

2023-2024

Welcome to [WeismanCare](#), my membership-based practice. I am grateful that you've entrusted me to take you on this new and exciting path for a more personalized healthcare experience. Not to worry, I will not inundate you with communications. I respect your time as I know you respect mine.

What can you expect from your membership?

Basically, my time and the ability for us to communicate much easier. I will have more time to take your calls or texts when you have a question or an issue. Time to oversee your care even if it is provided by another doctor. whether it is an associate of mine in my absence, a referral specialist, or an out-of-town doctor if you are away from home—or if I am away from home. No matter the circumstance, my pledge to you is simple: I will share with you my time, experience, and judgment to the best of my ability.

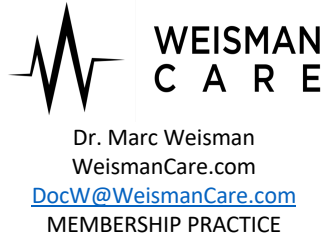
Spruce Health

If you have not already downloaded the Spruce Health app (see the link below), I suggest you do. Spruce is a HIPAA compliant platform which allows us to communicate by text, audio, or video from your phone or computer. It also allows me to communicate with my staff after our "visits" which facilitates adding orders or notes into your health record. Many of you have my mobile number but I prefer communicating through Spruce for medical calls, if possible. I plan to leverage my comprehensive IT and telemedicine experience to your advantage by offering you, at no charge, modern options for quick and simple communications including Spruce texting, voice calls and "on the fly" Facetime like videos but also traditional (although non-HIPAA complaint) emails.

More extended back and forth communications, live visits, typical telemedicine visits, labs and procedures will be handled exactly as they always have and are subject to typical insurance co-pays and deductibles. To that point, while WeismanCare provides many advantages to you as a patient, it is not a substitute for your healthcare insurance coverage.

Email

Please note that traditional email is not considered HIPAA compliant. Nonetheless, many doctors and patients utilize it anyway, as do I. During your onboarding, you have already approved our use of traditional email. Should, you decide not to communicate in this fashion, simply don't contact me via email.



Basics THIS IS IMPORTANT

My PMG staff has a list of all [WeismanCare](#) members whom, they understand, have priority in my, more compact, patient-care schedule. I am the managing partner of PMG, and I am also the medical director for a national healthcare company. [WeismanCare](#) allows me use than reduced patient-care time to provide excellent service to my smaller panel of member patients because I am not caring for the thousands I used to. Although I travel a fair amount, I am generally available to you wherever I am. I have been a leadership doctor at the Beaumont hospitals (including medical directorship and chairman of the board for BPO) for thirty years and as such I have a unique relationship with hundreds of consulting specialist doctors. Occasionally, when I am away and you require a live visit, my very capable partners and associates and very robust team of specialists can see my member patients as I oversee their care from afar.

Lastly, to prevent my being overwhelmed, please continue to call the office, as you have been accustomed to, for scheduling routine visits, routine non-medical questions, or billing issues, medication refills and other questions that my staff is very proficient at handling. [WeismanCare](#) only works when my time is respected and in the three years I have been doing this I have had no issues in this regard!

Below are some Frequently Asked Questions (FAQ) from the website.

Again, welcome, and please let me know how I can improve my service to you.

Link to sign up for Spruce:

https://spruce.care/marc_weisman WeismanCare Email address: DocW@WeismanCare.com

Be well,

Marc Weisman, D.O., FAAFP

Board Certified

President Preferred Medical Group

Family Medicine/Geriatric Medicine/Functional Medicine/Anti-aging Medicine (A4M)

Associate Clinical Professor of Medicine Michigan State University

Associate Clinical Professor of Medicine Oakland University / William Beaumont School of Medicine



FAQ's

Can you describe the recent changes to your practice?

- Yes. And no. I have no current plans to retire. I converted to a “Concierge Medicine” practice. I will still be practicing at my office at Preferred Medical Group. The practice and all the doctors and staff at PMG are not changing in any way. All the PMG providers and staff will remain available to all my concierge patients as they always have been as back up in my absence or perhaps after hours. The only change is that membership in [WeismanCare](#) ensures that I remain your personal primary care physician and be responsible for your ongoing care. There will no change in the way I or PMG accepts your health care insurance.

What is Concierge Medicine?

- It is a membership-based practice that patients will join for a modest fee. These patients will have real-time access to me—at office visits, by a private mobile number for phone calls and texts. I will also now be able to expand video visits (telemedicine) right from your phone or computer to me—sometimes replacing the need for office visits.
- This is all about time. To satisfy insurance companies regulations today, doctors need to see more patients in less time to meet ever-increasing overhead costs. The ten or fifteen minutes allotted for often complex patient visits is no longer desirable for me. The economics of a Concierge practice allows me to reduce the number of patients I am responsible for and responsive to will change from ~2,000 to a couple hundred.

How do membership fees work?

- My fees are roughly half of a typical Concierge practice because I do not want the cost to be a roadblock. Moreover, I offer a very affordable Concierge Lite membership for younger and generally healthier patients. The average concierge Medicine fee nationally is \$2300.00 and in Michigan is \$2100 annually. My fees, as you will see under the Sign-Up tab, are < 50% for most adults and for younger patients they are a fraction of that. I limit Concierge and Concierge Lite patients to < 100 each and I have a rather long waiting list.



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MEMBERSHIP PRACTICE

- Once you apply for membership, I will review your request. My goal is to be as affordable as possible for member patients who really want me as to remain their personal physician.

Can existing patients still see Dr. Weisman even if they are not Concierge Members?

- I will serve as the personal physician for all my member-patients. However, I also see patients at PMG on days I am available and my schedule permits, on a same-day basis for immediate or urgent care for adults of all ages (greater than 16-years of age). In this same-day capacity, I will be treating patients at PMG who call that day, have an immediate need or are unable to secure an appointment with their usual primary care doctor immediately.

How does this benefit the patients who join?

- This model is for patients who have come to value the care I can provide—only it'll be better because you will have much greater access to me, and I'll have more time for you.
- I can serve as your overall healthcare advocate in the way I think it is supposed to be but rarely is because most doctors are just too busy.
- For years, many Beaumont specialists have referred to me their most complex patients because they know I will coordinate care in a grand way. The advocacy I provide keeps the entire team on the same page and this prevents disasters.
- As many of you know, I have always been that type of doctor—never satisfied until I have the right diagnosis and always trying to oversee your care. This level of care became tedious and eventually impossible for me to do this for thousands of patients.
- When you are away or I am away, or if you are in an ER or hospital, I am now much more reachable and available to follow along and provide oversight and when needed.
- Concierge medicine is a lot like having your close friend become your personal physician. Many of you have known the comfort that brings for years.

Is this just a convenience for patients who want to be pampered by paying an additional fee?

- It's a great question. The answer is no, not in my opinion.
- This access is not just a convenience—it is a quality issue because when you remove "limited time" from the equation, quality of care improves. Convenience for you? Sure. But quality is key here.
- The convenience part: The average patient does not have immediate access to their doctor. You will. That is convenient. Barring some unusual circumstance like traveling, I



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MEMBERSHIP PRACTICE

will be available for you to reach me when you feel the need to. To be able to reach your doctor so easily is a luxury few people enjoy.

- Here is the quality part: Time and experience. My 25 years as a generalist and Geriatric Specialist, treating complex patients and complex elders has sharpened my medical skills. My 25 years as a physician leader in our Beaumont Physician Groups, where I've served in positions including co-founder of both UP and BPO (Beaumont's physician organizations), Medical Director and Chairman of the Board for the Beaumont Physician Organization (BPO), and many other positions have helped me to cement relationships with the best of the best. When necessary, I find you the best specialists and communicate with them to coordinate your care locally or beyond.
- My knowledge and capabilities are further enhanced with functional /regenerative anti-aging training and certification. The fusion of traditional care with natural remedies is truly state of the art today and I am a certified expert in both.
- Unless you have experienced this kind of access to an experienced doctor—and many of you have with me—you don't realize the asset it is. In the scariest and most uncertain situations—because nothing is more precious than your health—you are not alone, because I'll be in your corner providing you greater peace-of-mind to the best of my ability.

In summary: For me to continue to practice the high quality, personal care you and I are accustomed to, I must make a change because it is just too challenging to give 2,000 patients this level of attention. The Concierge Model allows me to practice medicine the way it should be and avoid the burnout so many doctors fall victim to. I can strive to fill the shoes of both “Dr. House” and “Dr. Welby”—for those of you old enough to know who those great TV docs were!