

Working with The FMEC Platform

We're very excited for you to consider referring to the FMEC Platform! e3Business and FMEC are committed to building long-lasting relationships with providers and referrals.

Here are five reasons we think you should consider referring to us:

1. The FMEC Platform Supports Providers

e3Business' services are tailored to small, independent primary care offices, with the FMEC Platform specifically designed for integrative and functional medicine providers.

Implementing the FMEC Platform is turnkey, including sample agreements for patients, training for staff and automated processes like registration, payment capture and maintenance of recurring payments.

Implementing the FMEC Platform can provide a significant revenue boost to practices with minimal up front costs. This revenue can be meaningful to small, independent practices.

In the first year, practices can add \$200k plus in income.



In years two plus, practices can add \$350k plus in income annually.



The “ramp up” income and maintenance income can be modeled using 1) The monthly fee; 2) The maximum program size and; 3) The rate of growth.

2. There is Minimal Risk

Independent offices struggling with cash flow often don't have very good options.

- Adding providers or ancillary services requires money and resources.
- Short-term loans have difficult terms that may just postpone problems.
- Outside investors can result in a loss of control and autonomy.
- Concierge companies can be a long-term commitment with ongoing fees.

The FMEC Platform is different.

With upfront costs typically less than \$2,000, the ability to leave the FMEC Program without penalty and an approach that seeks to capitalize on existing services, the FMEC Platform represents one of the most effective ways to increase revenue.

3. The Provider Remains the Owner

With increased costs, decreased reimbursement, narrow networks and increased compliance, it's easy to see why provider-owners now in the minority. The FMEC Platform can help independent practices to stay independent.

The FMEC Platform is a contract for services. Providers don't risk clinic equity or assets to work with e3Business and FMEC. We provide advice and guidance on managing a practice, practice development, malpractice issues and compliance, but the provider still makes the decisions.

4. Referrals are rewarded

e3Business has worked on referrals and commission, so we want to avoid the problems common with tracking referrals and realizing payments that lead to feeling unappreciated.

Your referrals generate ongoing revenue for you.

e3Business and FMEC believe that the first three reasons to work with us supports that there is a market for the FMEC Platform. We just need to get in front of interested providers to find the ones who need our help. You'll be paid a percentage of our revenue for each provider you refer. Just email the name and practice location of your candidates.

5. We are Aligned

One of the problems with healthcare is the disproportionate reward for work. Insurance companies don't provide care for a single patient and yet they extract a tremendous amount of money from the healthcare system.

e3Business and FMEC seek proportionate distribution of revenue.

- The FMEC Platform makes the most money for the providers, which actually makes sense because the providers are the ones doing most of the work.
- e3Business and FMEC are paid a fee for their experience, expertise and resources as well as their ongoing support of the FMEC Platform.
- Referrals are paid an on-going fee for connecting providers to the FMEC Platform.

Everyone benefits when everyone works together. When referrals connect candidates to the FMEC Platform, providers commit to growing their services on the FMEC Platform, and e3Business and FMEC provide appropriate support to referrals, providers and FMEC Platform users, everyone wins.

Learn more today

If you are interested in referring providers to the FMEC Platform, please email contact@e3Business.com to set up a phone call.