

"Like anyone else who operates a small service business, your word is your bond with your clients. A client might tolerate a broken promise here and there for a very good reason, but if the broken promises continue, the client's trust in you will be lost, and in very short order you will lose the client. Always over-deliver and under promise."

– Business Principle: Rule 5 of Work



FROST & COMPANY, P.C.

A HEALTHCARE CONSULTING GROUP AND A CERTIFIED PUBLIC ACCOUNTING
FIRM GUIDING THE SUCCESS OF MEDICAL PROFESSIONALS



Frost & Company, P.C. offers knowledge and proficiency to medical practitioners, healthcare organizations and other healthcare business and management professionals that extends beyond, and accents, the accounting and tax services also provided by our firm.

Through proactive customized solutions to the medical practice, our staff guides the physician in reaching and maintaining a profitable practice via direct interaction with each physician and practice staff during every phase of an engagement, from assessment to implementation. Leveraging our extensive industry experience in medical practice management consulting, practice operational assessment, HIPAA compliance, revenue and reimbursement, business and strategic planning, and other consulting services, Frost & Company, P.C. assists in increasing our physician client's productivity, enhancing their reimbursement and revenue, while they maintain the highest levels of patient care, office management and compliance integrity.

Resulting from 34 years of consulting with Healthcare organizations and legal counsel specializing in healthcare, Frost & Company, P.C. is recognized for its expertise in all phases of Physician Recruitment Agreements and Personal Service Arrangements. Extending this expertise to the development of Fair Market Value opinions, as well as structuring of methodologies for innovative, effective strategies and solutions, we assist the Healthcare organization to remain compliant with their physician business relationships under the Stark regulations and other regulatory requirements.

Areas of specialties with whom we have worked:

Anesthesiology
Bariatric Surgery
Cardiology
 Electrophysiology
 General Cardiology
 Interventional
 Invasive - Interventional
 Non - Invasive
Cardiothoracic Surgery
Chiropractics
Colon/Rectal Surgery
Dentistry/T.M.J.
Dermatology
Endocrinology
Emergency Medicine & Trauma
Family Practice
Gastroenterology
General Surgery
Geriatrics
Hematology
Infectious Disease
Internal Medicine
Neonatology
Nephrology
Neurology Neurosurgery
Nuclear Imaging
Obstetrics/Gynecology
Oncology
 Surgical Oncology
Ophthalmology/Vitreoretinal
Orthopedic
 Sports Medicine
 Spine Surgery
Otolaryngology
Pain Management
Pediatrics
 Intensivist
 Internal Medicine
 Pulmonology
Physiatry /Rehabilitation Medicine
Physical Therapy
Plastic and Reconstructive Surgery
Podiatry
Psychiatry
Psychology
Pulmonology
Radiology
Rheumatology
Sclerotherapy
Urology
Vascular Surgery
Wound Care

Healthcare Consulting

- Medical Group Formation and Structure
- New practice start up
- Medical practice management consulting; including business management and operations consulting
- Employee Embezzlement Analysis and solutions for deterrence
- Office management and key staff training
- Policy and procedures protocols, development and implementation
- Managed care credentialing; including Medicare/Medicaid application completion and oversight
- Practice Fee Schedule development and implementation
- Billing and collections – Accounts Receivable Analysis
- Benchmarking – physician productivity and statistical performance in the practice
- Practice Performance Indicator Analysis Report
- Medical office Human Resource functions
- Electronic Medical Record/Electronic Health Record selection and implementation
- Bridging banking relationships



Carl N. Frost, CPA, CVA graduated from Trinity University and earned his CPA Certificate while practicing in the Tax Department of Arthur Anderson & Company.

Prior to forming his own practice in the summer of 1984 he worked with two consulting firms providing specialized services to the medical community. Utilizing Mr. Frost's 34 years of experience in the financial and practice management of medical practices and structuring client financial operations to maximize profits, Frost & Company, P.C. has dedicated itself to fulfilling the unique consulting, financial and accounting needs of healthcare entities.

In December 1995 he received the designation of Certified Valuation Analyst (CVA) from the National Association of Certified Valuation Analysts (NACVA). The CVA accreditation is a statement to the business, professional, legal and medical communities that an individual has attained a level of knowledge in business valuations that NACVA considers exemplary and worthy of recognition by awarding the designation of Certified Valuation Analyst (CVA). This accreditation enhances the expertise required for valuations necessary in the areas of Hospital/Physician Affiliations and Practice Acquisitions, Mergers or Sales.

Through close associations in the medical field, and numerous years of experience, Frost & Company, P.C. possesses the skills to help meet the challenges in today's healthcare environment.

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Specialty Services

- Valuations – for merger, sale and/or partner addition
- Medical practice operational assessments
- Organizational management consulting
- Physician Recruitment Agreements
- Personal Services Agreements
- Expert Witness Consulting
- Practice Acquisitions, sales and mergers
- Post merger integration and restructuring
- Physician compensation agreements
- Structure Physician Not To Compete Covenants and Analysis
- Ancillary entity consulting

Accounting, Tax and Strategic Planning Compliance

- Financial statement preparation and analysis
- Tax planning – personal and corporate
- Federal tax reporting – personal, corporate, partnership and trust
- Payroll reporting
- Retirement plan implementation and consulting



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