



**ECHELON**  
MEDICAL CAPITAL™

# LETTERS OF PROTECTION

# Discussion

## Letters of Protection:

- Friend or Foe?
- How do they Work?
- Discussion of Viewpoints



# Letters of Protection: Friend or Foe?

## OVERVIEW

### Friend

- Tap into new revenue Streams
- Diversify practice and reduce financial risk
- Medically treat underinsured or uninsured patients while increasing your revenue
- Help your community

### Foe

- Depositions
- Trial testimony
- Additional paperwork
- Delay in payment



# Letters of Protection: How do they Work?

- Why are they needed?
- The basics of a Letter of Protection
- What you need to know to maximize this opportunity
  - Knowledge
  - Control
  - Wait to get paid vs financing the A/R
  - You have rights, too!
    - Pros & Cons of funding
    - Identify a Good vs Bad finance company
    - Funding process
    - Lawyer relationships and impact
- How to make friends with an LOP
- How to Protect Yourself

# Letters of Protection: Viewpoints

- How to manage the Attorney-Doctor relationship
- LOP Myths
- Future of LOPs
- Questions?