

# Maximizing Patient Outcomes While Increasing Revenue with Diabetic Foot Care Solutions

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*Talar Medical Web Series*



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# Would you like to receive a personalized, no obligation, medical supply cost analysis?

## This is how:

1. Send us the products you are currently ordering in excel spreadsheet format. Please include:
  - Current Vendor
  - Item Description
  - Manufacturer Number/SKU
  - Unit of Measure
  - Price
2. Email the spreadsheet to [admin@talarmedical.com](mailto:admin@talarmedical.com) or visit our website at [talarmedical.com/complimentary-medical-supply-cost-analysis/](http://talarmedical.com/complimentary-medical-supply-cost-analysis/)
  - \* Can't easily provide the information in an Excel format? We have you covered! Just send us a copy of your most recent receipts. Please note, comparisons presented in receipt format do require longer to turn around.

# Maximizing Patient Outcomes While Increasing Revenue with Diabetic Foot Care Solutions

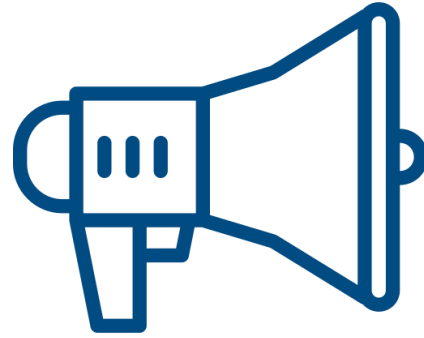
Jill Meador, SureFit Operations Manager  
Steve Puryear, SureFit Customer Service Manager



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# **Why Don't You Dispense Diabetic Shoes & Inserts?**

**SUREFIT®**



# **Overcoming Objections**

**Trust me!**

**We've heard them all!**

**SUREFIT®**



# **What are the Benefits of a Diabetic Footwear Program?**

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# Ease of Implementation



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# Increased Practice Revenue



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# Increased Revenue for your Practice

## With Negotiated Pricing for TCP Members



Diabetic Shoes & Custom Molded Inserts	Medicare Allowable*	SureFit Lab Fees / TCP Pricing**	Practice Net Profit
Diabetic Shoes A5500 (per pair)	\$148.04	\$67.00	\$81.04
Custom Inserts A5514 (3 pairs)	\$270.30	\$72.50	\$197.80
<b>Total per Patient</b>	<b>\$418.34</b>	<b>\$139.50</b>	<b>\$278.84</b>

Diabetic Shoes & Prefab. Heat Moldable Inserts	Medicare Allowable*	SureFit Lab Fees / TCP Pricing**	Practice Net Profit
Diabetic Shoes A5500 (per pair)	\$148.04	\$67.00	\$81.04
Prefab Inserts A5512 (3 pairs)	\$181.14	\$18.00	\$163.14
<b>Total per Patient</b>	<b>\$329.18</b>	<b>\$85.00</b>	<b>\$244.18</b>

# Increased Revenue for your Practice

## Medicare Allowable has increased in 2021

Diabetic Shoes & Custom Molded Inserts	Medicare Allowable*	SureFit Lab Fees**	Practice Net Profit
Diabetic Shoes A5500 (per pair)	\$148.04	\$70.00	\$78.04
Custom Inserts A5514 (3 pairs)	\$270.30	\$101.94	\$168.36
<b>Total per Patient</b>	<b>\$418.34</b>	<b>\$171.94</b>	<b>\$246.40</b>

Diabetic Shoes & Prefab. Heat Moldable Inserts	Medicare Allowable*	SureFit Lab Fees**	Practice Net Profit
Diabetic Shoes A5500 (per pair)	\$148.04	\$70.00	\$78.04
Prefab Inserts A5512 (3 pairs)	\$181.14	\$33.00	\$148.14
<b>Total per Patient</b>	<b>\$329.18</b>	<b>\$103.00</b>	<b>\$226.18</b>

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Profits can be realized with as little as ***one patient*** per week

Patients per Year*** (Based on custom inserts)	50 Patients	100 Patients	150 Patients	200 Patients
Practice Revenue	\$20,917.00	\$41,834.00	\$62,751.00	\$83,668.00
Practice Net Profit	\$13,942.00	\$27,884.00	\$41,826.00	\$55,768.00



**Happy Birthday Dr. Kraus!**

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Please join us next #TalarTuesday  
February 2 at 5:00 PM PST/ 8:00 PM EST  
for “**How Your Practice Can Utilize  
Technology to Maximize Revenue During  
COVID-19**”

with guest speaker

***Robert Lowenkopf***, *National Sales*

*Consultant* and moderators

Ira Kraus, DPM, FACFAS &

Michael King, DPM, FACFAS, FASPS

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