



MGMA - ACMPE

Presented by:

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MGMA®

What is MGMA?

MGMA is a nonprofit professional association that has been around for 100 years. Our main priority is supporting people who run and lead healthcare practices in the United States.

What do we do?

- **Support medical practice leaders** (administrators, executives, managers)
- Provide **data, education, and resources** to help practices run more effectively
- Offer **benchmarking tools** (like DataDive) to compare performance and make decisions
- Advocate for healthcare policy issues impacting medical groups
- Create opportunities for **networking, certification, and professional development**

ORGANIZATIONAL MEMBERSHIP



DATA

- Provider Compensation
- Management and Staff
- Cost and Revenue
- Practice Operations
- Procedural Profile



BENCHMARKING

- Over 150 metrics
- Over 50 filters
- Percentiles between 10-90
- Trend feature
- Upload custom data



PROFESSIONAL DEVELOPMENT

- ACMPPE Board Certification
- Conferences
- Online Courses
- Books
- Webinars



RESOURCES

- Dedicated advisors
- Exclusive webinars and online courses
- Member exclusive tools
 - RVC Calculation tool
 - Physician Fee Schedule tool
 - Medical Coding Billing Toolkit
- Monthly e-newsletter
- Checklists
- Playbooks



ADVOCACY

- Dedicated Government Affairs team
- MGMA Washington Connection newsletter
- Member exclusive tools



MEMBER NETWORKING

- Conferences
- MGMA Member Community
- Volunteering
- Mentor/Mentee Program



CAREER PATHWAYS

- Job Postings
- Salary Calculator
- Career Center resources
- Onboard checklist
- Resume resources



PRACTICE SAVINGS

- MGMA Best Price (Powered by HealthTrust)
- MGMA Certified MA (Powered by U.S. Career Institute)
- MGMA Credentialing (Powered by ProCred)
- MGMA ERP (Powered by NetSuite)
- MGMA Scrubs (Powered by Uniform Stores)
- MGMA Travel (Powered by HealthTrust)



DEDICATED ACCOUNT MANAGEMENT TEAM

- Data Strategist
- Account Manager
- Member Relations Specialist



PREMIUM TRAINING

- Compliance (HIPPA & OSHA)
- Front Office and Customer Service Training
- Principles of Practice Management Certificate (PPMC)
- Physician Business Training

DataDive

What type of Data does MGMA Offer?

Provider Compensation & Productivity

Physician and APP compensation

Productivity metrics (e.g., production vs. pay)

Specialized areas like:

Academic compensation

Medical directorships

On-call pay

Starting salaries

👉 *This is often the most in-demand dataset (FMV, recruiting, retention)*

DataDive

What type of Data does MGMA Offer?

Management & Staff Compensation

Salary and compensation benchmarks for:

- Practice managers
- Billing/coding staff
- Administrative roles

Helps with **staffing strategy and pay competitiveness**

DataDive

What type of Data does MGMA Offer?

Financial Data (Cost & Revenue)

Practice financial performance metrics, including:

Expenses

Revenue

Payer mix

Accounts receivable

Productivity and charges

👉 *Used heavily for budgeting, margin analysis, and financial planning*

DataDive

What type of Data does MGMA Offer?

Operational / Practice Performance Data

Day-to-day operational benchmarks like:

Staffing ratios (FTEs)

Patient access & scheduling

Wait times and no-show rates

Call volume

Employee turnover

Patient portal usage

👉 *This is where practices identify efficiency gaps and workflow improvements*

DataDive

What type of Data does MGMA Offer?

Procedural / Coding Data

CPT-level data and coding benchmarks

Insights into:

Procedure volumes

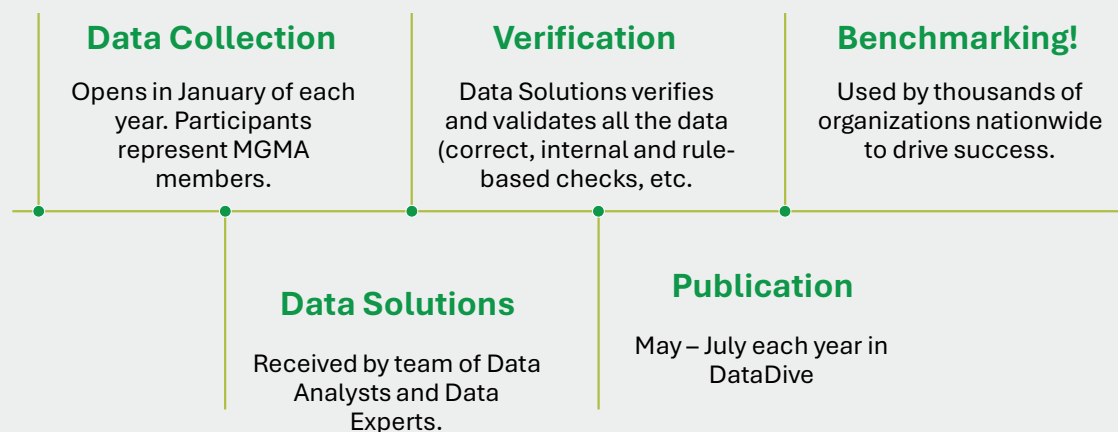
Coding practices

Provider-level performance

👉 *Useful for revenue cycle optimization and compliance.*

How does MGMA collect & validate data?

- Data is **submitted directly by healthcare organizations** through MGMA's annual survey
- Includes data from **HR/payroll, billing/claims, and financial systems**
- Data is **validated and standardized** during submission MGMA **aggregates responses** to create reliable benchmarking insights



MGMA DataDive Features:

 Academic Compensation Compensation and productivity, both normalized per billable clinical time and actual output, for providers employed in teaching institutions. 2025 (2024 Data)  Access	 Cost and Revenue Staffing ratios, expenses, payer mix, accounts receivable and revenue practice data. 2024 (2023 Data)  Access	 Financials and Operations Staffing ratios, expenses, payer mix, accounts receivable, revenue, scheduling and value-based practice data. 2025 (2024 Data)  Access
 Management and Staff Annual compensation and hourly rate, bonus and retirement benchmarks for executives, managers and support staff. 2025 (2024 Data)  Access	 Medical Directorship Compensation Annual pay, monthly stipend, hourly rate and directorship hours data specifically for medical directors. 2025 (2024 Data)  Access	 On-Call Compensation Annual, monthly, weekly, daily and hourly on-call rates, including weekend and holiday, for physicians and advanced practice providers. 2025 (2024 Data)  Access
 Practice Operations Operational demographics, scheduling and value-based data. 2024 (2023 Data)  Access	 Procedural Profile Physician and advanced practice provider coding profiles for professional services billed across all payers. 2025 (2024 Data)  Access	 Provider Compensation Total compensation, productivity and compensation-to-productivity ratios across physicians and advanced practice providers. 2025 (2024 Data)  Access
 Provider Placement Starting Salary Guaranteed compensation and starting benefits for first-year providers new to their specialty, or experienced and new to a practice. 2025 (2024 Data)  Access		

New- MGMA Provider Report Card

- Import your provider data using a streamlined template, emphasizing the most frequently used metrics
- Create a Provider Report Card for the imported providers, categorizing by specialty, group, or individual
- Compare each provider's performance against the MGMA data set, with options to filter the comparison group
- Easily spot differences between provider salary and productivity from MGMA custom percentiles



DataDive Resources



DataDive User Guide

Unlock the full potential of healthcare benchmarks with the MGMA DataDive User Guide.

[PDF >](#)



DataDive Definitions

Navigate seamlessly through extensive data on various specialties and job functions to understand how you compare to industry-leading benchmarks.

[PDF >](#)



DataDive Filters & Benchmarks

Not sure where to start? Review all MGMA DataDive filters and benchmarks for each data set.

[PDF >](#)



Jennifer Sanchez
MGMA's Data Strategist

Professional Development

ACMPE Certification through MGMA



Inspiring
healthcare
excellence.™

MGMA

ACMPE focuses on **developing and certifying healthcare leaders** in medical practice management.

Its main role is to:

- Set the **industry standard** for knowledge in running medical practices
- Provide a **formal certification pathway** (board certification + fellowship)
- Offer a structured **learning framework** (the “Body of Knowledge”)



ACMPE

ACMPE is based on MGMA's **Body of Knowledge**, which covers key areas like:

- Operations
- Financial management
- HR
- Governance
- Risk & compliance
- Healthcare delivery transformation

Who does ACMPE certification serve best?

- **Current and emerging healthcare leaders**
- Practice managers
- Directors
- Administrators
- Executives

Essentially, anyone responsible for running over
overseeing a medical practice

MGMA Training & Certificate Programs

Beyond certification, MGMA provides flexible training and certificate programs that allow individuals and teams to build targeted skills and stay current on best practices in medical practice management

Flexible learning options

- On-demand courses, webinars, and live training session

Topic-focused certificate programs

- Build skills in operations, finance, HR, compliance, and patient care

Continuing education opportunities

- Earn CE credits while staying current on industry trends

Practical, real-world application

- Tools and training focused on improving day-to-day practice performance



MGMA Training

INCLUDED
WITH MGMA ORGANIZATIONAL
MEMBERSHIP

**SIMPLIFY TRAINING
STRENGTHEN YOUR TEAM**

COMPLIANCE PACKAGE TRAINING

—At 30 minutes or less each, these courses should be included with all onboarding and assigned annually to all employee Topic-focused certificate programs

CUSTOMER SERVICE/FRONT OFFICE TRAINING

— Include in onboarding for all patient-facing roles

MANAGEMENT PACKAGE TRAINING

— Ideal for current and aspiring managers and leaders

MGMA Conferences

Industry-leading events

MGMA hosts National and specialty conferences with the goal of bringing together healthcare leaders



Expert-led education: Sessions focused on real-world challenges and best practices

Networking opportunities: Connect with peers facing similar operational and strategic challenges

Flexible formats: In-person conferences and digital events (MGMA Summit)

Actionable takeaways: practical strategies attendees can bring back to improve performance

💡 *MGMA conferences combine education, community, and real-world insights to drive meaningful change in healthcare organizations*

MGMA Resources

Access to an industry-leading **advisor team** focused on helping you get the most value from MGMA

Member-exclusive tools, including Physician Fee Schedule, Work RVU calculator, and coding toolkits

Monthly e-newsletter with updates, new offerings, and key member benefits

Practical **checklists** to keep your practice organized and on track

Actionable **playbooks** to improve efficiency across recruiting, staffing, retention, HR compliance, and more

A brief look at our website and practice resources we offer...



Membership

Practice
Resources

Events

Education

Data

Advocacy

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Topics

Operations Management
Financial Management
Revenue Cycle
Human Resources
Health IT
AI for Medical Practices
Value-based Care
Staffing and Retention
Business Strategy
Risk and Compliance
Browse All

Tools

Member Tools & Checklists
Playbooks
Physician Fee Schedule Tool
Practice Evaluation
Project Management
Fillable Formbooks

Insights

Articles
Podcasts
Webinars
MGMA Stat
MGMA Connection
Data Reports
Books

Quick Links

Member Community
Insights Newsletter
MGMA Consulting
Career Resources
Partner Solutions Directory
Physician Business Training

Member Networking

The MGMA Member community offers an online discussion board for MGMA's 60,000 members to come connect, ask questions, and learn from their peers

Community Highlights



Explore

Discover communities to enrich your experience and learning opportunities.

Explore



Connect

Find others with whom you may seek advice and share common challenges.

Member Directory



Participate

Share resources or discover what your peers have shared with you.

Discussion Posts

Member Communities

- Over 45 different member communities
- Moderated by MGMA Staff
- Each community hosts a discussion page, library of resources, and list of members



[COMMUNITY HOME](#) [DISCUSSION 8.2K](#) [LIBRARY 46](#) [MEMBERS 283](#)

1. VISIT TYPE TEMPLATE NEEDED LIKE



Jane Doe

Posted 13 days ago

I am currently working on creating a template for various types of patient visits that adhere to a set of minimum standards. In my initial draft, I have allocated a total of 12 patient slots within a four-hour timeframe. I am in the process of distributing these slots among new and established patient visits, post-op follow-ups, etc. Does anyone have a successful system in place?

Thank you,

Jane Doe

Jane Doe, FACMPE
Practice Administrator
General Surgery Practice



Mentor Program

MGMA Mentor program matches experienced MGMA Members with other members who are earlier in their career and seek guidance.

This opportunity gives MGMA members a more personalized way to learn, beyond tools and content; by tapping into the experience of those who have faced similar challenges.

- Sharing experiences
- Providing support & guidance
- Keeping mentees focused on their goals
- Building professional networks
- Encouraging both personal & professional growth



Career Resources

The MGMA Career Center is designed to connect healthcare professionals with the right opportunities—whether you're looking to advance your own career or hire top talent for your organization.



Employers

Utilize our job board and tools to find, onboard and retain staff.

[Start Here](#)



Job Seekers

Utilize our career seeker tools to find jobs and create specific skill sets to stand out in your job search.

[Start Here](#)



Career Resources



[Interviewing Toolkit](#)

The interview process can be equally as stressful for the interviewer as it is for the candidate. These best practices can help you succeed.

[Learn More >](#)



[Compensation Calculator](#)

Using MGMA's industry-leading compensation data, get the right salary range for your position by specific location, job title and organization size.

[Learn More >](#)



[Internship Resources for Employers](#)

Healthcare internships give an employer the opportunity to receive support with daily work and projects while providing the intern with education and training.

[Learn More >](#)



[Recruitment Checklist](#)

Don't skip a beat in your recruitment process. We've developed a list of all the vital components and best practices you'll need to begin your recruitment efforts.

[Learn More >](#)



[Resume Reviewing](#)

Use our resume review best practices as a guide and let it lead you to outstanding candidates.

[Learn More >](#)



[Onboarding Checklist](#)

After you've found the perfect candidate, the next challenge is onboarding them and ensuring they are set up for success. Help your new employee quickly make an impact with this onboarding checklist.

[Learn More >](#)



[Additional Resources](#)

Check out these Insight articles, podcast episodes, MGMA Stat polls and more for intel on hiring, retention and maintaining up-to-date practices.

[Learn More >](#)



Advocacy: MGMA Government Affairs Team

- Advocates on behalf of medical practices at the federal level, representing member interests with Congress, agencies, and industry stakeholders
- Monitors key healthcare legislation and regulatory changes that impact practice operations and patient care
- Provides guidance and resources to help members stay compliant with evolving rules and regulations
- Publishes the **Washington Connection** newsletter with timely updates and insights on healthcare policy and trends



“While MGMA supports efforts to strengthen and expand physician training programs, addressing administrative and regulatory policies are leading to physician burnout is critical to stem the tide on the front end and support physicians already in practice.”

Jeffrey W. Smith
CPA, CGMA, MBA, FACMPE



MGMA members play a **vital role** in advancing policy solutions that reduce burden and support physicians.

- MGMA's Government Affairs team amplifies the voice of our members at the federal and state levels
- Member insights directly inform advocacy efforts around administrative and regulatory burden
- Engaged members help highlight real-world impacts of policy on physician burnout
- Collective action strengthens MGMA's ability to push for meaningful, sustainable change

Can I get involved locally? Absolutely!

VALUE OF STATE MEMBERSHIP



Local networking opportunities



Local regulatory resources and information + grassroots source for national advocacy



Relevant local content & resources



Nearby conferences at a lower price point + state member discount



Webinars, free or nominal fee for state members



Mentoring, internship and networking opportunities for early careerists



Local support and study groups for ACMPPE certification/fellowship



Volunteer and Leadership Development Opportunities



Opportunity to meet and learn more from local vendor reps



State continuing education counts toward MGMA portion of requirement



Inspiring
healthcare
excellence.™



Carolinas MGMA maximizes the value and effectiveness of medical group leaders through educational programs, information exchange, networking, advocacy, and professional development opportunities.



Upcoming Events:

Fall Conference

October 8-9, 2026

Westin Charlotte Hotel
Charlotte, NC

Registration opens soon

Executive Summit

November 5-6, 2026

Hotel Hartness
Greenville, SC

More details coming soon

Annual Conference

October 6-8, 2027

Wilmington, NC

More details coming soon

To learn more, visit: <https://www.carolinasmgma.org>

MGMA: Your Partner in Practice Success



- Data-driven insights to inform decisions
- Practical tools to improve operations
- Peer network and expert support
- Advocacy to keep you ahead of industry changes

Questions?

Thank You

MGMVA