

Medical Providers and Healthcare Vendors Factor Third Party Medical Receivables and Healthcare Receivables to Become Far More Profitable

By Brian Strugs

The healthcare industry is plagued by a number of main problems and complexities with detrimental pitfalls that are literally draining the lifeblood of profits from it. For example, an astounding 45 million Americans did not have healthcare insurance last year, and close to 50 percent of those people were full time employees of employers who chose not to provide their employees with healthcare benefits. Employers claimed that it's because the premiums for healthcare is too much of an expense. To intensify this problem, the baby boomer generation is now getting old enough to be candidates for various debilitating sicknesses, diseases, and chronic illnesses.

In addition, the U.S. Government spends \$1.2 trillion each year on healthcare, and 33 percent of the hospitals in this country are operating in the red. Despite the fact that healthcare coverage is provided for some U.S. citizens through Medicaid and Medicare programs, unfortunately, these programs are known for making slow and/or inadequate payments. Because of this, healthcare institutions are not able to pay their bills on time. In other words, this dramatically slows down payments to providers waiting to be reimbursed by the Medicare and Medicaid programs. Medical providers (such as hospitals, nursing homes, and private practice doctors) have to wait sometimes two months to get paid on their third party medical receivables; therefore, the healthcare vendors (such as medical supplies, dialysis and oxygen companies) who supply products and services to medical providers also have to wait to get paid on their vendor receivables.

Too many times, when companies are new or experiencing rapid growth or financial hardship, the cash flow does not remain synergistic with the goals of the company. If a company wants to survive and/or expand, often they cannot because of the slow payments coming in from the accounts receivables. This prevents them from possessing enough cash reserves to take on new clients and from having the necessary cash flow for the payroll needed for new hires in order to service the new accounts.

By supplying a debt-reducing profit boosting, and cash flow producing process called **Factoring**, both medical providers and healthcare vendors can sustain, enhance, expand and financially prosper their businesses. Factoring is the process of a business allowing an unconventional funding source company (a Factor) to purchase its accounts receivables (in this instance, medical receivables) for up to 95 percent of the face value of the accounts receivables, and minus a small fee. This allows medical providers or healthcare vendors to receive up to 95 percent of the value of their (pre-selected) accounts receivables in the form of immediate debt-free cash to enable them to pay their bills and employees on time, sustain and expand, and financially prosper much more. The availability and applicability of Factoring can enable the healthcare vendor to continue providing products and services to Medical providers without the financially crippling inconvenience of having to wait to get paid on its accounts receivables (medical receivables).

Furthermore, to further increase profits, plus simultaneously and additionally assist patients even more, medical providers (such as hospitals and nursing homes) can inform its patients and potential patients about how to obtain cash to pay for needed medical services through another Factoring process called **Viatical Settlements Financing**. If a potential patient does not have enough money and/or health care benefits to receive the medical attention needed, Viatical Settlement Financing can help them. A Viatical Settlement is an arrangement in which a terminally ill or elderly person sells all or part of his or her life insurance benefits for up to 95 percent of the face value of the Viatical Settlement, and minus

the small fee paid to a Factor (a funding source company) in order to receive a debt-free lump sum of cash. This enables a terminally ill or elderly individual to get cash for an otherwise nonliquid inaccessible asset.

Viatical Settlement Financing is the most applicable yet little known and underutilized method of accessing funds for the terminally ill. Typical candidates for Viatical Settlement Financing are: (a) Terminally ill individuals (all ages), (b) Victims of terminal cancer, leukemia, Lou Gehrig's Disease, AIDS, cardiovascular disease and other terminal illnesses. By informing their patients about Viatical Settlement Financing, medical providers (hospitals and nursing homes) can assist its patients and potential patients in obtaining the cash needed for their medical needs. Medical providers can simultaneously help themselves and increase their profits because now their current or potential patients can continue to afford or begin to afford to pay for needed services. Moreover, simultaneously, and altruistically, the medical provider will be able to help people to live better, healthier, and longer lives as a result of assisting them with accessing the cash needed for their healthcare. Viatical Settlement Financing can not only be used to help a patient, but can also be used to earn continued or new income for a medical provider.

There is also another money producing tool that can be extremely beneficial for patients who need to obtain medical attention that cannot afford it. It is called **Advance Pension Financing**. Currently, there are approximately 220 million Americans who are receiving monthly incremented pension payments. This presents a powerful opportunity for pension recipients to use Advance Pension Financing as a means of obtaining a lump sum of cash to pay for their medical needs. Advance Pension Financing allows pension recipients to receive a lump sum of cash for up to 95 percent of the Pension Advance, and minus a small fee, and they may receive advance payments up to eight years. A funding source company (also known as a Factor) accomplishes this financial procedure. Advance Pension Financing, through its unconventional methodology, allows pension recipients to acquire and use the money from their future pension benefits at today's current value of money. This is money that pension recipients can use in any way they choose to maintain and enhance their lives, including pertaining to their healthcare. This, of course, turns into profits for medical providers once the recipient of the Advance Pension Financing spends part or all of that money to obtain the medical attention needed from the medical provider.

All three of the previously explained methods of Factoring are awesome, practical, immensely applicable, profitable, and conveniently available to acquire and use. The first one, which is Factoring your accounts (medical) receivables, will directly supply any and all medical providers and healthcare vendors with cash flow for their business. The remaining two methods of Factoring, which are Viatical Settlement Financing and Advance Pension Financing are optional, yet practical and profitable for medical providers because they are Factoring methods that they can indirectly present to patients and potential patients in a nonaggressive let-the-chips-fall-where-they-may capacity, through their administration, human resource department, customer service department, receptionists, and even through the doctors, nurses and other medical staff. Also, what makes the last two (Viatical Settlement Financing and Advance Pension Financing) profitable for medical providers is the fact that through Profit Increase Funding, Inc. PIF (a worldwide cash flow consulting company) they can perpetually receive substantial referral fees for each individual patient referred to PIF. Secondly, when a medical provider refers a patient to Profit Increase Funding for the purpose of Viatical Settlements Financing and/or Advance Pension Financing, it benefits them and the patient. The patient is then able to pay the medical provider that informed them how to receive money from Factoring for healthcare purposes.

Thirdly, whenever a general hospital, a children's hospital, a nursing home (or even a nursing staff agency) refers Factoring clients/patients to Profit Increase Funding for Viatical Settlements Financing and/or Advance Pension Financing, the medical provider earns referral fees that can then be used to create an "in-house" charity fund. This charity fund may be used

for patients or parents, grandparents or guardians of patients that need and cannot afford healthcare for the patient. Even if the medical provider already has an in-house charity fund of some kind, the great humanitarian difference will be the fact that the extra income generated by the new financial influx of referral fees will provide more money to be donated to adults, and especially children, with healthcare needs that cannot afford to pay. Also, this translates into much more advertising of public goodwill about your healthcare institution.

Factoring can substantially increase profits for medical providers because the opportunity to provide patients the money they need for medical attention is obtainable through Profit Increase Funding. Aside from that, both medical providers and healthcare vendors can boost profits through the process of Factoring its accounts (medical) receivables. Profit Increase Funding has over 150 funding source companies with billions of dollars to invest. For more information, contact them by email, telephone or visit the website as follows:

Profit Increase Funding, Inc.
Brian Strugs, President/Certified Funding Consultant
17184 Westmoreland Road
Detroit, MI 48219-3551
Office: (586) 945-3605 / Fax: (586) 349-6070
Email: Profitincrease@sbcglobal.net
Website: www.profitincreasefunding.com

Act Now! Call 24 hours a day or visit the website to get started, to get cash, and to obtain more profits!