

# BUSINESS CLOSEUP

Special Marketing Section



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## YOU CAN AFFORD TO BE HEALTHY

### THE DOCTORS' CLINIC OF SPOKANE & ON STAGE HEALTH OFFER INSURANCE - FREE MEDICAL COVERAGE

Choosing a primary care provider that you can trust, who is easily accessible and whose office is conveniently located is the first step toward a healthy future.

For more than five decades, The Doctors' Clinic of Spokane has been serving the needs of Inland Northwest families with the highest quality of health care and professional excellence.

At The Doctors' Clinic of Spokane, five practitioners led by Dr. Duncan Lahtinen, Dr. Paul Piper and Dr. Jacob Deakins, work together to improve the care you receive. Not only do you benefit from the collective training, expertise and opinions of multiple specialists, but that care is more immediately available and timely.

As family practitioners, your doctors are trained to provide comprehensive medical care with particular emphasis on treating the entire family, regardless of the patient's age, sex, or type of illness.

When you need to see a doctor you shouldn't have to worry about how you're going to pay for health care and how much it's going to cost. In keeping with their mission to provide ALL patients with the highest quality of health care, The Doctors' Clinic of Spokane has teamed with On Stage Health LLC, a local company started by former physician group administrator and health-care consultant Brad Davis, to offer individuals and families without insurance coverage an alternative and affordable way to pay for the care they receive.

"This is not insurance, but rather a membership plan," Davis says. Under the "direct care" program, members pay a flat, monthly fee for primary-care services. It also works very well as a solution for businesses that are not large enough to offer affordable health insurance to employees.

The Doctor's Clinic of Spokane is presently one of four primary providers in the Spokane area working with On Stage Health. Each physician group sets their own monthly fee. The Doctor's Clinic charges \$69 a month (with a one-time \$15 registration fee) with a limit of 20 visits per

year. Children pay only \$35 per month.

Unlike traditional insurance plans, there are NO co-payments or deductibles, and patients aren't excluded from care due to pre-existing conditions or subject to waiting periods. Membership is month-to-month with no long-term contracts and can be canceled at any time.

Signing up for direct care is hassle-free. Simply contact On Stage Health through their web site, at [www.OnStageHealth.com](http://www.OnStageHealth.com), provide your name, address, phone number and email, and agree to have your monthly membership fee paid directly from your bank account. Your membership will be effective the first of the month following your date of enrollment.

Similar programs are quite well received on the west side of the state. A recent report by the state Office of the Insurance Commissioner notes that patient participation in such plans has nearly doubled in the last few years.

Physician groups like direct care because, as there are no claim forms, no coding, and no billing for services, it leads to a better doctor-patient relationship. On Stage Health handles billing and collections, pays the brokers, and coordinates with the state insurance commission. All you have to do is get well.

"I wanted to put together something that would help the physician community and to help the patient community that has a real challenge getting primary health care because of the high cost of insurance," Davis says. "I also wanted to help the business community provide their employees with affordable coverage. I saw it as a win-win situation for everyone involved."

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