



Three Proven Ways to Keep Surgeons Out of Your Office and In the OR

Alex Gorecki, Vice President of Marketing and Business Development, Clinical Colleagues, Inc.

Surgeons are the primary revenue driver for any hospital, so understandably, keeping them happy is a priority. However, most CEOs and CFOs would agree that in light of their tremendously busy schedules, having a surgeon show up at their door, unscheduled, to chat about anesthesia-related questions or concerns is less than ideal. Putting the right systems in place proactively to address concerns and offer an appropriate “sounding board” can go a long way. Here are three strategies that we know work for many:

1. **Let the leader ... lead.** Put a strong Chief of Anesthesia in place who can streamline, problem solve and prioritize. By all means, some issues are important enough that they require input. Let your Chief decide what *really* needs to be brought to your attention. With a strong leader in place, you can avoid being brought into the day-to-day issues, questions and details that can feasibly be resolved on the unit.
2. **Strike a balance.** Surgeons want flexibility and input in scheduling. Let your anesthesia team help create a model that allows you to give the surgeons options and account for their preferences, while still maximizing cost efficiency. Once your model is defined, provide your surgeons with a thorough explanation of how it was created, why it makes sense operationally and financially, and emphasize the parts that account for their needs. Answer their questions up front and make it clear who additional questions should be directed to, moving forward (not you ... reference back to #1!).
3. **Put skilled anesthesia providers in place.** Skilled and experienced anesthesia providers earn the trust of surgeons and are able to work collaboratively in the OR to assure every case is safe and smooth. Additionally, competent anesthesia providers will earn the respect of nursing, who will then view the anesthesia team as a partner in helping to streamline OR operations for the surgeons. When teams work well together, everyone’s job is easier, including yours.

A professional anesthesia team should be working in concert with the surgeons to maintain a safe, efficient and cost-effective OR, while helping to support the growth of surgical case volume. The anesthesia department needs to be your ally to help keep surgeons where you and your patients need them most...in the OR!

About Alex Gorecki and Clinical Colleagues, Inc.

Alex Gorecki is the Vice President of Marketing and Business Development for Clinical Colleagues, Inc., responsible for helping hospitals reduce anesthesia costs and create efficient staffing models. He works in collaboration with a team of physicians and healthcare business professionals at Clinical Colleagues, Inc. to provide cost-effective anesthesia management and consulting services at hospitals nationwide. To learn more about Alex Gorecki and Clinical Colleagues visit CCIANesthesia.com.