



THESE MINUTES WERE APPROVED BY THE SECTION CHAIR AND ARE PENDING APPROVAL BY THE RURAL EMERGENCY MEDICINE SECTION AT THEIR ACEP24 MEETING. ANY CHANGES WILL APPEAR IN THE MINUTES OF THAT MEETING.

Emergency Medicine Locum Tenens Section

Annual Meeting Minutes

Wednesday, October 11, 2023

2:30 PM-4:00 PM EDT

Philadelphia Convention Center, 100 Level, Room 113ABC

Attendees: 12 attendees including Jamilla Goldsmith, MD, FACEP, Section Chair; Heidi Knowles, MD, FACEP; Liaison to the ACEP Board of Directors; Henry Pitzele, MD, FACEP, ACEP Board of Directors; Hunter Bennet, Program Outreach Manager, LocumTenens.com; Alan Ashby, Vice President, Primary Care, LocumTenens.com; Joffre Johnson, MD, invited speaker; Hamad Husainy, DO, FACEP, invited speaker; Taylor Sheppard, OMS-II; several additional section members.

Welcome / Chair's Report, Jamilla Goldsmith, MD, FACEP

Dr. Goldsmith welcomed attendees and shared a presentation focused on her journey into emergency medicine. She highlighted the benefits of Locum Tenens work, including the ability to have more control over her schedule, the financial advantages, and the opportunity to limit exposure and prevent burnout.

Dr. Goldsmith noted four growth opportunities for the section over the next year:

1. Membership Expansion
 - a. Increase membership and engagement.
 - b. Fill all open leadership positions.
2. Provide Additional Resources for Section Members.
 - a. Breakout sessions
 - b. Liability insurance
 - c. Contracts
 - d. Benefits
3. Create New Opportunities
 - a. Handbook/reference on getting started with locums
 - b. Social media account
 - c. Newsletters
4. Produce Educational Offerings
 - a. Identify topics
 - b. Identify faculty
 - c. Discuss formats
 - d. Identify potential dates/times
 - e. Assign tasks and establish timelines

Dr. Goldsmith noted that section membership has increased year to date. In October 2022, the section had 99 members. October 2023 section membership is 118.

A Word from our Sponsor, Alan Ashby, Vice President, Primary Care, LocumTenens.com

Mr. Ashby presented opportunities available to physicians seeking a locum tenens assignment and the benefits of working with a staffing service such as locumtenens.com.

Choosing the Right Business Structure for the Locum Tenens Emergency Medicine Physician, Joffre Johnson, MD

Dr. Johnson provided an overview of both incorporated and unincorporated business models for locum tenens physicians to consider. He highlighted the potential tax benefits as well as downsides associated with the various business models. Dr. Johnson concluded his presentation by offering tips on maximizing loyalty(hotel/airline/credit card) points while traveling.

Negotiating Your Next Locums Assignment, Hamad Husainy, DO, FACEP

Dr. Husainy, owner of Sycamore Independent Physicians, a staffing company, presented on points to consider when negotiating for locums positions.

The five rules he highlighted:

- 1) You Had Me at Easy – don't make the arrangement complicated.
- 2) Go for the Best Rate – don't be afraid to want and ask for more.
- 3) No One Gets 'Big Money' Unless You Are Known – find the right opportunity in the right community.
- 4) Hourly Rate is not the Holy Grail – consider opportunity cost/income, how do you feel when you get home?
- 5) What Jam are you Looking for? – Great pay = dumpster fire. Good pay = tough area to recruit with open checkbook and or poor staff. Average pay = probably a good job with great back up and staffing. Below average pay = usually lower volume, potentially longer shifts.

Wrap-up

Dr. Goldsmith opened the floor for questions from attendees.

Attendees were encouraged to pop into the section reception sponsored by locumtenens.com. The reception was held at Thirsty Dice in Philadelphia, PA at 5 pm on 10/11/23.

The meeting was adjourned at 4pm.
