

# ACR DUES: PROFESSION INSURANCE WITH A GREAT ROI

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# **ACR DUES: “PROFESSION INSURANCE” WITH A GREAT ROI**

Again, I confess to having belonged to a practice which paid ACR dues for all via “group pay”. We told all recruits it was to insure their future.

***I will circulate these slides for your use.***



# Looking at the Facts

## Percentage of a Radiologist's Income

- Using \$900 per year (dues have not increased in 8 years)
- Income range:
  - \$300K/year – ACR dues equals **0.30%**
  - \$400K/year – ACR dues equals **0.23%**
  - \$500 K/year – ACR dues equals **0.18%**

But wait, this can be paid pre-tax by your practice so what is the post-tax cost?

- Using \$900 per year, assuming a 45% tax bracket (Fed/State)
- Income range:
  - \$300K/year – ACR dues equals 0.30% → **0.17%**
  - \$400K/year – ACR dues equals 0.23% → **0.13%**
  - \$500 K/year – ACR dues equals 0.18% → **0.10%**



# Ignoring all of the Member Benefits

(Discounted/Free CME, Discounts on Registries/MIPS Reporting, etc.)

## Focusing just on 2 ACR led Successes of Reclaimed Reimbursement

- 2015 CMS MPPR reduced from 25% to 5%
  - Estimated impact (ongoing) of \$50 M per year = **approx. \$2500 per radiologist per year**
- 2021-2024 Impact of ACR Coalition to Mitigate CMS Cuts
  - Estimated total impact of \$1.6B = **approx. \$46,000 per radiologist**



# CPT and RUC Advocacy Monitoring All CMS Federal Rules and Other Agencies

- Extraordinarily talented and dedicated volunteers and staff working uncountable hours
- Assuring complete code set and working for appropriate reimbursement at every meeting.
- Commenting on any action that may impact radiology



# **Who Reaps the Benefits? You and your colleagues!**

- **Produces NO revenue for the ACR**
  - **Ensures your practices thrive**
- **Allows you to provide great care to your patients.**



## **ACR Strategic Plan Overarching Goal**

**“ACR is Indispensable to all Potential Members”**

My belief is that this is a statement, not a goal.

**ACR *IS* Indispensable**

**but we have to assertively convince the eligible non-members.**





# Recruit Your non-Member Colleagues

Ask “Isn’t the Future of Their Reimbursement and  
Their Ability to Provide High Quality Care  
To Your Patients Worth  
0.1-0.17%?”



# They Are Enjoying the Benefits



# Ask those Colleagues to Join in Covering the “Meal”

