



Compensation Negotiation Playbook



This overview will outline the general approaches, strategies and materials that are proven to assist physicians in a compensation negotiation and provide education on the appropriate situation for each.

Value-Based Contracting Guide



This guide will outline the general approaches, strategies, and materials that are proven to assist physicians in negotiating for inclusion in value-based contracts and/or compensatory recognition of ID physicians' contribution to institutional success in value-based contracts.