

ALL ABOUT SWANSEA CHANNEL DOCTORS

"WE ARE"

DPA + MMI + VR-only + Accredited Practice + Training Practice + Business Sponsor

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• **Our Values:**

We put family first – yours, ours & theirs

We care, even when unmasked

We use creativity to ensure our sustainability

We find resilience by knowing our worth

THE "WHY?" (Yours & Ours)

- **Pure 'Need'!** Ongoing **Patient Demand** vs our **current GP levels**. There is plenty of work to be done!
Actively growing the practice as our local population increases, for new suburbs going in.
- **Hours:** We are **'Family Friendly'!** That might be in the traditional '9–5, Monday – Friday' only way (a rare find in 2023), but tell us if **something else would suit you better?**
No requisite Out-of-Hours. However this well-paid & fun work is an option, if interested!
- **Income:** A **Private Billing practice**. Think of offering 'Boutique' medicine, done your-way.
Minimum incomes guarantee of **\$200/hr patient-facing hours**, for the first 3-months
Ultimately **\$7,000 – \$10,000/week** depending on your work pattern/intensity
35% management fee / 65% of gross receipts to the GP (And asking for a higher percentage is asking the *wrong* question – feel free to ask us why that is!)
- **'Relocation/ Benefits':** **Sure** – by negotiation... 😊
Realistically the spend any practice makes on 'benefits' regarding relocation (car, accommodation, monetary advance/allowance), is of course recouped through the 'work-regime' established for that doctor on their arrival. So, we are careful about the promises we collectively make to one other – over-promising is a problem in this industry!

That being said, of course we do our best to ensure doctors who want to join us are financially well-able to do so. This is usually linked to a minimum commitment, likely 4+ days per week, over 24 months, blah blah. Can we emphasise that we consider this to be rather lowest-common-denominator stuff?

We aim considerably higher – and we play for keeps! So, this is all simple context to the in-depth discussions we'll be having, to understand and meet our ideal Candidate's needs. **We absolutely intend delivering a very agreeable, all-round 'package', every-time.**

OUR EXISTING PEOPLE – YOUR FUTURE FRIENDS (Yes, we are willing to share)

• Doctors:

At present, **four Doctors + two Registrars + one Mat Leave.**
Our total WTE varies, has been as high as 7, presently about 4.5.

Our doctors are an international bunch – Australian, British, American, Russian. We build long-lasting relationships with those doctors who we intend to add to the team.

Patient-load is approx. **20 per GP/day**, total 75–100 appointments/day across the practice.

Our **standard appointment is 15 minutes**, with longer as required. We average 3 per hour.

We are GP Specialists, each with our own specific interests, including:

Women's health Cosmetics Medical cannabis Disability medicine
Occupational Health (presently SCUBA, aviation, and coal-miners)
Travel medicine Skin-Cancer medicine.

Would wish to add **Integrative & Lifestyle medicine**, and perhaps **sports medicine**.

• Staff:

Practice Nurses x 3 + Practice Manager + 3 receptionists

While our support team are indeed ace, their clear **benefits to you** are:

- (1) People who support your learning and growth in a new location, state or country!
- (2) Maximised earnings for GPs (and therefore the practice),
- (3) We are a smooth-running, Happy Ship – and that is worth getting excited about, we reckon.

+ Visiting & Local Allied Health: Dietician, pathology, EP, chiropractic, psychologists & physio.

• Rooms:

Are you suitably softened-up and ready for our “BOOM, check-mate!” moment?:

We. Have. Water. Views. From. Your. Consulting. Room! (From all-seven of them actually)

These are **boujie, air-conditioned, plate-glass-windowed Rooms** ('GP Specialists', remember)

Plus: Three nurse / procedure rooms, in a modern, fully equipped, building with kitchen/staff room, and free, communal undercover parking. The waterside aspect carries with it an '**on-holiday**' vibe. Indeed we are a holiday spot for Sydneysiders. I still 'do one thing every day' to ensure I feel like I am always on holiday, that is my Australian Adventure. What's yours?

”JUST COMES WITH THE JOB”

• What’s to love? IT... that works!

Well-trained & grateful patients, no drug-seekers – we even have a breaking-up letter!

‘**Self-care encouraged here**’ – we value your health as much as our patients.

Community – we are a horizontal, collegiate group of doctors.

Socials – we do ‘dos’!

Room to Grow – whatever that means for you, we’re into it.

Positively Encouraged – conversations about ‘money’ and how to make it.

CPD that comes to you – we organise monthly, accredited breakfast education meetings.

Did we mention the coffee tab?

We have a sense of humour, and each other’s backs. We know – ‘how novel’.

Ambitions for exchange-trips to New Zealand & other practice-swaps to keep life fun

• Local Connections:

At the waterfront end of town, the adjacent supermarket is good for lunch & **we have a tab with the coffee-shop next door**. So important! Also a dentist, Domino’s Pizza & the SCUBA Shop all in our row + 4 pharmacies within the suburb.

The closest Hospital (Belmont) is only 10 minutes away, with an **Emergency Dept.** The tertiary University Teaching Hospitals & University of Newcastle Medical School are 30min: You will *not* be doing your own X-rays or delivering babies here – we are not ‘out-bush’!

We are an **easy day-trip from Sydney**, while Newcastle is a **whole 25 minutes away**. The **Hunter Valley**, home of good wine, rock-concerts and places to sleep it off, is under an hour away 😊

• Amenities & Travel:

As someone who has done exactly this – our views, low-stress levels and a happy team – make us worth moving half-way around the world/across Australia for: this is your ‘Forever Practice’. While I initially believed that I was moving somewhere way out-bush (as many places are), in fact the local area has **UK-levels of amenity**:

Lots of choice for recreation in the immediate locale – especially water-sports, beaches, walks in nature, rogaining, SCUBA-diving, sky-diving, learn to fly... **Lake Macquarie is literally a minute one-way, and the Pacific ocean a minute in the other.**

The ‘**City of Lake Macquarie**’ is 500,000 people living lakeside, while our local city of Newcastle, being the Australia’s 7th largest conurbation, is ‘**just the right size**’ (As a Brit, I have to note ‘also in danger of giving Newcastle a good name’, what with it’s three-beaches and culture!).

En route to Newcastle are **Charlestown & Kotara**, both sporting that Australian staple, the Westfield Shopping Center, including **all-you-can-eat shopping, dining, soft-play, cinemas etc.**

We count increasing numbers of affluent Sydney commuters among our local population. There is a **mix of schools** from the public, state-schools through to fully-private, via the useful, small-fee-paying Catholic Schools that sit in between.

The Opera House in Sydney-and-back mid-week after work, is totally do-able if you want to see a show (Did ‘La Boheme’ on Valentine’s Day), so **day-trips or weekends are a very easy city-break.**

Want to go further? **Newcastle & Sydney airports are both easily accessible**, (50 minutes & 90 minutes respectively) – especially as some of our patients are Uber drivers and can drop us if we ask! In general, ‘**ease-of-getting-away**’, including back to Europe, has always been important for us as Expats, and this practice’s location services this need well. We also have the amenity of Good Weather!

- **Demographics & Geography:**

A mixture of Swansea's traditional age-retired & local families, now with a high & increasing proportion of newly arrived Sydney commuters and affluent retirees – '**sea-change**' at work. Fancy joining them? We also have **the reputation of being the local quality practice**, and we have worked hard to be 'very lucky' with our patients.

Within the '2281' postcode (about a 5-minute radius of driving), we have some very different suburbs: **Swansea, Swansea Heads, Caves Beach, Murray's Beach Pelican & Blacksmiths**. Look them up! Each has a different style of homes and setting, so it's interesting trying to decide on just one...

To summarise, we've lakes & ocean, beaches & caves, bush walks & urban adventures – or just the pleasure of people-watching sailing, swimming, diving, driving, cycling and power-walking from your window, while you work – in air-conditioned comfort!

All in all, you would be most welcome, in this medical home!

