Boards have social media guidelines.

6. Stay in contact with former colleagues and employers. Allow 5-10 minutes each day for a call; slow and steady relationship building is the foundation of good professional networking.

7. If and when you leave a facility or practice for another, resist the temptation to bad-mouth your ex-employer. According to Merritt Hawkins, it is important not to burn bridges with the people you are leaving behind. The medical community is small. If you leave a practice, fire an employee, divorce another doctor or experience any other touchy circumstance, don't aggravate people too much in the process because you will pay the price when they try to sabotage your practice. Other disgruntled doctors can just as easily become your new practice's whistleblower to the medical board, initiate a hospital peer review, or go on a negative online smear campaign.

By all accounts, there are many reasons why cultivating a professional network is important for physicians. At the end of the day, expanding the depth and variety of your professional relationships helps you become better at what you do, and can

translate into an abundance of new—and often unexpected—professional opportunities. ■

Sources:

How Physicians Can Build a Network to Boost Their Career, Richard Quinn (January 7, 2018) - [ENT Today](#)

How Doctors Can Improve Their Networking Skills, Heidi Moawad, MD, (June 26, 2017) - [MD Magazine](#)

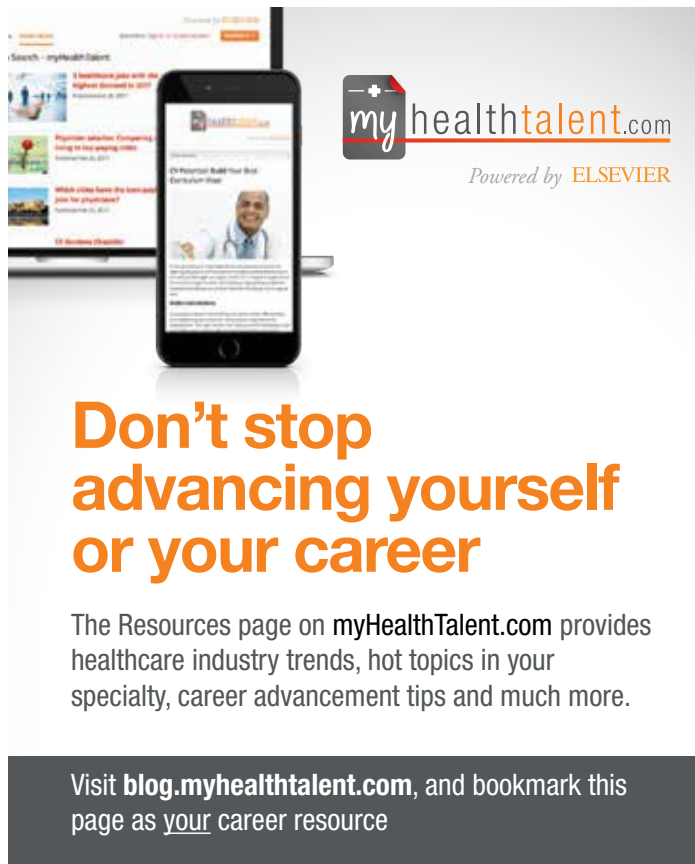
How to Build a Professional Network and Why You Should Start Now, (January 17, 2018) - [Merritt Hawkins](#)

New Survey Reveals 85% of All Jobs are Filled Via Networking, Lou Adler, (February 29, 2016) - [LinkedIn](#)

New Recommendations Offer Physicians Ethical Guidance for Preserving Trust in Patient-Physician Relationships and the Profession When Using Social Media, ACP Newsroom (April 11, 2013) - [American College of Physicians Online](#)

ABOUT THE AUTHOR

Melanie Grano is a freelance business writer and 20-year Journalism veteran who regularly contributes to career-based publications, including *ThirdCertainty* and *Computer Times*.



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THE UNIVERSITY of
TENNESSEE **UT**
HEALTH SCIENCE CENTER

Le Bonheur
Children's Hospital

The Infectious Disease Division in the Department of Pediatrics at The University of Tennessee Health Science Center/Le Bonheur Children's Hospital in Memphis, TN seeks a faculty member in Transplant Infectious Diseases.

This successful candidate will join a division of five clinical faculty who are engaged in clinical, educational and translational research. In addition to transplant responsibilities, this physician will also provide patient care through the inpatient consultation service and outpatient clinic. The division has a Pediatric Infectious Diseases fellowship program in partnership with St. Jude Children's Research Hospital with up to two fellows per year.

Memphis, the second largest city in Tennessee. Memphis has a vibrant music scene as well as many other points of interest including Beale Street, The National Civil Rights Museum, Graceland, and the FedEx Forum where Memphis' NBA team, the Grizzlies, play. Memphis was recently named the Best Food Town by Alton Brown of the Food Network.

**Please contact Dr. Sandra Arnold,
Professor and Division Chief at sarnold5@uthsc.edu.**



PennState Health

Milton S. Hershey Medical Center

Medical Director of the HIV/AIDS Program, Adult Infectious Diseases

What we're offering:

- Mid-level faculty position at Penn State Health Milton S. Hershey Medical Center located in Hershey, PA
- Care of patients in the ambulatory setting, primarily those with HIV/AIDS
- Medical Director and leader of the HIV/AIDS program
- Consultation on inpatients with a wide variety of infectious diseases
- Clinical teaching of medical students, residents, and fellows

What we're seeking:

- Experienced, mid-level Adult Infectious Diseases Physician at the assistant or associate professor level
- Strong clinical and teaching skills, interested in joining an established team that provides outstanding consultative infectious diseases and HIV care
- Appropriate candidates must possess an MD, DO, or foreign equivalent
- BE/BC in Infectious Diseases
- Must have or be able to acquire a license to practice in the Commonwealth of PA, no J1 Visa waiver options available

For more information about the Adult Infectious Diseases position please contact: Heather Peffley, Physician Recruiter at: hpeffley@pennstatehealth.psu.edu



PennState Health

Children's Hospital

Infectious Diseases Pediatrician at our Hershey campus.

What we're offering:

- Rank commensurate with experience
- A high-quality and state-of-the-art program with a national reputation for teaching, research and state of the art patient care related to childhood obesity, child abuse, quality improvement, screening tests, and breastfeeding
- Participation in resident and medical student education
- Interaction with dynamic clinicians and an outstanding array of cutting-edge researchers at both University Park and Hershey campuses
- Competitive salary, generous benefits and the ability to become part of the collegial faculty of Penn State Pediatrics

What we're seeking:

- Must be BC/BE in Pediatrics and Pediatric Infectious Diseases
- Outstanding patient care qualities
- A strong or growing track record of scholarship, and a deep commitment to excellence in education

Interested candidates, please send CV and cover letter to Patty Shipton, FASPR, Physician Recruiter, at: pshipton@pennstatehealth.psu.edu



What the area offers:

Located in a safe family-friendly setting, Hershey, PA, our local neighborhoods boast a reasonable cost of living whether you prefer a more suburban setting or thriving city rich in theater, arts, and culture. We're conveniently located within a short distance to major cities such as Philadelphia, Pittsburgh, NYC, Baltimore, and Washington DC.

Doctor, can you be credentialed quickly and easily?

A complete professional profile makes
that possible and will also help physician
recruiters identify you for open positions.

Go to **MyData.BoardCertifiedDocs.com**
to update your professional data
FREE on our **secure** portal.
(MDs or DOs – including residents)

If you previously registered on this site, just login
(use Forgot Password if necessary) **Otherwise...**

Just click the  button.

Complete registration once.
Then update your professional details.

Bookmark the site to return as often as you like.
(We'll remind you once a year.)



The Official Physician Professional Data Form
for credentialing publications

Physician Scientist – Infectious Diseases
Department of Internal Medicine
Roswell Park Comprehensive Cancer Center

The Division of Infectious Diseases in the Department of Internal Medicine is seeking to recruit a full-time physician-scientist at the Assistant or Associate Professor level to join a vibrant team of physicians and scientists dedicated to preventing, understanding and treating infectious diseases. The applicant's expertise may be in laboratory or clinical research, and should be relevant to cancer. Examples of research expertise include, but are not limited to, development of novel ways to prevent, diagnose, or treat infectious complications in patients with cancer; the role of infections in cancer development and progression; immunotherapy; and microbiome research. Responsibilities include inpatient consultation service, outpatient clinics, as well as teaching and supervision of fellows. Applicants are required to be BC/BE in Infectious Diseases and to be eligible for a NY State Medical License. The search committee will consider clinical and translational research interests, publication record, and commitment to clinical care and teaching. Academic rank and compensation are dependent upon qualifications and years of experience. Faculty will be recommended for a joint appointment at the Jacobs School of Medicine, University at Buffalo. Roswell Park offers a generous fringe benefits package.

Since 1898, Roswell Park Comprehensive Cancer Center has forged an exemplary reputation with the combined strength of its basic/translational research, multidisciplinary oncology teams, educational programs and compassionate staff. A seamless interface of scientific inquiry and clinical application and an aggressive clinical trials program, Roswell Park commits the infrastructure, intellectual capital and necessary resources to convert scientific discoveries into real-world products and applications. A charter member of the NCCN, Roswell Park is the only NCI-designated comprehensive cancer center in Upstate New York.

RPCI's contributions to reducing the global cancer toll include initiating the world's first chemotherapy program; pioneering the prostate-specific antigen (PSA) test, photodynamic therapy and the combination chemotherapy of leucovorin and 5-FU (the gold standard for colon cancer treatment); developing the RPMI 1640 Culture Media (used in research labs around the world); and collaborating on landmark studies related to the Human Genome Project. Roswell Park initiated one of the nation's first centers dedicated to Early Phase Clinical Trials and drives innovative cancer research in genetics, cell stress and immunotherapy, leading to new personalized treatments.

Over the last decade, Roswell Park has undergone major growth, adding 1,000 new staff, showing a 198% increase in grant revenues and a 300% increase in clinical revenues, initiating one of the nation's first centers dedicated to phase I clinical research studies, and setting itself apart as a leader in surgical robotics, genetics research, vitamin D research, novel immunotherapies, and tumor microenvironment and behavior/prevention studies.

Roswell Park is an equal opportunity employer. Candidates should email their CV and three references to:

Angela K. Gunther, MBA, AASPR
Senior Faculty Recruitment Administrator
Roswell Park Comprehensive Cancer Center
angela.gunther@roswellpark.org



Infectious Diseases Opportunities

Become an Infectious Disease Physician on our Mayo Clinic team! Mayo Clinic is an excellent choice for the candidate who is seeking a career at a world-class medical center. Our multi-disciplinary group practice consists of approximately 4,800 physicians and scientists across all locations, working in a unique environment that brings together the best in patient care, ground-breaking research and innovative medical education. Infectious Disease opportunities are available at the following locations:

- **Jacksonville, FL** (Academic – Division Chair)
- **Rochester, MN** (Academic)
- **Mankato, MN** (Community - General)
- **Eau Claire, WI** (Community - General)

Join us at Booth #711 at the upcoming IDWeek™ 2019. Stop by and learn more about our exciting career opportunities at the #1 hospital in the Nation! We look forward to seeing you there!

We offer a stable practice environment, competitive compensation, and exceptional benefits. To learn more about our Infectious Disease opportunities within Mayo Clinic, please visit jobs.mayoclinic.org. Or contact:

Connie Carlin, Physician Recruiter
Email: Carlin.Connie@mayo.edu

jobs.mayoclinic.org

